Finding Ways to Adapt

There’s no denying everyone has had to make adaptations and adjustments to their personal and professional lives following the outbreak of COVID-19. As I’ve visited with retail lumber yards from near and far, I’ve gathered a few ideas I figured could be helpful or worth sharing:

First, my personal favorite. Utilizing your back door at the shop as a drive-thru for your customers. This offers convenience and is a very safe option. If you don’t have a sliding window, using a Dutch door is another creative option. Next, installing a plexiglass shield around checkouts offers protection for both your employees as well as your customers. You’ve likely seen the stickers placed 6 feet apart on the floor in the checkout line, but perhaps you can make these stickers into your logo or something a little more lighthearted. Finally, you can boost your delivery services by offering at-home drop off for your DIY customers.

We are continuously wishing your businesses, employees, and families well during these times. Please keep up the great work and never hesitate to reach out if there’s anything we can do for you!

-Will Claussen

Congratulations!

NLA Congratulates Dealer Members Named to ProSales 100

ProSales Magazine recently released its 2020 ProSales 100 List. This list includes 100 of the nation’s top performing lumber and building material retailers.

Northwestern Lumber Association is proud to tout the following list of impressive lumber dealers named to the ProSales 100:

#6  US LBM
   Includes Lamperts, Lyman Lumber, Wisconsin Building Supply, Lumber Specialties, NexGen
#11  Kodiak Building Partners, Includes Christensen Lumber
#14  American Construction Source, Includes Arrow Building Center
#24  Mead Lumber, Includes Knecht Home Center
#32  Drexel Building Supply
#41  Scherer Bros Lumber
#46  Gilcrest/Jewett Lumber
#53  Spahn & Rose Lumber
#59  Builders Warehouse
#69  Simonson Lumber
#81  Zuehn Building Products

To view the full list of 2020 honorees, please click HERE.

What's Happening

June 4, 2020
Webinar - How to Keep Your Sales Pipeline Full During COVID-19

July 23, 2020
MN Fishing Outing
Isle, MN
Do you want to increase the sales streaming in your pipeline? Now is the best time to invest in this opportunity to learn several solid ways to increase the sales inflow for your business. In this fast-paced executive briefing, Dave Molenda, founder of Positive Polarity, will review 11 ways that you can get your sales pipeline bursting. Some of these will take you out of your comfort zone, but that is exactly where we need to be...in the growth zone! This is one virtual event that you will not want to miss!

Thursday, June 4th 12:30 pm - 1:30 pm Central Time.
Click [HERE](https://example.com/register) to Register.

**New Virtual Roundtable Groups**

Nothing tops the knowledge and insight you can learn from your peers' experiences, so NLA is launching a new online roundtable group. You will be able to learn and network from the comfort of your own office.

This seven-part series will include guest presenters along with time for Q&A and discussion. Member cost to participate will be $500 per company for the series. Each group will have the option of adding three additional networking meetings at no additional charge. For more information on the new virtual roundtable groups, contact Cody Nuernberg at (763) 595-4052 or Connie Johnson at (763) 595-4045.

**Coming in June – LumberTech Online**

With NLA’s new LumberTech Online, members will have access to on-demand training that will allow them to bring employees up to speed quickly on the skills needed to work in the LBM industry.

LumberTech Online courses were written by building supply veterans to deliver real-world information that can be applied immediately on the job. Company administrators will be able to assign training, track progress and check test scores. The system also features a skills evaluation test to help determine what training is needed.

NLA is excited to launch this great new learning tool for our members and is working hard to create new content from our LumberTech programs to add to the platform.

Contact the NLA team for more information and to register your company for LumberTech Online.

**SBA and Treasury Release Paycheck Protection Program Loan Forgiveness Application**

Recently, the Small Business Administration (SBA) and Treasury Department released the Paycheck Protection Program (PPP) Loan Forgiveness Application and detailed instructions for the application. Members can view the application [HERE](https://example.com/ppp-forgiveness).

