



ANNUAL REPORT 2019

“
Why does your company belong to AWCI?
“[We] wanted to be part of a national organization that
focuses on quality of work and doing it right.”
—Liddle Brothers Contractors Inc.

AWCI ASSOCIATION OF THE
WALL AND CEILING INDUSTRY

FWCI FOUNDATION OF THE
WALL AND CEILING INDUSTRY

Dear Members:

I am pleased to present this 2019 Annual Report of the Association of the Wall and Ceiling Industry and the Foundation of the Wall and Ceiling Industry to our members, chapters and the wall and ceiling industry.

We had many successes in 2019, with strong results in many aspects of your association. In the pages that follow you will find highlights about AWCI's publications and media, conferences, education, membership and Foundation, as well as a financial overview. You will also see that we continued to make progress in the codes and standards arena, our education programs saw solid growth, and the Foundation continues to carry on its mission to provide information to our industry and support to our members through AWCI CARES, thanks to the generosity of many of you.

In 2019, AWCI also announced a change in leadership at AWCI headquarters as Michael Stark joined AWCI as executive vice president and CEO in September. The work of your 2018–2019 board of directors, your 2019–2020 board and the staff at AWCI throughout 2019 is reflected in this annual report.

AWCI has made great strides in transforming the wall and ceiling industry for the better in its more than 100 years, and we remain committed to continuing on with our mission to provide programs, products and services that enhance our members' careers and ability to operate a successful business. Make sure you read Mike Stark's letter on the next page for a preview of what lies ahead.

In closing, I thank you for your commitment to the past and future success of AWCI and the Foundation. Together, we are AWCI.

Sincerely,



Nancy Brinkerhoff
AWCI President 2019–2020



AWCI Elects First Female President

History was made July 1, 2019, when Nancy Brinkerhoff, CEO and president of Ironwood Commercial Builders in Northern California, became the association's first female president in AWCI's 101-year history.

Brinkerhoff has an active history with AWCI. She is a founding member of the Women Executives Business Forum (2012) and has served on AWCI's union committees. Her dedication is proven by her participation in other committees, including the nominating, budget, convention committees.

In addition to AWCI, Brinkerhoff is active in the Wall And Ceiling Alliance where she is the secretary-treasurer, and in the National Association of Women in Construction, among others.

"Being the first woman president of the Association of the Wall and Ceiling Industry following its centennial celebration is quite the honor. I will do the best job I possibly can to advance the industry and the association," Brinkerhoff said.

Dear Members:

I hope you take the time to review this Annual Report and have as much pride as I do in the work that your board of directors and national staff did to advance the association, the wall and ceiling industry and your business in 2019. AWCI 2019–2020 President Nancy Brinkerhoff highlights these areas of activity and growth on the preceding page.

As important as it is to look back and take stock of what has been done, I believe it's equally if not more important to look forward. I am excited to share with you some of the key activities that your association is focused on in 2020.

AWCI will soon begin implementing a new Association Management System, with a targeted rollout in time for AWCI's Convention & INTEX Expo in 2021. This upgrade will greatly improve how our members engage with the association, from updating your member profile and renewing your membership online, to seamlessly registering for events and managing volunteer involvement. The positive impacts of this new tool will be felt throughout AWCI well into the future.

AWCI will be going through an independent review of all of our communications to ensure we are communicating with our members and the industry in the best manner possible. The AWCI team and I want to ensure that our members are receiving the information they want, when they want it, in the format they want it.

I believe that AWCI and our network of chapters both benefit from enhanced communications and collaboration with one another. The stronger our chapters and national association, the more beneficial to both groups and, most importantly, to those companies that are members through a chapter. AWCI

will be working with all AWCI chapter executives to enhance our support of the chapters and the partnership among us all.

AWCI has many volunteer opportunities, and many dedicated members have given time and effort over the years to better AWCI and our industry. The AWCI board and staff are beginning a review of AWCI's volunteer groups to ensure all have a clear mission, vision and purpose to move the association and the industry forward.

Membership recruitment and retention is a 24/7/365 activity for associations, and AWCI is no different. Staff and AWCI leaders will be aggressively refining and developing new approaches, benefits, products and services to make sure each member's respective return on investment is clear. Recruiting new member firms and engaging emerging leaders will be an essential part of this effort.

The AWCI team and I are working hard for all of our members, chapters and the industry. I personally encourage you to reach out to any of us with thoughts on how AWCI can positively impact you, your business and our industry.

Thank you for being a part of AWCI, and here's to an outstanding 2020 and beyond!

Sincerely,



Michael F. Stark, CAE
AWCI Executive Vice President & CEO



AWCI Announces New EVP & CEO

Michael F. Stark, CAE, became executive vice president and CEO of the Association of the Wall and Ceiling Industry and the Foundation of the Wall and Ceiling Industry on Sept. 9, 2019.

Stark is an association professional with 20 years of experience in senior positions for three national construction associations and on Capitol Hill. Most recently he was a vice president at the Associated General Contractors of America. Stark holds a bachelor's degree in political science from the University of Connecticut and is a Certified Association Executive by the American Society of Association Executives. He is also a graduate of the four-year Institute for Organization Management program, a professional development program of the U.S. Chamber of Commerce Foundation designed for nonprofit management.

