Back At It!
Cody Nuernberg, NLA President
As we prepare to celebrate America’s independence, your team at NLA would like to wish all of you a safe and happy holiday weekend! We hope you enjoy time with your family and friends and celebrate all that is good about our great country! As a reminder, the NLA office will be closed July 3rd in recognition of the holiday.

Independence may certainly be the word of the month as we – like America – are slowly but surely gaining our own independence after three, very long months of COVID-19 quarantine. Now, by no means are we claiming victory over this pandemic, and we continue to work on plans and resources to help you (and us) remain successful and profitable, but as states continue to re-open and business returns to some semblance of normalcy, we, too, are returning back to normal. In fact, and although we have been extremely busy working on your behalf over the past 3 months, we are heading into the rest of the summer feeling as normal as we possibly can, as we are, once again, back out on the road – meeting with members and non-members alike – to share our resources, news and information to help you grow your business and stay as prepared as possible for the changes in our world that continue to come our way.

Just as heading back out on the road to see all of you is exciting and helps us feel normal, we’ve also been busy producing new member programs, services and content. I have to say that I am extremely proud of the NLA team, Board(s) and Committee(s) for their continued efforts, even as the world has been a bit off-kilter. From our new LumberTech Online platform being launched on June 1st to our virtual roundtable program(s) being formed to the tireless efforts each staff member has poured into upcoming meeting plans, the future of our meetings and events and more, we’re continuing on our mission to keep you informed and your association moving forward. Keep an eye peeled in the coming weeks and months for more information on our plans for the conventions, events and in-person education. Although some are still hesitant to move back to these gatherings (and we support that), we are moving forward with the intent of, once again, hosting you and your staff. Until then, be safe, best wishes and Happy Independence Day!

What's Happening
July 23, 2020
MN Fishing Outing
Isle, MN

Professional Development Opportunities
Right From Your Office
NLA’s new LumberTech Online learning platform provides members with access to on-demand training for your yard, design, sales, and customer service team members. Help new employees get up to speed quickly and offer seasoned staff the opportunity to improve their skills and expand their knowledge of the LBM industry.

NLA’s new Virtual Roundtable Groups allow owners and managers to draw on the knowledge and experiences of their peers and guest speakers to make improvements to their business operations. This learning series will include seven online meetings, five of those will include guest presenters on a variety of topics. Each session will include time for Q&A and group discussion.

Contact the NLA team for more information and to register for these great, new learning opportunities.

Connect With Potential Customers by Hosting a LumberTech Class
Hosting events is an effective, inexpensive way for supplier members to support their customers and meet potential, new customers. It also helps NLA to provide professional development training throughout the region.

Do you have a private meeting room that seats 15-20 people or more? Consider hosting a LumberTech class or Future Lumber Leaders roundtable at your business.

NLA is hoping to resume in-person classes and events this fall. By hosting an NLA professional development program, you can show off your business by providing a facility tour or a brief presentation on the products and services your company has to offer. Hosts typically take care of the meeting room setup and provide coffee, water, and soda throughout the day. If you are interested in hosting a class this fall/winter, please contact NLA Director of Professional Development, Connie Johnson p. (763) 595-4045 e. cjohnson@nlassn.org.

5 Sales Trends After Covid-19
by Troy Harrison

Experts tell us that if there is to be a recovery, it’s to be a V-shaped recovery. We are at or near the bottom of the V. That leaves us no place to go but up.

And second – if that recovery happens, we (salespeople) will be the spearhead taking us up the hill. As I’ve said before, we are a key economic driver in the country. That hasn’t changed. What has changed is HOW we will have to lead the economy back up the hill. There are certain aspects of our profession that will, in my opinion, be changed both in the short term and permanently – and before you get down in the dumps about it, those changes are not bad, if we embrace them.

Click HERE to read entire article.

2021 Expo North and Expo South – Forging Ahead With In-Person Events

It’s typically around this time every year that you start seeing emails and articles alerting you of the upcoming Expo North & Expo South, along with anticipated registration material release dates. Perhaps you’ve already noticed the Save the Dates and have even circled those dates on your calendar. We hope you have!

NLA recently surveyed both our supplier and dealer members regarding their comfort level in attending in-person events in Quarter 1 of 2021. Although no one knows what events (and the world) will look like 6 months from now, most respondents came back with, “Yes, let’s move forward with the in-person events!” So, that’s our plan – to move forward as best we can with planning our annual in-person Expos. I guess you can say we’re “Rising to the Challenge” – a perfect illustration of our 2021 Expo theme!