The form and instructions advise borrowers on how to apply for forgiveness of their PPP loans, consistent with the Coronavirus Aid, Relief, and Economic Security Act (CARES Act). The SBA will also soon issue regulations and guidance to further assist borrowers as they complete their applications, and to provide lenders with guidance on their responsibilities.

The form and instructions include several measures to reduce compliance burdens and simplify the process for borrowers including:

- Options for borrowers to calculate payroll costs using an “alternative payroll covered period” that aligns with borrowers’ regular payroll cycles;
- Flexibility to include eligible payroll and non-payroll expenses paid or incurred during the eight-week period after receiving their PPP loan;
- Step-by-step instructions on how to perform the calculations required by the CARES Act to confirm eligibility for loan forgiveness;
- Borrower-friendly implementation of statutory exemptions from loan forgiveness reduction based
New OSHA Enforcement Policy on Recording Cases of COVID-19 & Updated PPP Guidance

In follow up to NLBMDA's report on May 20th, the Occupational Safety and Health Administration (OSHA) has revised its previous enforcement policy for recording cases of COVID-19. The new enforcement guidance went into effect on May 26th. All information pertaining to OSHA’s new enforcement policy with respect to COVID-19 can be found in an enforcement memo here.

All employers who are currently subject to OSHA’s existing recordkeeping requirements, which includes building material and supply dealers, must now record a case of COVID-19 as job-related if the case:

- Is confirmed as a COVID-19 illness (positive test);
- Is work-related as defined by 29 CFR 1904.5; and
- Involves one or more of the general recording criteria in 29 CFR 1904.7, such as medical treatment beyond first aid or days away from work.

Employers with fewer than 10 employees are exempt from OSHA’s recordkeeping requirements.

Click HERE to read the entire member alert.

CARES ACT Provides Flexibility for 401K Plans

The recently enacted CARES Act relaxed certain Plan Sponsor responsibilities and allowed for special distributions and loans for those affected by COVID-19. The Internal Revenue Service (IRS Notice 2020-23) and the Employee Benefits Security Administration (EBSA Disaster Relief Notice 2020-01) have recently issued further guidance for those affected by COVID-19.

This new guidance is summarized below:

1. EXTENSION OF IRS DEADLINES – Many of your plan compliance responsibilities have been delayed. The most prominent of these include:

- FORM 5500 DEADLINES – Any plan that operates on a 2019 Plan Year ending in September, October, or November is not required to file a Form 5500 until July 15th, 2020.
- CORRECTION DEADLINES – Plans have an additional three months—through July 15th, 2020—to correct plan failures related to either deferrals in excess of IRS limits or contributions that cause non-discrimination failures.
- LOAN REPAYMENT DEADLINES – Plan participants that had an outstanding loan payment due between April 1st, 2020 and July 14th, 2020 may delay such repayment until July 15th, 2020.

Click HERE to read the full details on the guidance.
Featured NLA Program: Drafting Services!
Northwestern Lumber Association is working with several companies to find the services you need!

In the coming weeks, NLA will be offering new drafting services for your business needs. Plan to partner with NLA members on the following:

- Stock house plans
- Custom house plans
- House plan changes
- Custom colored renderings
- More!

If you're interested in learning more about drafting services, please contact Lindsay Grady: lgrady@nlassn.org 763-595-4053

Featured NLA Program: Staples Business Advantage
June 1st is renewal date
In the last 90 days, our Staples program participants have saved $111 on paper products.

What could YOU be saving? For $25 annually, you can get lower prices on your business needs. If you're interested in getting a FREE quote on savings for some of your frequent purchases and a Staples login, please contact Lindsay Grady: lgrady@nlassn.org or 763-595-4053. For more information, Click HERE.

Mill Tour: Postponed Until 2021
After many months of deliberation and waiting, NLA has made the difficult decision to officially postpone the Mill Tour, originally scheduled to take place in October 2020. Although there is talk within the tourism industry that plenty of people WILL be traveling again by this fall, we unfortunately will not be able to firm up the final itinerary and prep for the tour by then. We feel that it will be best to wait until the world is at least a little bit back to “normal” at home, at work, and in the current volatile travel realm.