In February 2019, Steven A. Etkin announced his retirement after 24 years as executive vice president and CEO of AWCI and the Foundation.

AWCI LEADERSHIP

► 2019-2020 Executive Committee

Nancy Brinkerhoff

Ironwood Commercial Builders, Inc.
President

Chip McAlpin

F.L. Crane & Sons, Inc.
Vice President

Shawn Burnum

Performance Contracting, Inc.
Treasurer

Travis Vap

South Valley Drywall, Inc.
Secretary

Jerry Smith

Baker Drywall Austin, Ltd.
Immediate Past President

Mike Taylor

Liddle Bros. Contractors, Inc.
Chairman, Continuing Study Committee

Michael F. Stark, CAE

AWCI Executive Vice President & CEO

► 2019-2020 Board of Directors

Brian Allen

Precision Walls, Inc.
Southeast Conference

C. Brent Allen

Compass Construction
Past President and Chairman, Construction Tech Council

Johnny Barnes

Triangle Plastering, Ltd.
Southwest Conference

Joseph Donofrio

Interstate Drywall Corporation
Northeast/Mid-Atlantic Conference

Jeff Dreisewerd

T.J. Wies Contracting, Inc.
Mid-Central Conference

Kim Galie

Heartwood Building Group, Inc.
Northeast/Mid-Atlantic Conference

Herman Guevara

Plastic Components, Inc.
Southeast Conference

Marvin Hartley

Midwest Drywall Company, Inc.
Contractor At-Large

Alfons-Jean Knauf

Richter System GmbH & Co. KG
International Representative

Scott Maki

AROK, Inc.
Southwest Conference

Michael Mazzone

Statewide General Contracting & Construction, Inc.
Western Conference

Adam Navratil

J & B Acoustical, Inc.
Contractor At-Large

Neil O'Connor

Western Partitions, Inc.
Northwest Conference

Carl Paine

National Construction Enterprises
Mid-Central Conference

Robert Perricone

Component Assembly Systems, Inc.
Contractor At-Large

Jerry Reicks

Tri-State Drywall, LLC
Contractor At-Large

William Rice

Commercial Plastering USA, LLC
Southeast Conference

James Ruane

Patrick J. Ruane, Inc.
Western Conference

Jay Watt

National Gypsum
Supplier At-Large

Robert Widmer

Flex-Ability Concepts
Supplier At-Large

Travis Winsor

Raymond - Southern California, Inc.
Western Conference

Lee Zaretsky

RONSCO, Inc.
Northeast/Mid-Atlantic Conference

AWCI thanks the following members, whose terms expired at the end of June 2019, for their service to the association and to the wall and ceiling industry:

Geoff Furtaw

Ceilings, Inc.

Doug Harrison

Gibson-Lewis of Indianapolis, LLC

Steve Hawkins

CertainTeed Gypsum

Richard Huntley

WeKanDo Construction, Inc.

Ed Sellers

OCP Contractors, Inc.

AWCI CHAPTERS

AWCI Expands Chapter Network with Addition of Western Wall & Ceiling Contractors Association

AWCI increased its chapter presence when the executive board of the Western Wall & Ceiling Contractors Association voted to rejoin the association in April 2019. WWC-CA became AWCI's 16th chapter and expanded the association's reach in California and Nevada while adding 60 new contractor members.

AWCI's 16 chapters encompassed 33.6 percent of total membership during the membership year, but 65.2 percent of all contractor members. AWCI's partnerships with its chapters enhance the industry locally as well as nationally.

Acoustical Association Ontario

aao-online.ca

Joe DeCaria, Executive Secretary

Architectural Contractors Trade Association

actmich.org

Donna Pardonnet, Executive Director

Associated Wall & Ceiling Contractors of Oregon and Southwest Washington, Inc.

awcco.org

John Killin, Executive Director

Association of the Wall & Ceiling Industries of Arizona

arizonawallandceiling.com

Amy Houk, Executive Director

Association of the Wall & Ceiling Industries of Colorado

awci-colorado.org

Melanie Trujillo, Executive Director

Association of Wall-Ceiling & Carpentry Industries of New York

wcc-ny.com

John DeLollis, Executive Director

Drywall & Interior Systems Contractors Association, Inc. of New Jersey

disca.org

Bill Umbach, Executive Director

Eastern Contractors Association, Inc.

ecainc.org

Todd Helfrich, President & CEO

Hawaii Wall and Ceiling Industry Association

hwcia.com

Barbara Kono, Executive Director

Interior Finish Contractors Association

ifcassociation.com

Kimberly Clerkin, Executive Director

Minnesota Drywall and Plaster Association

mnlath-plaster.com

John Nesse, Esq., Executive Director

Northwest Wall & Ceiling Contractors Association, Inc.

nwcca.com

Rick Miller, Executive Director

Texas Lathing & Plastering Contractors Association

tlpca.org

Yvonne Shelton, Executive Director

Wall And Ceiling Alliance

wallandceilingalliance.org

Frank Nunes, Executive Director

Wall & Ceiling Contractors Association of Metro St. Louis

stlouiswcca.org

Daniel Wienstroer, Executive Director

Western Wall & Ceiling Contractors Association

wwcca.org

Albert Carrillo, Chief Executive Officer

“

AWCI provides our chapter members with industry knowledge (That Is Powerful) in an always changing environment. Education is what separates you from the competition, and AWCI delivers that for our members.