Yes, there will likely be some noticeable differences at the shows, but they’ll still be packed full of specialized product knowledge, first-rate industry education, and unparalleled experiences you just can’t get from the other side of a computer screen. We want to get back to business and, we want (and need!) you there beside us!

Below are a handful of updates we can share with you at this time:

- **Exhibitor Prospectus Release Date** - Instead of releasing the booth registration booklet in August as usual, the Prospectus will be complete and ready to share at the beginning of October. We want to take the summer and gather as much information as possible from other conventions taking place, as well as get the most updated guidelines from the CDC, and then utilize that info to
make sure we’re doing the best we can for our exhibitors in this environment. Suppliers will receive an email alert in advance of the release, so watch those inboxes.

- **Digital Exhibitor Prospectus** – The Prospectus will not be released in print format this year. We’ve decided to make it available in a digital format only. It will still contain all the details you need to register for your booths, sponsorships, etc. In fact, the plan is to have it even more robust than in years past to better serve our exhibitors. This also allows us to make up-to-the-minute changes as information becomes more readily available.

- **Attendee Badge & Ticket Registration Brochure Release Date** – This booklet is still on track to be released, as normal, in early November. At this point, it is once again our plan to offer it in both print and digital formats.

- **Safety Guidelines** - Please note that NLA has our attendees’ utmost safety in mind. Large gathering guidelines suggested by the CDC (that are in place at the time of our Expos) will be followed as best as we’re able to. All meeting venue and hotel safety guidelines will be posted on our Expo webpages and shared with registrants as well so that you know what to expect upon arrival.

- **Flexible Cancellations** - You’ll notice flexible cancellation dates for both exhibitors and attendees in the registration materials. Our aim is to make your commitment to attend as risk-free as possible.

- We’ll be sharing any other changes, safety protocols, social distancing requirements and show details as the planning and registration process develops.

Please note – the intention of this email is not to make you anxious over attending an in-person event. It is, in fact, the opposite. We want you to feel relaxed, safe, excited and - most importantly - informed. Successful, in-person events are possible with the right preparation!

Success is also only possible with the participation of our exhibitors and dealer attendees at these shows to keep the momentum going! We need you and look forward to seeing you at the Expos!

Questions about the 2021 Expos? Reach out to Jodie Fleck at jfleck@nlassn.org or 763-595-4058.

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### SBA and Treasury Issue Revised PPP Loan Forgiveness Applications and Guidance

On June 17, the Small Business Administration (SBA) and Treasury Department issued a revised Paycheck Protection Program (PPP) loan forgiveness application which implements changes from the PPP Flexibility Act signed into law earlier this month. In addition to revising the full forgiveness application, SBA also published a new EZ version of the forgiveness application that applies to borrowers that:

- Are self-employed and have no employees; or
- Did not reduce the salaries or wages of their employees by more than 25%, and did not reduce the number or hours of their employees; or
- Experienced reductions in business activity as a result of health directives related to COVID-19 and did not reduce the salaries or wages of their employees by more than 25%.

The EZ application requires fewer calculations and less documentation for eligible borrowers. Details regarding the applicability of these provisions are available in the instructions to the new EZ application form. Both applications give borrowers the option of using the original 8-week covered period (if their loan was made before June 5, 2020) or an extended 24-week covered period.

**Click here to view the EZ Forgiveness Application.**

**Click here to view the Full Forgiveness Application.**

In addition, the SBA and Treasury issued a new interim final rule which implements the 24-week covered period and specifies which expenses are eligible for forgiveness:

**What amounts shall be eligible for forgiveness?**

The amount of loan forgiveness can be up to the full principal amount of the loan plus accrued interest. The actual amount of loan forgiveness will depend, in part, on the total amount spent over the 24-week period beginning on the date your PPP loan is disbursed ("covered period") on:

1. Payroll costs including salary, wages, and tips, up to $100,000 of annualized pay per employee (for 24 weeks, a maximum of $46,154 per individual, or for 8 weeks, a maximum of $15,385 per individual), as well as covered benefits for employees (but not owners), including health care
expenses, retirement contributions, and state taxes imposed on employee payroll paid by the employer (such as unemployment insurance premiums);

2. Owner compensation replacement, calculated based on 2019 net profit as described in Paragraph 1.b. above, with forgiveness of such amounts limited to eight weeks’ worth (8/52) of 2019 net profit (up to $15,385) for an eight-week covered period or 2.5 months’ worth (2.5/12) of 2019 net profit (up to $20,833) for a 24-week covered period, but excluding any qualified sick leave equivalent amount for which a credit is claimed under section 7002 of the Families First Coronavirus Response Act (FFCRA) (Public Law 116-127) or qualified family leave equivalent amount for which a credit is claimed under section 7004 of FFCRA;

