



# Annual Meeting

Savannah, GA | Oct. 16 - 17, 2019

# 2019

GREAT NETWORKING OPPORTUNITIES

PLANT TOURS

ROLL CALL

MYSTERY EVENT

#### SAVANNAH

In Savannah, Spanish moss-draped squares, historic architecture and a pristine waterfront create the perfect backdrop for our 2019 Annual Meeting. Since this is the WPMAs 90th Anniversary, your board has selected a city that has been listed as the fourth most visited city in the country.

The city is separated from South Carolina by the Savannah River. It is known for its historic district, antebellum architecture, cobblestone streets, beautiful parks and squares. Savannah will tempt your taste buds with a variety of Low Country dining options. We have arranged a meeting that has something for everyone.

#### PERRY LANE HOTEL

The new Perry Lane Hotel has seriously stepped up Savannah's luxury game. The Perry Lane is a member of the Marriott Luxury Collection that opened June 1, 2018. Our hotel is located in the heart of the Historic District and is walking distance to everything. This is one of the nicest properties we have visited for a long time. We strongly urge you to attend this informative-packed meeting in such a beautiful city. There is no need for a rental car as everything is within walking distance or a short Uber / Lyft ride including from the Savannah / Hilton Head Airport. If you drive in, the hotel valet is \$20 per night.

# VERY IMPORTANT

...please take care of these two items as soon as possible!

1. Reserve Your Room - Savannah is the number four tourist destination in the country. It took a lot of effort to make arrangements at the Perry Lane. Once the limited number of guest rooms are full, there will be no way to get additional guest rooms. We recommend you call 866/912-4008 or go online at [www.wpma.org/events](http://www.wpma.org/events) to book your room. You MUST mention the WPMA to get the special rate of \$219.
2. Transportation - Those flying in should research flights into Savannah / Hilton Head airport. You are able to take a reasonably priced Uber / Lyft from the airport to the hotel.

## MEETING FORMAT

Due to the overwhelming positive feedback, our meeting format will be identical to what we did in Nashville. Our business meeting and Roll Call will begin Wednesday afternoon at 1pm. This will be followed by David Harper, Managing Principal of the Advisory Alliance who, along with his team, will lead us in a discussion of "Will the War for Talent Ever End?" Following his session, we will hold our cocktail reception followed by a nice group dinner.

Thursday will feature our plant tours which will be followed by the "Mystery Night". We hope you don't scare easily. The meeting will officially end after the "Mystery Night". We are thankful to those members who have volunteered to coordinate the "post Mystery Night" activities.

## PLANT TOURS

### Georgia Port Authority

We have been granted a special tour of this facility. The Port of Savannah is the largest single-terminal container facility of its kind in North America. Savannah is also the second busiest US container exporter, being second only to the port of Los Angeles. The port averages 10,000 truck trips in and out of the facility per day.

### Dirtt Environmental

Build the perfect interior space for what you need now and whatever the future brings. Designed to respond to your needs for any space from healthcare to school or office to home life. This is digital construction at its best. We're Dirttbags. We have no tiles and no silos. Dirttbags are all in for this mission and we have fun while we're on it. There's no TGIF There is no clock watching. At Dirtt we minimize our energy, water and material waste.

This will be a unique experience to learn how a company has thrown out the "playbook" and has succeeded by going completely against everything we have been taught.

### Gulfstream Aerospace

Gulfstream Aerospace Corporation is an American aircraft company that is owned by General Dynamics. It is based in Savannah and employs 13,313 dedicated team members. The company designs, develops, manufacturers, markets, and services business aircraft. They have produced over 2,000 aircraft since 1958.

We will have a special tour of a special testing facility. \*\*\*\*\*Due to the fact that this company does work for the US government, you MUST be pre-registered no later than September 13, 2019 at 3pm EST.\*\*\*\*\*

## BUSINESS MEETING

The business meeting will begin on Wednesday afternoon at 1:00 PM Sharp. Doug Cummings, Association President, will share decisions that were made by the Board of Directors earlier on Wednesday.