—Daniel G.

Wienstroer, Executive Director, Painting & Decorating Foundation, Wall & Ceiling Contractors of Metro St. Louis

AWARD WINNERS



Tim Wies Wins AWCI's Pinnacle Award

Timothy J. Wies, president and CEO of T.J. Wies Contracting, Inc. (Lake St. Louis, Mo.) was presented with AWCI's Pinnacle Award, the wall and ceiling industry's most prestigious award, during the association's annual convention at National Harbor, Md., in April. Wies was recognized for his service to AWCI through the years as a committee chair and former president, as well as for his dedication to the wall and ceiling industry.



AWCI's Excellence in Construction Quality Awards

- Ceilings – Museum of the Bible, Washington, DC; Contractor – Manganaro Midatlantic, LLC
- Drywall – Jefferson National Expansion Memorial Museum of Westward Expansion & Visitor Center, St. Louis, MO; Contractor – T.J. Wies Contracting, Inc.
- EIFS – Totem Lake Shopping Center, Building B, Kirkland, WA; Contractor – Applied Restoration, Inc.
- Interior Plaster – 350 Bush St., San Francisco; Contractor – Patrick J. Ruane, Inc.
- Small Projects – Pala Casino Spa & Resort, New Pool Complex, Pala, CA; Contractor – Raymond San Diego, Inc.
- Steel Framing – Duke Ellington School for the Arts, Washington, DC; Contractor – Performance Contracting, Inc.
- Stucco – North Hollow Apartments, Portland, OR; Contractor – Applied Restoration, Inc.

AWCI's Excellence in Construction Innovation Award

- SoundBreak XP Retrofit Board, National Gypsum

AWCI's Excellence in Construction Safety Awards

- Fewer Than 500,000 Annual Man-Hours in 2018: Raymond Northern California, Inc., Martinez, CA
- 500,000–1 Million Annual Man-Hours in 2018: T.J. Wies Contracting, Inc., Lake St. Louis, MO
- More Than One Million Annual Man-Hours in 2018: Baker Triangle, Mesquite, TX



MEDIA



► AWCi's Member Products Catalog

In November 2019, AWCi Media launched AWCi's Member Products Catalog 2020, the largest collection of information from AWCi member manufacturers. Containing more than 250 pages and introduced by the catalog's primer, this digital resource was blasted throughout the industry through dedicated emails and in E:Dimensions and continues to be available on AWCi's website at awci.org/mpc20.



► Social Media Fans Continue to Grow

AWCi's social media platforms continued to engage members and industry allies throughout 2019 with updates on both AWCi, AWCi members and the industry. AWCi's Facebook page (www.facebook.com/AWCiwall) closed out 2019 with 875 followers while followers on Twitter (@AWCI_INFO) numbered close to 1,560. AWCi's LinkedIn page boasted nearly 1,720 by yearend, and 94 people subscribed to AWCi's YouTube channel (www.youtube.com/AWCimedia) to view videos of AWCi award winners and the webinars that make up the AWCi Media Online Learning Series.



► AWCi Wins Publishing Award

AWCi received the Silver EXCEL Award from Association Media & Publishing for "Celebrating 100 Years of Industry Growth with the Association of the Wall and Ceiling Industry." This e-book is the digital rendition of AWCi's hardcopy product celebrating the association's centennial in 2018. The Silver EXCEL Award was this category's highest recognition earned for the year. The Association Media & Publishing's EXCEL Awards recognize excellence and leadership in nonprofit association media, publishing, marketing and communications.

AWCi Media Industry Partners

The companies listed below made a unique industry commitment in 2019 through their support of AWCi's Construction Dimensions and AWCi Media. We recognize the success they bring to the industry and thank them for their partnership with AWCi Media.

Aegis Metal Framing • Armstrong Ceiling Systems • Brighton-Best International • CEMCO • ClarkDietrich Dryvit Systems, Inc. • Flex-Ability Concepts • Grabber Construction Products • GMS • National Gypsum PABCO Gypsum Company • Plastic Components • Simpson Strong-Tie Co. • Trimaco • Trim-Tex Drywall Products



► E:Dimensions

AWCi Media deployed the monthly e-newsletter, E:Dimensions, throughout 2019. Averaging more than 16,400 monthly deliveries, the e-newsletter impacts AWCi members and tech-savvy contractors across the industry. These recipients are the more influential, better educated and more optimistic representatives at longer backlogged, larger and more commercially focused companies. AWCi Media's monthly e-newsletter influences industry professionals and AWCi members. Designed specifically as a quick read for today's industry professionals, E:Dimensions includes no more than 10 features per newsletter, and 50 words per feature.

**MORE THAN
16,400
MONTHLY
DELIVERIES**

CONSTRUCTION DIMENSIONS

AWCI's Construction Dimensions

AWCI's flagship magazine published more than 675 pages in 2019 for more than 30,000 readers in each month of 2019, featuring article subject matter designed to help ceiling and wall contractors run a more successful business.



