



Construction Suppliers Association

2026 CONFERENCE & TRADESHOW

SEPTEMBER 23-25

King & Prince Resort
St. Simons Island, GA

Join us for the 2026 CSA Conference & Tradeshow, where dealers, suppliers, and industry leaders come together for powerful networking, fresh industry insights, and real-world ideas you can take back to your business. Set against the beautiful backdrop of St. Simons Island, Georgia, this event offers an engaging experience designed to connect, learn, and grow across the LBM industry.

Attendees will benefit from expert-led educational sessions, inspiring keynote presentations, and interactive opportunities to connect with suppliers helping shape the industry. From market trends and sales strategies to valuable peer connections and timely industry discussions, this is where the LBM industry comes together to strengthen relationships, exchange ideas, and gain insight into what's ahead.

Register your team by August 28. We look forward to having you with us!

*Don't miss the conversations
shaping the future of our industry!*

Contact Cates Mock for more information and to ask any questions.
catesmock@gocsa.com 912-856-9330



CONSTRUCTION
SUPPLIERS
ASSOCIATION

Construction Suppliers Association

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TICKETS

EARLY BIRD PRICING Register by July 31

\$699 CSA Member / \$899 Non Member

Per attendee, includes access to all conference functions

Guest Tickets: \$175 Wednesday Dinner or \$450 All Conference Meals

REGULAR PRICING Register August 1-August 28

\$799 CSA Member / \$999 Non Member

Per attendee, includes access to all conference functions

Guest Tickets: \$175 Wednesday Dinner or \$450 All Conference Meals

Not a member of CSA? Contact Matt Rickles for more information mattrickles@gocsa.com

CSA Dealer Member Annual Dues are based on company annual revenue.

CONFERENCE AGENDA

WEDNESDAY SEPTEMBER 23

1:00pm CSA Board Meeting - Closed Door Session

2:00pm Registration Opens for all Conference Attendees

2:00pm Tradeshow Setup Begins for Supplier Members

6:00pm Welcome Dinner on the Oceanfront Lawn

THURSDAY SEPTEMBER 24

8:00am Breakfast and Keynote with Craig Webb "Future of the Industry: Economy and Market Update"

9:30am Tradeshow with Suppliers

12:00pm Networking Lunch and Keynote with Mike McDole "Strategies to Improve Gross Margins"

2:00pm Education Session with Lynne Jensen-Nelson "Beyond the Bid"

3:15pm Education Session with Federated Insurance "How to Buy Insurance"

4:30pm Networking Happy Hour for all Conference Attendees

Guests are on own for networking dinners and fun

FRIDAY SEPTEMBER 25

8:30am Breakfast and Keynote with Sam Richter "Mindset Shift: Generative AI and Your Future"

10:30am Conference Concludes

*All conference functions take place on property at the King & Prince Resort. Minor timing adjustments may occur.
Final agenda and details will be sent to registered attendees by September 15.*

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SPEAKERS

Meet the Experts taking the Stage:
This year's agenda is packed with industry leaders, thought-provoking speakers, and actionable ideas designed to help your business thrive.

CRAIG WEBB

Craig Webb from Webb Analytics discusses the building materials industry's challenges, including supply chain issues, rising costs, labor shortages, and changing customer demands. He highlights how dealers and lumberyards are rethinking inventory management, embracing AI, and adapting to changes in construction and housing markets.

SAM RICHTER

In his keynote, "Mindset Shift: Generative AI and Your Future," Sam Richter explores the rapid transformation brought by Generative AI in our lives and work. Audiences will gain a non-technical understanding of AI, learn to leverage tools like ChatGPT and Copilot for a competitive edge, and discover how AI can enhance innovation and human connection. The program includes real-world examples and insights, addressing opportunities, ethical considerations, and leadership in an AI-driven future, inspiring audiences to lead confidently.

MIKE MCDOLE

LBM industry veteran Mike McDole shares practical strategies to improve gross margins without sacrificing customer relationships. Learn how to identify margin leaks, respond to price objections, sell value, strengthen pricing discipline, and uncover overlooked opportunities to increase profitability.

LYNNE JENSEN-NELSON

Lynne Jensen-Nelson's session, "Beyond the Bid: Driving Builder Business," reveals that builders, remodelers, and designers now seek reliable business partners for long-term success, not just quality products. It explores supplier selection, stressing exceptional service, reliability, and strategic collaboration to stand out in a competitive market.

FEDERATED INSURANCE

The session on Federated Insurance will provide clarity on insurance coverage, delving into purchasing methods and the factors that influence business insurance premiums. Participants will discover the products available to them and gain insights on how to effectively manage their coverage and purchasing decisions, which could lead to reduced costs in the future.

LOCATION

KING AND PRINCE BEACH & GOLF RESORT

This year's conference will be held at The King and Prince Beach & Golf Resort on St. Simons Island, Georgia. Set against the beautiful backdrop of the Atlantic Ocean, this historic oceanfront resort is known for its relaxed coastal charm, elegant accommodations, and signature Southern hospitality.

Guests will enjoy direct beach access, multiple pools, on-site dining, and a variety of on property amenities - making it an ideal setting for both connection and relaxation. We look forward to gathering together in such a welcoming coastal setting!
www.kingandprince.com

A discounted room block has been setup for conference attendees. Visit the CSA Conference Website for more information and for a reservation link or call the resort directly at Reservations Department at 1-800-342-0212 and mention "Construction Suppliers Association Group Block". Please make your personal hotel reservations by August 28.