## ROLL CALL

Our Roll Call will begin at 1:15 pm SHARP! This session is jam packed with information. We ask everyone to please stand, introduce yourself and your company and briefly explain what your company does. We ask you to share the largest problem / challenge that your company faced this year and the SOLUTION implemented to eliminate this challenge. We will record the results to share with members not in attendance. You will have a total of two (2) minutes. Many members have said time and time again that this part of the meeting is often worth the time and expense of attending. Let's make this a positive learning experience for all.



*"My most valuable aspect of WPMA membership, especially attending meetings, is, without a doubt, the ability to meet new people in the wood products and related industries and to learn from them, regardless of whether we do business with each other or not."*

*- Sam Stoltzfus, President  
Keystone Wood Specialties*



*"I went to my first WPMA meeting when I was new to the industry, not knowing what to expect. What I found was a welcoming and open group of industry people who make it their business to help me. I was hooked."*

*Terry Gross, President  
Brown Wood, Inc.*

MORE INFORMATION @ <http://www.wpma.org>

## EDUCATIONAL / NETWORKING SESSIONS

### Will the War for Talent Ever End?

We are fortunate to partner with David Harper, Managing Principal of the Advisory Alliance, for a special educational session that has been requested by many WPMA members. So many people have called and said "I can't find good help, and those I do hire, don't want to work." David has designed a session that will address issues raised by members.

- Having difficulty finding, hiring, and retaining quality employees?
- Wondering if times are truly different now?
- Participate in a WPMA members-only survey on hiring and retention challenges.
- Learn the results and findings at our Annual Meeting.
- Take part in a discussion with fellow members and learn ways to succeed in these challenging times.
- Bring your questions to ask the panel of "real millennials."

### ANNUAL AL BIBEAU MEMORIAL SCHOLARSHIP 50/50 RAFFLE

Al's legacy. We continue to support the Fishing Academy ([www.thefishingacademy.org](http://www.thefishingacademy.org)) which is a non-profit group in Massachusetts whose goal is to help make a positive impact on today's youth through saltwater fishing programs. Tickets are priced at a very reasonable rate of \$20 per ticket with half of the money going to the scholarship fund and half going into the pool for the winning ticket. Tickets are available prior to and throughout the meeting. This is one program that you know the money will be put to good use. Please try to be as generous as possible. Al spent the last years of his life helping kids that needed something positive in their life.

Last year we were able to send four children to camp. Our goal with your assistance is to again send at least four deserving children. Remember, you can't win if you don't buy tickets. You may go home as the lucky winner

### SPONSORSHIP OPPORTUNITIES

Sponsorships allow us to add many special features to the meeting that we would not be able to do without your support. Please review the list of opportunities included with the registration form. Proper recognition will be publicized in several newsletters, the Upcoming Events section of the Website, signage, and publicity at the meeting and in all attendee packages. If you would like more information please call Michelle at the WPMA office at 978-874-5445

### ATTIRE

Dress for the meeting is corporate casual. We recommend a light jacket or sweater as there is always the possibility of cool weather at this time of the year. Dress for the Mystery Night should be comfortable as we will be outside for part of the event.

### A VERY SPECIAL THANK YOU

We wish to offer a special thank you to all of our sponsors and hosts of the plant tours who have graciously agreed to allow us to tour their facilities. We've got some spectacular tours planned, and without the help of these individuals we would not have these opportunities. We appreciate their generosity. We ask that you please acknowledge their gesture of good will by expressing your personal thanks. The association officers, directors, and staff, are pleased to be able to offer you a wonderful annual meeting. As always, we are interested in your ideas for future meetings, whether it's a suggestion for a location or ideas on the content of the meeting.

Remember.....this is your meeting and we want it to be worth you taking the time from your busy schedule to attend.

#### David Harper

is Managing  
Principal of The  
Advisory Alliance.



He established **The Advisory Alliance** after spending more than 15 years consulting to the Fortune 50,

100 and 500, as well as leading and growing entrepreneurial organizations. A skilled business executive with a proven record in both domestic and international markets, he has extensive consulting, advisory, and leadership experience, with expertise in business and operations management, as well as leadership development, executive coaching, and organizational change.