January
Succession Planning



February
The Economy



March
Tech Update



April
Management



May
Find and Keep Skilled Workers



June
Safety



July
The Architect/Subcontractor Relationship



August
Setting Your Company Apart from the Competition



September
Supplier Solutions



October
Prefabrication



November
Working with Other Trades



December
Immigration

AWCI Members Value Their Magazine

AWCI's membership pay attention to AWCI's publication. When members were surveyed, more than 95 percent of the membership said they sometimes or regularly read AWCI's Construction Dimensions. On top of that, more than 80 percent say the magazine provides value or high value.

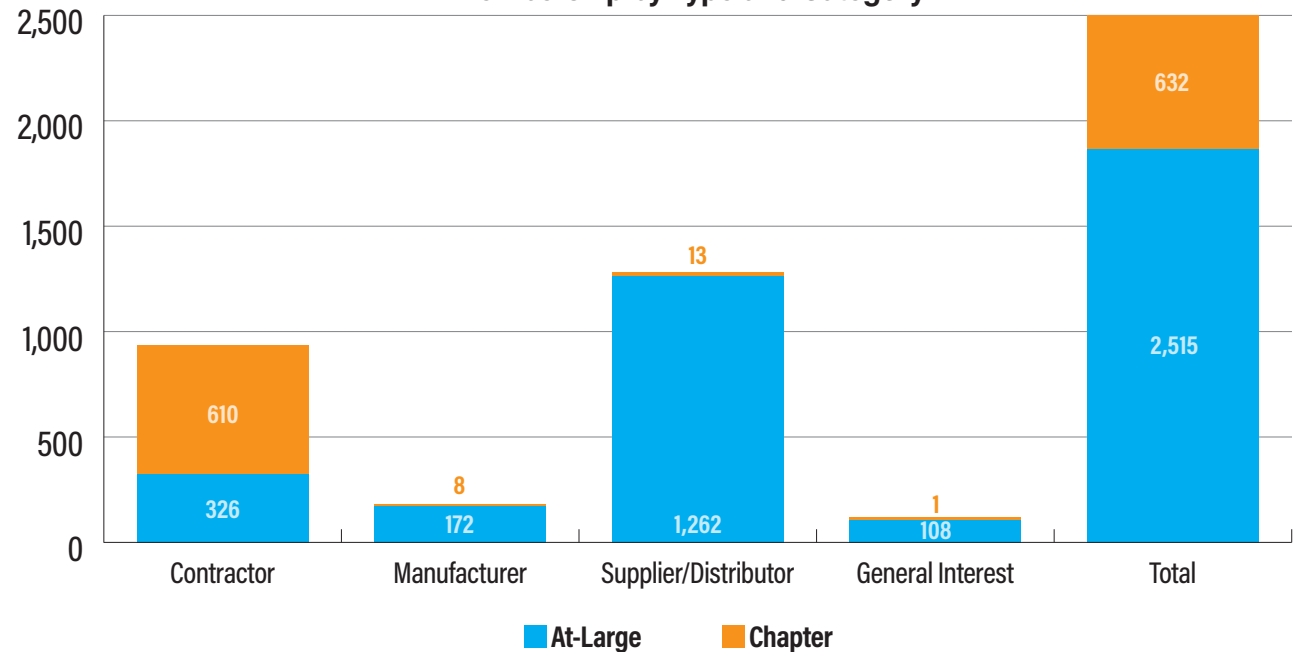
MEMBERSHIP

▶ AWCI Ends Membership Year with Continued Growth

AWCI ended its membership year June 30, 2019, with 2,515 members, a 4 percent increase from the previous year. AWCI leveraged its position as the industry's largest trade association to expand its membership among contractors and suppliers, while also adding new members in Canada, Mexico, Australia and New Zealand.

AWCI's at-large retention rates improved upon previous years, with an 86.5 percent retention rate for contractors, 89.7 percent for manufacturers and, thanks to acquisitions among existing members, 100 percent for suppliers and distributors. Overall, AWCI posted a robust retention rate of 92.3 percent retention rate for the membership year.

Membership by Type and Category



AWCI Establishes Emerging Leaders Committee

In mid-2018, AWCI Media conducted a survey of AWCI's Construction Dimensions readers and industry professionals. Of note in the survey's findings was this startling fact: the average age of professionals in the wall and ceiling industry is 62 years old. Because 78 percent of industry professionals are 55 or older, within the next five years, the construction industry will begin to lose its most experienced, knowledgeable leaders to retirement at an alarming rate.

Recognizing the urgent need to identify and develop the industry's next generation of leaders, AWCI in 2019 launched the Industry:Forward—now Emerging Leaders—Committee. Consisting of current and future leaders from AWCI member companies, the committee established four subcommittees to focus on mentoring, networking and leadership development, and board development and succession planning. The committee began developing resources to identify and train mentors, and will hold its first series of events for emerging leaders at AWCI's Convention & INTEX Expo in 2020.

► Member Spotlight Feature

The “Member Spotlight” profile was launched in October 2018 to bring attention to AWCI members and their involvement with the association. Almost every 2019 issue of AWCI Members Only and AWCI Members Only—Online featured at least one member and their views on the state of the industry now, and their predictions for the next 20 years. Responses from AWCI’s Member Spotlight feature are found throughout this annual report.

If your company would like to be featured in 2020, visit www.awci.org/memberspotlight.

