

ANNUAL REPORT 2020

AWCI ASSOCIATION OF THE
WALL AND CEILING INDUSTRY

The Foundation
OF THE WALL AND CEILING INDUSTRY

WELCOME

Dear Members:

Many people would tell you that 2020 is a year to forget, but for us wall and ceiling contractors, we have a silver lining in that we are in an essential industry that was able to keep working during the COVID-19 pandemic. Still, we faced several challenges. 2020 found us working in different ways, with safety becoming even more of a priority. The usual risks didn't go away; instead, another layer of safety was added with the use of face masks/shields, more frequent hand washing, cleaning/disinfecting tools and frequently touched surfaces, social distancing and other necessary protocols. Safety has always been important, but today, safety on the job site is even more critical than it was just one year ago.



Once the severity of the pandemic was realized, contractors told us about changes in the jobs they are doing. Among them, 2020 saw less work in offices and entertainment venues as more office workers worked from home, and businesses like restaurants, movie theaters and sports arenas were closed for lengthy periods of time. Funding was often stalled or canceled for upcoming jobs too. This was balanced by more work in the healthcare industry. Remodels started replacing new construction, but many of us still had fairly healthy backlogs (and still do).

Our industry and our members, however, are resilient. We not only meet the challenges before us, we welcome them. We have survived everything from depressions and recessions, to incomplete drawings and worker shortages. For sure, times like this test us, but it usually leads to technology that makes us more productive and new ways of doing business. AWCI would not have been around for more than a century if it weren't for the ability of our members to bounce back and overcome obstacles. It's what we do.

As you read through the pages of this annual report, you will see that the virus did not slow down your association either. I look forward to being able to meet again in person when it is safe, and I look forward to a healthy and successful 2021 for us all.

Chip McAlpin
AWCI President 2020–2021

Dear Members:

Unprecedented. Exhausting. Challenging. Chaotic. We have all used these, and other words, to describe 2020, which impacted us all in both small and deeply profound ways. However, our industry and your association are resilient, and we aggressively pushed forward in 2020, and will continue to do so in 2021 and beyond.

As 2020 began to take a turn for the worse in March, AWCI had a choice: Either hunker down and wait for the storm to pass, or stand up, assess the situation and seek opportunities. The choice was simple. I personally like to be realistic but optimistic. I believe the challenges of 2020 and those we still face present a wealth of opportunity and introspection. To quote Albert Einstein, "In the middle of difficulty lies opportunity." How can we operate more efficiently? What do our members really need and want from their association? How can we learn best practices and better align with others to further our mission?

The initiatives we had planned in 2020 moved forward remarkably well, even with the amount of time we dedicated to navigating the challenges of the pandemic. A canceled convention and expo turned into a virtual "Reconstructed" campaign. AWCI's Industry Leaders Conference became a successful virtual conference. We conducted a communications audit that resulted in two new e-newsletters to be introduced in early 2021, as well as enhancements to AWCI's Construction Dimensions. We continued developing our new association management system, which will go live in the summer of 2021. This will enhance the member experience and be a state-of-the-art membership tool.

For me, one of the best things to come out of 2020 is that our nation was able to see and hear that construction is essential. Even during a global pandemic, construction was deemed essential, and most of our members were able to keep working. I was heartened to see the construction industry get some of recognition it deserves.

Thank you for what you do and for your support of AWCI. I am proud of the work of our members, chapters, leadership and staff to navigate 2020 and seek those opportunities. I cannot wait to get back to engaging with all of you personally. I am excited about our future—and you should be too!

Michael F. Stark, CAE
AWCI CEO



2020-2021 EXECUTIVE COMMITTEE



Chip McAlpin
F.L. Crane & Sons, Inc.
President



Shawn Burnum
Performance Contracting, Inc.
Vice President



Travis Vap
South Valley Drywall, Inc.
Treasurer



Travis Winsor
The Raymond Group
Secretary



Nancy Brinkerhoff
Ironwood Commercial Builders, Inc.
Immediate Past President



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



Michael F. Stark, CAE
CEO

2020-2021 BOARD OF DIRECTORS

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Compass Construction
*Past President and Chairman,
Construction Technology Council*