3. Payments of interest on mortgage obligations on real or personal property incurred before February 15, 2020, to the extent they are deductible on Form 1040 Schedule C (business mortgage payments);

4. Rent payments on lease agreements in force before February 15, 2020, to the extent they are deductible on Form 1040 Schedule C (business rent payments); and

5. Utility payments under service agreements dated before February 15, 2020 to the extent they are deductible on Form 1040 Schedule C (business utility payments).

For any questions, please contact Director of Government Affairs Kevin McKenney at kevin@dealer.org.

Free Business Service - Real-Time Mentoring
SCORE and Constant Contact recently launched a new opportunity to deliver real-time mentoring services and an expansive portfolio of resiliency resources to business owners. Get access to experienced business mentors that can provide information and advice across business topics and industries.

A virtual, online meeting place where business owners can come to get much-needed advice and questions answered by professional SCORE certified mentors who are ready and available to assist.

- Peer discussion groups to share best practices.
- Resources from partners will be available.
- It’s free and all small business owners are welcome.

Open Office Hours: Tuesdays and Thursdays from 1:00pm - 4:00pm CST
To register click HERE.

But What Can I Do?
By Lindsay Grady

You’ve probably seen Little Free Libraries in your area. Some of those libraries were slowly transforming into pantries during the last few months. The movement actually began in May 2016. It provided an easy drop-off and pickup location for neighbors to find boxed meals, sanitizing products, and other non-perishable goods.

The Mini Pantry Movement has gained momentum and now you can find a variety of resources on their website. They have even included plans for building your own.

The minimal supplies needed might be available in scrap around your business or from other nearby organizations. So, the weather this weekend may be perfect for you to gather the kids and create something impactful in your own community. Then add it to the Mini Pantry map!
Featured NLA Program: OECS

Northwestern Lumber Association is here to be the best possible resource for our industry and NLA members. We make conscious efforts to give our members the best chance at success through education, legislative advocacy, special events, and, finally, through our services and programs. A relatively recent addition to our programs and services is OECS.

Founded in 1993, the primary mission of OSHA/Environmental Compliance Systems, Inc. (OECS) is to provide OSHA, DOT, and environmental compliance services to companies that do not have the resources to hire a full-time workplace safety professional. OECS is committed to offering comprehensive, world-class services through a knowledgeable, dedicated, and readily available team of expert safety consultants.

In response to these challenging times, OECS is offering to help keep your employees safe at no cost to all NLA members! They stand ready to answer your questions on COVID-19 and help you create a safety plan customized to your company’s needs.

Option A: No Cost Assistance. OECS will donate up to 2 hours of assistance via Zoom/phone call from an OECS Safety Associate covering the following plan documents and tools.

- Informative video on an overview of COVID-19.
- Detailed Infectious Disease Preparedness and Response Plan – This plan can be customized to your business and outlines MDH, CDC and OSHA recommendations, guidelines, and requirements for infectious diseases, including COVID-19.
- Detailed 7-Part COVID-19 Checklist that serves as a great tool in navigating your plan and returning employees back to work safely.
- COVID-19 Tool-Box Talk that documents your employees’ participation in critical training.

Option B: Should you need additional On-Site Help Customized to Your Location and Specific Needs, we can assist with that also:

- All the above in Option A plus on-site visit by an OECS Safety Associate to assist in completing the documents, providing live training on the topic, and walking through the checklist with you.
- Conducting a thorough job-hazard analysis of your facility to determine your risk level.
- Pricing will be customized to your needs.

Members can contact either Tim Peterson at tim@oecscomply.com or Melissa Olheiser at melissa@oecscomply.com for more information and assistance.

Classifieds

Lumber Yard for Sale
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.

FOR SALE: After 33 years of profitable sales, J and M Building Supply, Highland, WI. 4 3/4 acres, all buildings, including 16-unit storage building. All equipment, including: 2 forklifts, 4 trucks, 2 trailers, skid steer. All tools, including: 3 blowing machines. Inventory of approx. $200,000.00. Average annual sales of $1,800,000.00. Asking $699,000.00/offer. Will split storage unit and some equipment. Jim/Mark (608) 929-7844

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.

Summertime is always the best of what might be.
Charles Bowden