► New Member Welcome Packet

AWCI launched its new and improved new member packet to welcome new members to the AWCI family. The packet, which includes a welcome letter from AWCI’s current president and numerous resources pre-loaded onto a membership card-shaped USB drive, also includes AWCI membership listings and buyers’ guides, and links to the Member Spotlight and AWCI Media Online Learning Series landing pages. The packet is mailed within two weeks of members joining AWCI.

► Membership ROI Focus Group Yields Surprising Insight into Value of Membership

At AWCI’s Convention in April 2019, members convened for a consultant-led focus group to help AWCI identify the true value of an association membership. Members were in consensus in their findings that they found an average return on their membership investment of at least 42 times that of their member dues. Based on the focus group’s findings, AWCI developed a marketing campaign to promote the member ROI figures through AWCI’s Construction Dimensions and other media/trade show outlets.



“

How has your company benefited from its AWCI membership?

“[We] gained market share, outstanding networking opportunities, became knowledgeable on the scope of the industry, and have made dear friends for life.

—Nathan Kimmel Company, LLC



#WeAreAWCI Campaign

AWCI launched its #WeAreAWCI social media hashtag and targeted marketing campaign in early 2019 to help build brand identity while highlighting the value of AWCI membership. The marketing campaign is based on member testimonials about why their companies are part of the AWCI family and draws in elements of the Member Spotlight series.

TECHNICAL SERVICES



► Screw Spinout

The controversy surrounding the issue of fasteners in EQ studs reached common ground in 2019. The problem came to critical mass when the Gypsum Association issued a policy limiting the use of high-performance gypsum panels to a minimum steel design thickness (0.0312", 30 mil) that fell above the thickness of the new generation (EQ) nonstructural cold-formed steel studs. Testing and subsequent negotiations among the Gypsum Association, AWCI and the Steel Framing Industry Association have allowed the use of thinner steel if a specific fastener (self-piercing) is used. The current position of the Gypsum Association allows for the use of these panels on 20 EQ studs when using a self-piercing screw and a lower RPM screw gun.



► Crack Mitigation for Stucco

There was a movement within ASTM C11 to develop a standard on crack mitigation when using stucco. While this may sound like it would support contractors, it was quickly determined that it would have the opposite effect. The process of developing the standard was following the arduous ASTM process where consensus must be obtained before the standard can move forward. Strong lobbying efforts by numerous contractors, and AWCI, through the actions of its technical director, has forced the author of the standard to abandon the document as a standard. Currently, there is some movement to make it into a guide. While still not desirable to contractors, it will have much less impact.



► Jobsite Mock-ups

In prior versions of ASTM C840, Standard Specification for Application and Finishing of Gypsum Board, there was language that mandated the practice of requiring jobsite mock-ups to determine if the level of finishing gypsum panels met the expectations of the architect and owner. While the intent was supported by contractors, the unintended consequences were the universal requirement of the mock-ups on all projects and the inclusion of building inspectors in the approval process. After much discussion within C11 committee members, which include manufacturers, the Gypsum Association, the Technical Services Information Bureau, the Northwest Wall and Ceiling Bureau and AWCI, acceptable language was found and adopted. Jobsite mock-ups as currently accepted in ASTM are no longer mandatory. Further, AWCI drafted language to support the proper wording of mock-ups to be included in architectural specifications if desired.

► Technical Travel AWCI's director of technical services represented AWCI at the following industry meetings in 2019:

May ASTM Committee Week - Denver

Week-long meeting of the C-11 gypsum committee to discuss ASTM standards

AWCI Safety Meeting with JLG - Cleveland

Meeting with a lift manufacturer to explore unmet needs for AWCI members that include system design and training to meet new standards

OSHA's Silica Ruling - Chicago

A joint meeting with other trade associations and manufacturers to discuss the OSHA silica ruling and meeting the needs of members of AWCI and the Finishing Contractors Association

AWCI Stucco Inspector Program - Dallas

A kick-off meeting to have a general understanding of the new AWCI education program

November ASTM Committee Week - Houston

Week-long meeting of the C11 gypsum committee to discuss ASTM standards

November ICC Code Standard Meeting - Chicago

A two-day committee meeting on the new ICC standard for panelization and modular construction



► **AWCI's Safety Directors Committee Holds Its First Peer Review**

In September 2019 the AWCI Safety Directors Committee performed its first peer review of an AWCI contracting firm. The purpose of this exercise was for all to learn from each other and strengthen their individual firm's safety program. The two-day program was conducted at Daley's Drywall & Taping in California. Eight safety professionals representing four AWCI contractors reviewed jobsite activities and corporate safety culture. The team then discussed their observations with key personnel from Daley's Drywall.

► **Silica Rule Competent Person**

The new OSHA silica ruling mandates the presence of a recognized competent person on all job sites. This was done without OSHA providing much guidance or training on the requirements for such an individual. Working with the AWCI Safety Director's Committee, a job description for this required position was created.

► **ASTM Member at-Large**

Robert Grupe, AWCI's director of technical services, was voted in as a member at-large of the executive committee of ASTM C11. This position will allow AWCI to more actively participate in ASTM C11 activities and have a vote at the executive committee level.

► **AWCI Construction Technology Council**

For some time now AWCI contractors have expressed concern during committee meetings about what is occurring in their industry. The primary issue, the impact that ASTM is having on the plaster trade, has led to the development of an Industry Issues Forum where contractors can share ideas and participate in the complex issues facing our industry.