Michelle Baer

Western Partitions
West Region

Johnny Barnes

Baker Drywall Dallas, Ltd.
South Region

Scott Bleich

Heartland Companies
Midwest Region

Joseph Donofrio

Interstate Drywall Corporation
Northeast Region

Jeff Dreisewerd

T.J. Wies Contracting, Inc.
Midwest Region

Kim Galie

Heartwood Building Group, Inc.
Northeast Region

Herman Guevara

Plastic Components, Inc.
Supplier At-Large

Alfons-Jean Knauf

Richter System GmbH & Co. KG
International Representative

Michael Kohut

PABCO Gypsum
South Region

Scott Maki

AROK, Inc.
West Region

Michael Mazzone

Statewide General Contracting &
Construction, Inc.
West Region

Adam Navratil

J & B Acoustical, Inc.
Contractor At-Large

Carl Paine

National Construction Enterprises
Midwest Region

Robert Perricone

Component Assembly Systems, Inc.
Contractor At-Large

Jerry Reicks

Tri-State Drywall, LLC
Contractor At-Large

William Rice

Commercial Plastering USA, LLC
South Region

Scott Schafer

USG
Supplier At-Large

Dan Schnippert

Marek
South Region

Jay Watt

National Gypsum
Supplier At-Large
*Immediate Past President, Foundation
of the Wall and Ceiling Industry*

Larry White

Applied Restoration, Inc.
West Region

Daniel Wienstroer

Wall & Ceiling Contractors Association
of Metro St. Louis
AWCI Chapter Executives Liaison

Dan Wies

Wies Drywall and Construction
Midwest Region

Lee Zaretzky

Ronsco, Inc.
Northeast Region

**AWCI thanks the following members
whose terms concluded in 2020
for their service to the association
and to the wall and ceiling industry:**

Brian Allen

Precision Walls, Inc.

Neil O'Connor

Western Partitions, Inc.

James Ruane

Patrick J. Ruane, Inc.

Jerry Smith

Baker Drywall Austin, Ltd.

Robert Widmer

Flex-Ability Concepts

AWCI CHAPTERS

AWCI Chapters Provide Technical and Regulatory Support During Unprecedented Times

AWCI's 16 chapters provided members—and the industry—with critical guidance and support to keep the nation building while protecting workers as the COVID-19 pandemic spread around the globe. Chapters engaged members and outside experts to curate and create—in many cases, from scratch—job site sanitary standards, mitigation plans and compliance resources that helped the construction industry cope with unprecedented challenges.

AWCI's chapters encompassed 25.6% of total membership during the membership year, but 65.2% of all contractor members. The strength and resiliency of AWCI's chapter network, and the willingness to go above and beyond for members in times of crisis, is a reflection of the dedication and commitment of chapter staff and proof that together, we are AWCI.

Acoustical Association Ontario

aao-online.ca
Paul Gunning, Executive Director

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
Connie Peretz, 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.

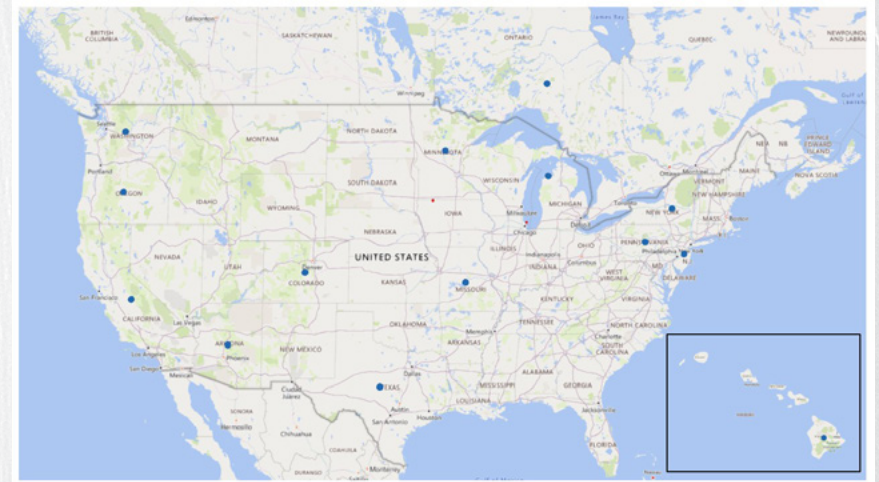
ecainc.org
Todd Helfrich, President & CEO

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
Eddie McCormick, Executive Administration 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