The good news? This is a postponement, NOT a cancellation. A new date in October 2021 will be selected and shared with you so that you can make plans to join us next year. Watch for those dates and details to come your way later this Fall/Winter.

In the meantime, the Mill Tour interest list for 2020 has been cleared, as we know travel intentions may not be the same for everyone next year. If you are still interested in attending this Mill Tour next fall, please rejoin the list by filling out the opt-in form HERE.
Bonus - Take A Tour from Home or The Office!
We may not be able to gather together and traverse the North Carolina mountainsides right now, so NLA is bringing a little bit of the world to you instead. Feed your inner travel & exploration beast by checking out the virtual tour and webcam links below. Take a mini-tour to see stunning landscape vistas around the world and have fun exploring until we can get back out there in person! Enjoy!

A Little Taste of The Smoky Mountains
- LIVE WEBCAM OF NEWFOUND GAP, NORTH CAROLINA
- VIRTUAL 360 TOUR OF THE SMOKY MOUNTAINS, NORTH CAROLINA

Check Out These Cool Places Too!
- Great Wall of China
- Wonders of the World
- Sistine Chapel
- Buckingham Palace
- Jerusalem's Old City
- Yosemite National Park
- Inca Trail
- Northern Lights
- Carlsbad Caverns
- Uluru-Kata Tjuta National Park
- The Louvre
- The Metropolitan Museum of Art
- San Diego Zoo
- Great Barrier Reef

Need more? Check out all these livestreaming webcams at explore.org or earthcam.com.

Classifieds

Job Opportunity
Since 1997, The Design Team has worked with homeowners, contractors, lumberyards and realtors to develop residential designs. As a small, family-owned and oriented business we enjoy a very comfortable, hardworking and collaborative team. We are growing and are in search of an experienced project designer to take on some of our most complex projects.

The ideal candidate will be fluent in Revit and Auto-CAD software, as well as other MS Office programs, show meticulous attention to details, cost, and have the experience to manage multiple projects at one time. The job function will entail all aspects of designing new building and remodeling projects, from meeting with homeowners, to producing construction-ready plans. Understanding and experience with RESIDENTIAL new building and remodeling is a MUST.

Our focus is on quality work and meeting clients’ expectations. We seek only candidates who can communicate effectively with homeowners and contractors at a professional level. Ideal candidates will have:

- A solid history of designing residential remodeling projects using various forms of Revit or Auto-CAD
- Knowledge of building materials and the ability to select and design the best applications for the project
- Understanding of residential building codes
- Must have at least 5 years of proven experience in the residential industry

If this sounds like a fit for you please submit a resume, cover letter with salary expectations and sample work to: The Design Team, Attn: Jen Wegman, 2455 12th St SE, St. Cloud, MN 56304

Lumber Yard for Sale
FOR SALE: After 33 years of profitable
Northern Minnesota lumber yard for sale. $1.3 million in annual sales. Current inventory of $300k. Equipment includes '13 Ford Truck with Refurbished 18' Trailer, 2002 18' Single Axel Delivery Truck, '12 Toyota Forklift, '81 Clark Forklift, trailers and more. Current ownership open to outright sale of business or remaining with new buyer for up to 6 years (if needed).

For more information or to inquire about sale, please contact the NLA office to be directed to current ownership.

Lumber Dealers - If interested in submitting a classified ad that will be published online, in the Scene...in a Flash! newsletter, and Building Products CONNECTION, please contact Melanie Hultman at mhultman@nlassn.org or (763) 595-4050.

If interested in placing a display ad in the Building Products CONNECTION or the Scene...in a Flash newsletter, contact Erica Nelson at erica@pierreproductions.com or (763) 497-1778

We're Your Source for Safety Supplies!
Hand sanitizer, infrared thermometers, gloves, social distance signs, and more!

Ask about the Klean Key, the NEW PPE Personal Hand Tool!
Call Greg from Bear Graphics at (763) 546-9228 to order.

The sun himself is weak when he first rises, and gathers strength and courage as the day gets on.
Charles Dickens