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As a national subcontractor, AWCI provides a common platform to evaluate our management, best practices and the opportunity to learn from our peers in a non-invasive environment.

—Component Assembly Systems

MEETINGS

► **AWCI's Convention & INTEX Expo**

In 2019, AWCI's Convention & INTEX Expo was held in April in National Harbor, Md. The convention boasted 2,149 total registrations, 307 trade-show booths and robust sponsorships—the most sponsorship revenue in AWCI's history save for the centennial convention in 2018.

In addition to committee meetings and networking opportunities, attendees enjoyed the following education sessions:

Getting Paid and Protecting Your Business

Speakers: Rich Capriola, Esq., and Eric B. Coleman, Esq., Winter, Capriola, Zenner, LLC

Modern IT Innovations: Changing the Conversation in Construction

Speaker: Jeff Sample, JB Knowledge, Inc.

Designating an OSHA Competent Person: What You Need to Know

Speaker: Ron Coons, Catamount Consulting

Prefab and Modular: What Is Happening Currently?

Moderator: Michael Vickery, Peer Engine

Speakers: Kim Lorch and Scott Ross, The Raymond Group;
Brent Moszeter and Scott Root, Kapture Prefab

The Appetite for Information

Speaker: Doug Bellamy, Turnkey Leadership Development and Consultation

AWCI's Convention Sponsors

American Gypsum • ClarkDietrich • Excel Engineering • Flex-Ability Concepts
Gypsum Association • Hilti, Inc. • L&W Supply • National Gypsum • USG



Foundation and AWCI CARES Convention Sponsors

Associated Drywall Partners • BakerTriangle • Richter System • T.J. Wies Contracting, Inc.

INTEX Expo Sponsors

Advance Equipment • Aerosmith Fastening Systems • Alpine TrusSteel
American Gypsum • Armstrong Ceiling Solutions • Autodesk Construction Cloud
BIK Hydraulics, Ltd. • Cardinal Acoustics • Castle Access Panels & Forms, Inc. • CEMCO
CertainTeed Corporation • ClarkDietrich • CO.ME Tools • ConstructConnect • Crane Composites
Custom Truck One Source • Dryvit Systems, Inc. • Estimating Edge • Flex-Ability Concepts
Glasteel • Grabber Construction Products • Gypsum Management & Supply • HIAB USA, Inc.
Hilti, Inc. • Intex International • ITW Ramset • IUPAT FTI • JAACO Corporation • Kahua
Keene Building Products • L&W Supply • LaborChart • MAX USA Corp. • MBA Metal Framing
National Gypsum • OPCMIA • PABCO Gypsum • PeerAssist • Plastic Components, Inc.
Plexxis Software • Simpson Strong-Tie • Specified Technologies, Inc.
Spectra Precision • Trimble • Stanley Black and Decker • Trim-Tex, Inc. • USG



MEETINGS

► **AWCI's Industry Executives' Conference & Committee Meetings**

With 165 registrants for AWCI's fall conference, which became known as AWCI's Industry Leaders Conference in 2020, the 2019 conference holds the title of highest attendance since 2006. The conference was held in Honolulu in September.

Attendees had the opportunity to learn from FMI's Timothy J. Tokarczyk, who presented two education sessions; the first session covered emerging trends and how to respond to them, and the second was about how to win the talent war by employing next-generation leadership development techniques.

Robust committee and forum meetings filled the schedule, which was punctuated by a snorkel cruise and a final night luau.

The Foundaton Golf Tournament welcomed 36 golfers to the Ko'olau Golf Club with spectacular views of the Pacific Ocean. The AWCI CARES Heads Up! fundraiser brought players together to play the game made popular by Ellen DeGeneres.

Conference Sponsors

CEMCO • ClarkDietrich • Flex-Ability Concepts
Hawaii Wall and Ceiling Industry Association • Hilti, Inc.
Kahua • National Gypsum • OPCMIA
Plastic Components, Inc. • Plexxis Software
Radius Track Corporation • USG

Foundation and AWCI CARES Conference Sponsors

Associated Drywall Partners • Applied Restoration, Inc.
Association of Wall-Ceiling & Carpentry Industries of New York
BakerTriangle • CertainTeed Gypsum • CEMCO • ClarkDietrich
Interior Finish Contractors Association of Delaware Valley
Liddle Bros. Contractors, Inc. • National Gypsum • RockSteady Clip
Ronsco, Inc. • Statewide General Contracting & Construction, Inc.



EDUCATION



► AWCIPM's Project Manager Development Series

The AWCIPM Project Manager Development Series takes project managers to their next level. New project managers learn critical lessons to be effective while experienced project managers learn new leadership skills.

One hundred seventy-five persons have earned the AWCIPM credential. There are 87 participants currently registered and progressing through the online course.



► Doing It Right Course at 2019 Convention

At AWCIPM's 2019 annual convention, 34 people registered and attended the combined Gypsum— and Exterior Envelope—Doing It Right® course presented by AWCIPM Director of Technical Services Robert Grupe.

AWCIPM provides an exceptional learning experience by offering BIM—, EIFS—, Exterior Envelope—Doing It Right and project manager course online. Each is a self-paced course.