AWARD WINNERS

- **Ceilings:** State Historical Society of Missouri – Center for Missouri Studies, Columbia, MO; Contractor: T.J. Wies Contracting, Inc.
- **Drywall:** Loews Hotel & Convention Center, Kansas City, MO; Contractor: Performance Contracting, Inc.
- **EIFS:** 333 Grand Street, Jersey City, NJ; Contractor: Simpson Plastering, LLC

AWCI's Excellence in Construction Quality Awards

- **Interior Plaster:** Javier's at University Town Center, San Diego, CA; Contractor: Raymond – San Diego, Inc.
- **Small Projects:** Our Lady of Lourdes Catholic Church, Denver, CO; Contractor: South Valley Drywall, Inc.
- **Steel Framing:** CPMC Van Ness Hospital, San Francisco, CA; Contractor: California Drywall
- **Stucco:** Cal Poly yak?itvutvu Residential Community, San Luis Obispo, CA; Contractor: California Drywall

- **Fewer Than 250,000 Annual Man-Hours in 2019:** Brady Company/Central California, Inc.
- **250,000–500,000 Annual Man-Hours in 2019:** George M. Raymond Co.

AWCI's Excellence in Construction Safety Awards

- **500,000–1 Million Annual Man-Hours in 2019:** E&K of Omaha
- **1 Million–5 Million Annual Man-Hours in 2019:** Nevell Group, Inc.
- **More Than Five Million Annual Man-Hours in 2019:** Performance Contracting, Inc.

AWCI's Excellence in Construction Innovation Award

- **SoundGuard Silent Steel Framing System** from Marino\WARE and SCAFCO





MEDIA

AWCI's Construction Dimensions

In 2020, AWCI began offering its monthly flagship magazine in print and in digital form, allowing readers to receive one or the other—or both. The digital format offers features such as article narration, personalized content, upgraded content views, and enhanced access to AWCI resources. AWCI members can go to www.constructiondimensions.com to renew/start a subscription and/or specify their preference.

With more than 30,000 readers each month, the market has overwhelmingly responded to the association's commitment with AWCI's Construction Dimensions emerging from 2020 as the industry's only monthly printed magazine.

New E-Newsletters

Based on the results of a communications audit conducted in 2020, AWCI ended some legacy publications with an eye toward the future. Beginning in March 2021, AWCI will introduce "AWCI SmartBrief," an e-newsletter that highlights industry and AWCI news, and "AWCI's Codes & Standards Digest," an e-newsletter with a focus on building codes and standards.

Thank you to all the members who participated in the audit interviews and focus groups.



January
Succession Planning



February
The Economy



March
Tech Update



April
Management



May
Find and Keep Skilled Workers



June
Safety



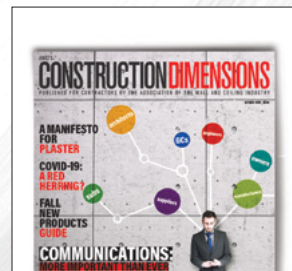
July
The Architect/Subcontractor Relationship



August
Setting Your Company Apart from the Competition



September
Supplier Solutions



October
Prefabrication



November
Working with Other Trades



December
Immigration



► E:Dimensions

AWCI Media deployed the monthly e-newsletter, E:Dimensions, throughout 2020. Averaging more than 16,900 monthly deliveries, the e-newsletter impacts AWCI members and tech-savvy contractors across the industry. It is designed specifically as a quick read for today's industry professionals.



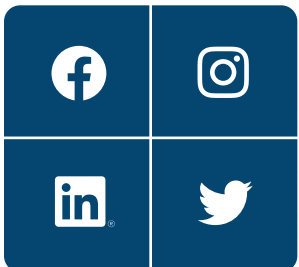
► AWCI's Member Products Catalog

In November 2020, AWCI Media launched AWCI's Member Products Catalog 2021, the largest collection of information from AWCI member manufacturers. Containing more than 200 pages, this digital resource was blasted throughout the industry and is available on AWCI's website at awci.org/mpc21.

AWCI Media Industry Partners

The companies listed below made a unique industry commitment in 2020 through AWCI's Construction Dimensions and AWCI Media. We recognize the success they bring to the market and thank them for their partnership with AWCI Media.