David has personally worked with clients on a variety of issues, including:

- 9- to 18-month Executive Coaching programs for high potential senior executives, developing Vice Presidents and above for their next-level role.
- Design and delivery of the flagship 4-day Leadership Development program for all District Managers of a #1 category U.S. national retailer (1,100+ stores; 22,000 employees) to foster better strategic thinking, improved customer service and experience, and increased in-store sales.
- Turnaround change for 26,000 employees of a Fortune 500 U.S. financial services corporation, developing a customer-focused culture in a climate that had undergone extensive rationalization.

Prior to establishing The Advisory Alliance, David served as Senior Vice President with Partners International, a privately held management consulting firm in Manhattan, serving the Fortune 500. Before being recruited to Partners, he led teams of consultants and independent specialists for multi-stream consulting engagements with The Forum Corporation, a global leader in leadership and management development serving the Fortune 500.

He is a Beta Gamma Sigma Medal recipient and graduate from Columbia University Graduate School of Business (MBA, Finance and Management), and holds a Bachelors of Business Administration as well as a BA in Psychology from Concordia University, Montreal, Canada

# Thank You 2019 Sponsors!



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MORE INFORMATION @ <http://www.wpma.org>

# Registration

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 Company: \_\_\_\_\_  
 Address: \_\_\_\_\_  
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Name: \_\_\_\_\_  
 Company: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City, State, Zip: \_\_\_\_\_  
 Cell: \_\_\_\_\_  
 Email: \_\_\_\_\_

'Complete Meeting' Registration Fee **\$649 per person** x \_\_\_\_\_ = \$  
 #attending

If your company pays for two (2) full registrations at \$649 any additional full registrations from your company will be at \$599 per person

## A LA CARTE

Wednesday Business Meeting	\$ _____	(\$150)
Wednesday Welcome Dinner Reception	\$ _____	(\$200)
Thursday Plant Tour	\$ _____	(\$175)
Thursday Mystery Event	\$ _____	(\$250)

## SPONSORSHIPS AVAILABLE

Mahogany Level	Mystery Night Event Dinner	\$ _____	(\$2500)
Mahogany Level	Business Meeting Speakers	\$ _____	(\$2500)
Walnut Level	Welcome Gift	\$ _____	(\$1500)
Walnut Level	Plant Tour Headsets	\$ _____	(\$1500)
Walnut Level	Wednesday Welcome Dinner	\$ _____	(\$1500)
Cherry Level	Plant Tour Lunch	\$ _____	(\$1000)
Cherry Level	Mystery Event	\$ _____	(\$1000)
Maple Level	Mystery Night Reception Refreshments	\$ _____	(\$750)
Maple Level	Welcome Reception Refreshments	\$ _____	(\$750)
Birch Level	Lanyards	\$ _____	(\$750)
Birch Level	Business Meeting Refreshments	\$ _____	(\$500)
Poplar Level	Refreshments on Plant Tour Bus	\$ _____	(\$250)
Poplar Level	Board of Directors Lunch	\$ _____	(\$250)
Donor's Choice - You Decide		\$ _____	\$ _____
Al Bibeau Scholarship Raffle 50/50 \$20 each		\$ _____	\$ _____
Full Meeting Registration - after 2 paid in full \$599 each		\$ _____	\$ _____
	<b>TOTAL</b>	\$ _____	

SPECIAL SPONSOR OPPORTUNITIES ARE AVAILABLE. CALL THE WPMA OFFICE FOR MORE DETAILS.

PAYMENT METHOD: Check enclosed for \$ \_\_\_\_\_.

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**CANCELLATION POLICY** | PRIOR TO 5:00 PM ON OCTOBER 1, 2019: 100% REFUND AFTER 5:00 PM - OCTOBER 1, 2019 NO REFUND

Please Return All Registration Pages FAX: 978/874-9946 or REGISTER ONLINE <http://www.wpma.org/pages/wpmaevents/>

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