► AWCIPM Media Online Learning Series Webinars

Six free webinars were scheduled as part of the newly created AWCIPM Media Online Learning Series. These webinars, available to both AWCIPM members and AWCIPM's Construction Dimensions subscribers, took feature content from the magazine and created a deep-dive follow-up program that used subject matter experts from both the magazine articles and the industry at large. In its inaugural year, each webinar averaged nearly 80 participants. Sponsors included CEMCO, Dryvit Systems, Inc., GMS, Grabber Construction Products and PABCO Gypsum.

- Succession Planning: Isn't It Time?
- Gen Z: Managing the Cultural & Communications Gap Between Generations
- Building a Culture of Safety from the Ground Up
- Friend or Foe? The Architect, General Contractor & Subcontractor Relationship Explained
- Competing & Winning: How to Set Your Company Apart
- Prefabrication: The Future Is Now

► EIFS—Doing It Right®

At the end of 2019, 1,573 individuals held current credentials through AWCI's EIFS installation education program. By category, there were 816 certified EIFS Mechanics, 506 certified EIFS Industry Professionals and 251 certified EIFS Inspectors.



AWCI's EIFSmart Contractor seal recognizes contractors committed to quality EIFS installations. Companies with this designation have at least 40 percent of their EIFS field employees certified through AWCI's EIFS program as either EIFS Mechanics or EIFS Industry Professionals. In addition, there is at least one AWCI-certified employee at the management level and the foreman for each project is certified through AWCI's program. In 2019, 54 companies were designated as EIFSmart Contractors.



I really enjoyed the different perspectives related to EIFS. It was a great reminder of exactly how much liability we truly have as an EIFS installer, and how imperative it is for us to treat each project with the level of mastery EIFS requires.

—Tony Territo, Estimator/Project Manager, T&D Systems, Inc.

A screenshot of a presentation slide titled "What's Ahead". The slide contains the following text: "Module 1 introduces AWCI's EIFS—Doing It Right® education and certificate program, as well as the EIFS industry." Under "Estimated Time", it says "This module takes approximately 30 minutes to complete." Under "Contents", it lists "Segment 1.1: Introduction to EIFS—Doing It Right®" and "Segment 1.2: The EIFS Industry". There is a small image of a modern building. At the bottom, an "IMPORTANT NOTE" states: "We will discuss two systems: EIFS and EIFS with Drainage. For ease of discussion, we will use the term EIFS to mean both systems most of the time. When discussing information pertaining only to EIFS with Drainage, we will clarify by using that term." There is a small icon of a pencil next to the note.

► EIFS—Doing It Right® Education and Certificate Program (English)

2019 is the third year the EIFS course has been available in an online format. It continues to be an important resource for all those involved in the EIFS industry, whether they are mechanics applying EIFS to the wall, or those serving in other capacities such as supervisors, estimators, distributors, architects, engineers or inspectors. The program strives to provide a solid foundation upon which these professionals can succeed. Those who meet the pre-qualifications for their category of certification and who complete the course modules and assessments earn a credential signifying their achievement.

During 2019, 423 people registered for the English version of the EIFS online course. By category, this breaks down to 212 EIFS Mechanics, 129 EIFS Industry Professionals and 82 EIFS Inspectors. Feedback for the online course has been consistently positive.

A screenshot of a presentation slide titled "Más adelante". The slide contains the following text: "El módulo 1 introduce el programa de educación y certificación de la AWCI EIFS-Doing It Right® así como a la industria de EIFS." Under "Tiempo estimado", it says "Este módulo toma aproximadamente 30 minutos para completarse." Under "Contenido", it lists "Segmento 1.1: Introducción a EIFS-Doing It Right®" and "Segmento 1.2: La industria de EIFS". There is a small image of a modern building. At the bottom, a "NOTA IMPORTANTE" states: "Trataremos dos sistemas: EIFS y EIFS con drenaje. Para facilidad de discusión, usaremos el término EIFS para referirnos a ambos sistemas la mayor parte del tiempo. Cuando tratemos información que se refiere sólo a EIFS con drenaje, haremos la aclaración usando ese término." There is a small icon of a pencil next to the note.

► EIFS—Doing It Right® Education and Certificate Program (Spanish)

During the summer of 2019, AWCI completed the translation of the EIFS online program into Spanish for EIFS Mechanics and EIFS Industry Professionals. This extensive project was supported by a generous donation from the EIFS Industry Members Association. Once the Spanish version became available online, a total of 32 registrations came from Mexico and several U.S. states by the end of 2019. By category, this breaks down to 23 EIFS Mechanics and nine EIFS Industry Professionals.

FOUNDATION



► 2019 Foundation Fundraising

After more than 42 years of service, the Foundation continues to strive and expand its programs and offerings to the AWCI community. Its primary objective is to be an active, trusted source of information and education to support the wall and ceiling industry. We achieve this with our Foundation Research Series.

In the summer of 2019, the Foundation released the 18th paper in the Foundation Research Series, "Prefabrication in the Wall and Ceiling Industry: Trends, Strategies, Outlook and Recommendations." This paper highlights the need for contractors to deliver projects faster, safer, with higher quality and less cost in today's labor-constrained construction environment, which is driving a significant escalation in off-site construction.