Aegis Metal Framing • Armstrong Ceiling Systems • CEMCO • ClarkDietrich • Flex-Ability Concepts • Grabber Construction Products • Kyocera-SENCO • MarinoWARE • National Gypsum • PABCO Gypsum Company • Plastic Components • Specified Technologies, Inc. • Trimaco • Trim-Tex Drywall Products



Social Media Fans Continue to Grow

AWCI joined Instagram in 2020, adding to the social media platforms that engage members and industry allies with updates on both AWCI, AWCI members and the industry. AWCI's

social media assisted in informing about AWCI's virtual events, and ended with the "12 Days of AWCI" campaign in December.

AWCI's Facebook page (www.facebook.com/

[AWCIwall](http://www.AWCIwall)) closed out 2020 with 944 followers while followers on Twitter (@[AWCI_INFO](https://twitter.com/AWCI_INFO)) were 1,584. AWCI's LinkedIn page grew to 2,019 followers by yearend, and 128 people were 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.

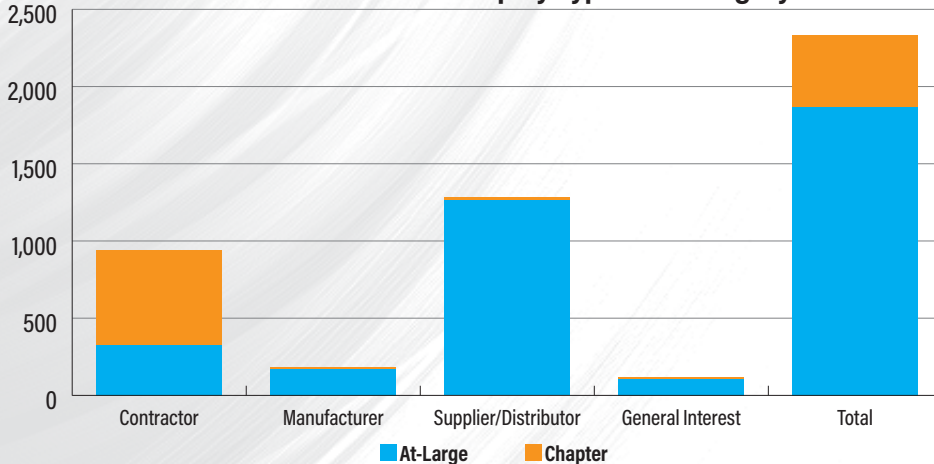
MEMBERSHIP

► AWCI Membership Remains Strong

AWCI ended its membership year June 30 with 2,354 members. AWCI members hailed from 11 countries, six Canadian provinces, two U.S. territories and all 50 states.

AWCI's member retention rates remained strong with 86.4% of contractors renewing their membership, along with 71.2% of manufacturers and 97.5% of suppliers. Overall, AWCI posted a positive member retention rate of 91.1% for the membership year.

2019 - 2020 Membership by Type and Category



► AWCI Members Continue to Save with More Member Savings Programs

As part of AWCI's continuing effort to provide maximum value and return on members' investment, the association partnered with five globally recognized brands to offer AWCI members exclusive savings. New agreements mean that members can save on travel with Hertz and Avis, office supplies through Office Depot, computers, tablets and technology through Lenovo and online safety training through UL/PureSafety.

AWCI members now have access to 12 offerings through the AWCI Member Savings Program from which to pay for their annual membership investment—and then some, as members report that their AWCI return on membership investment is an astounding 42 times that of their annual dues. And in 2020 AWCI signed an agreement with CrisisDriver, a mobile crisis communications management platform that will help users with incident management communications in the event of a jobsite emergency. The program will launch in March 2021.

For more information, visit www.awci.org/membersavings.



AWCI Begins Membership Transformation with Fonteva & Salesforce

In March, AWCI selected Fonteva, Inc., a Salesforce partner since 2010, to spearhead a radical transformation of its member management technology. Work began on the design and implementation of a new, association-wide system based on the Salesforce platform that will serve as the nexus of AWCI's member and customer information. The cloud-based system will connect membership, marketing and events to better engage members throughout the year.

Members will now be in total control of their AWCI experience, from creating and managing company profiles and contacts, to renewing their membership investment online and connecting with others through AWCI's new mobile app and chatter function. The new system will debut to AWCI members in summer 2021.

