



CSA ROUNDTABLE 4

April 10 – 12, 2022

facilitated by Dave Gonze



CONSTRUCTION
SUPPLIERS
ASSOCIATION

LOCATION:

The Edwin Hotel
102 Walnut St
Chattanooga, TN 37403
(423) 713-5900



TOUR:

Builders Supply Co.
611 Godfrey Ave SE
Fort Payne, AL 35968



CSA REP: Katie Bodiford (770) 252-1284

Sunday, April 10

5:00 pm	Hospitality	Whiskey Thief Rooftop Bar
6:00 pm	Dinner	Puckett's Grocery & Restaurant (2 W Aquarium Way)

Monday, April 11

7:30 am	Breakfast	Holmberg B
7:45 am	Meeting begins <ul style="list-style-type: none"> • Welcome/Introductions • Economic Industry Update • YTD Performance of Group <ul style="list-style-type: none"> ○ Sales, gross profit, LMI, net income % of sales, cash conversion • Employment issues and dealing with comp/bonus/incentive plans • Labor charts, Payroll and benefit expenses • Other operating expenses, KPI's 	Holmberg B
11:45 am	Lunch	Holmberg B
12:45 pm	Depart for tour of Builders Supply Co. yard and block plant*	
6:00 pm	Dinner	St. John's Restaurant (1278 Market St)

Tuesday, April 12

7:30 am	Breakfast	Holmberg B
7:45 am	Meeting begins <ul style="list-style-type: none"> • How have you improved productivity and efficiencies? • Charts - Operating profit performance and objectives • Charts – Cash flow, A/R, A/P, Inventory, CCC • Charts – EBITDA, ROA, ROE • Best practices in planning for 2022? Sales budget, expense budget, capital budget? How are you managing inventory? • Set next meeting date, location, and facilitator 	Holmberg B
11:00 am	Adjourn	

**Tour bus is sponsored by Great Southern Wood Preserving*

