



CONSTRUCTION
SUPPLIERS
ASSOCIATION

DEALER ROUNDTABLES



WHAT

CSA Dealer Roundtables are an exclusive, peer-to-peer community of LBM Dealers who come together to review financial metrics, share operational best practices, and discuss and solve tough problems that help drive your business forward. A Dealer Roundtable is comprised of 8-12 non-companies who maintain a cohesive group over an extended duration, and with strict confidentiality rules, participants can share freely in a trusted, confidential setting where real solutions are the focus. Participants include owners and, at the owner's discretion, may also include other members of the management team. CSA hosts both LBM and Truss Roundtables.

WHEN

Most roundtables meet 2.5 days twice a year. The spring session focuses on financials, and the fall session centers on operational matters. For the financial session, CSA's Building Material Operations Comparison (BMOC) tool is used to securely compare financial data within the Roundtable. The fall meeting focuses on operational issues identified by the roundtable members and generally includes a company site visit. Some groups bring in an outside facilitator and subject matter experts.

WHERE

Meetings are hosted at member locations or destination venues selected by the group. In addition to the formal meeting sessions, group dinners, social gatherings and leisure activities foster meaningful relationships, enabling dealers to connect with industry peers who genuinely understand the industry and being an independent dealer.

FINANCIAL COMMITMENT

The Roundtable Fee is \$1500 per year per company plus CSA membership. Each participant pays travel and hotel costs directly. The costs for meeting room space, group meals, facilitator/speaker, and CSA representative expenses are shared equally among the companies. Other activities, such as golf or clay shooting, are billed to the participant. Companies within CSA's five-state region must be CSA members. Companies outside of the CSA region must be Roundtable level members.