Fundraising for the Foundation of the Wall and Ceiling Industry at AWCI's annual convention consists of a silent auction, a jewelry raffle and a \$5,000 raffle.

The Foundation's annual drive allows donors to also designate a portion of their donation to AWCI CARES. Those who matched or exceeded their prior year's donation, and new donors who made a gift of \$325 or more to the annual drive, are acknowledged as a member of the Foundation Leadership Council. Currently, 54 AWCI members make up the Leadership Council.



► AWCI CARES

AWCI cares about its members and wants to help those in need. AWCI CARES—"CARES" stands for Caring Action Relief in Emergency Situations—is a program funded and managed by the Foundation of the Wall and Ceiling Industry. The program's funds are available to the employees and families of AWCI member companies who have experienced a major illness, accident or hardship beyond their insurance and financial capabilities. In 2019, AWCI CARES awarded eight grants distributing \$49,690 in assistance.

► Bruce Miller Memorial Fund

Bruce Miller, a past AWCI president, Pinnacle Award winner and strong AWCI supporter, passed away Jan. 19, 2019. In his honor the Foundation of the Wall and Ceiling Industry established the Bruce Miller Memorial Fund, which furnished funds to AWCI CARES.

Ron Brady led the charge as chairperson of the fund, and by the end of the year, AWCI friends and family raised \$136,900 from 41 donors and the sale of two silent auctions item designated for the fund.



*I just wanted to reach out to you and express to you how much I appreciate the help. Having people so kind means so much to me that I could never thank you enough. I'm really not good with words, but the tears are running down my face still. I just cannot thank you enough for all the help to get me back on my feet after such a life-changing bump in the road.
—AWCI CARES Grant Recipient*

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National Gypsum
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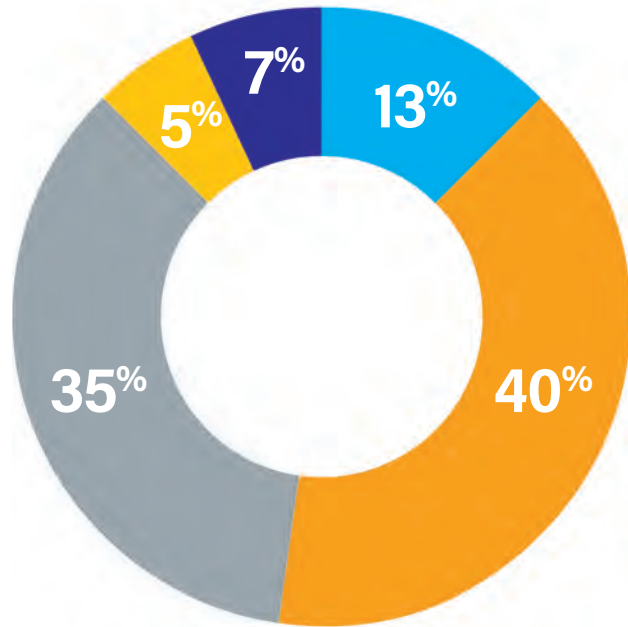
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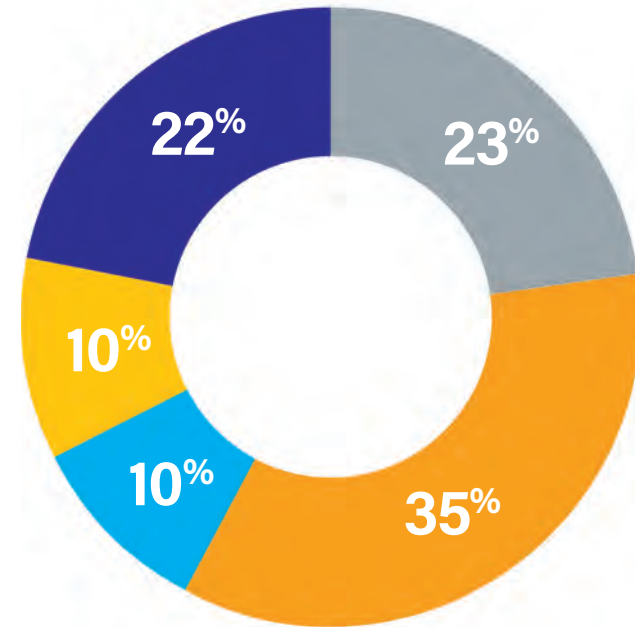
FINANCIALS

► Income



Media	40%
Convention & Trade Show	35%
Membership Services	13%
General & Administrative	7%
Education & Credential Programs / Conference	5%

► Expenses



Media	35%
Convention & Trade Show	23%
General & Administrative	22%
Membership Services	10%
Education & Credential Programs / Conference	10%

SAVE THE DATES!

September 14-17, 2020
**AWCI's Industry
Leaders Conference**

Boston Park Plaza Hotel
Boston, Massachusetts
www.awci.org/ilc

April 10-14, 2021
**AWCI's Convention
& INTEX Expo**

Ernest N. Morial Convention Center
Hilton New Orleans Riverside
New Orleans, Louisiana
www.awci.org/convention

For information, visit www.awci.org or call (703) 538.1600.
Dates and places subject to change without notice.

BOSTON



NEW ORLEANS

AWCI
CONVENTION + INTEX EXPO