► **AWCI Members (Once Again) Dominate ENR's Ranking of Top 20 Wall & Ceiling Contractors**

Once again, AWCI was well represented among Engineering News-Record's ranking of the top 600 specialty contractors released in October. 17 of ENR's top 20 wall & ceiling contractors are AWCI members, led by Performance Contracting Group of Lenexa, Kan., which came in #15 overall, KHS&S Contractors of Tampa, Fla. (76th overall), Standard Drywall of Lakeside, Calif. (77th overall) and Western Partitions, Inc. of Wilsonville, Ore. (91st overall).

The complete list of ENR's Top 20 Firms in Wall and Ceiling are as follows (*denotes AWCI member):

1. Performance Contracting Group, Inc.*
2. KHS&S Contractors*
3. Standard Drywall Inc.*
4. Western Partitions Inc.*
5. Nevell Group Inc.*
6. The Raymond Group*
7. Precision Walls Inc.*
8. California Drywall Co.*
9. Baker Triangle*
10. Acousti Engineering Co. of Florida
11. National Construction Enterprises Inc.*
12. Jacobson & Company Inc.*
13. Level 5 Inc.*
14. Philadelphia D&M
15. F.L. Crane & Sons, Inc.*
16. New England Finish Systems LLC
17. The Berg Group LLC*
18. TJ Wies Contracting Inc.*
19. Bayside Interiors Inc.*
20. Midwest Drywall Co. Inc.*



Our company has benefited from AWCI membership in several ways. We utilize the webinars and Doing It Right training workshops to support the professional development of our staff. We attend the annual convention and expo to stay current on new products and services in our industry. It provides us the opportunity to learn from the successes and challenges of our peers in other parts of the country.”

—Diversified Interiors of El Paso, Inc., El Paso, Texas

New Members **AWCI welcomed the following new companies in 2020:**

3WAY, Omeme, ON
400 East Corp., New York, NY
AA Stucco & Drywall, Naples, FL
ABM Industry Groups, LLC, New York, NY
Ahora Construction, LLC, Burien, WA
Allana Buick & Bers, Honolulu, HI
Apex Engineers, Kansas City, MO
Applied Finish Systems, LLC, Houston, TX
Arizona Partition, Phoenix, AZ
Arrow Fastener Co., LLC, Saddle Brook, NJ
ASAP Shell Contracting, Inc., Tampa, FL
Aspen Painting, Inc., Aspen, CO
Atlas Building Materials, Arlington, TX
AWL Industries, Inc., Brooklyn, NY
BasisBoard, Arcadia, CA
BP Interiors Corp., Malverne, NY
Can-Am Tool Corp., Sturgeon County, AB
Capitol Materials, Inc. (A GMS Company), Panama City, FL
Carlson Testing, Inc., Bend, OR
The Carpenter's Son, LLC, Indianapolis, IN
Central Penn Plaster, Inc., Muncy, PA
ClarkDietrich, Crown Point, IN
Commercial Drywall, Inc., Blaine, MN

Constructiv, Spokane, WA
Crosspoint Testing and Inspection Services, LLC, Mesa, AZ
Curtain Wall Design and Consulting, Inc., Honolulu, HI
Custom Design Innovations LLC, Staten Island, NY
DeMott Builders, LLC, Martinsville, IN
DPR Construction, Phoenix, AZ
DPR Construction, Dallas, TX
Drywall Systems Plus, Inc., Murray, KY
Empire Control Abatement Inc., College Point, NY
Facades XI, Kerrville, TX
FAXA, Inc., East Rutherford, NJ
Flameproof Companies, Montgomery, AL
Fonteva, Arlington, VA
Gallagher Affinity, Alexandria, VA
Galland, Inc., Pearl River, NY
Goodtime Construction, Astoria, NY
Great Lakes Prefabrication, Fort Wayne, IN
Haselden Construction, Centennial, CO
High Street Capital, Vernon Hills, IL
Impact Drywall Inc., Kelowna, BC
Intertek PSI, San Antonio, TX
John's Insulation, Inc., New Hyde Park, NY
KGI, Inc. (Zone Defense), Hackettstown, NJ

Kodiak Concepts, Lake Forest, CA
Level 5 Washington, Auburn, WA
Lochsa Engineering, Boise, ID
Mechasys, Montreal, QC
Metro Installations, Inc., Wallington, NJ
Metzger Testing & Inspection, Inc., San Diego, CA
Midland Tech LLC, Oceanside, NY
Midwest Exteriors, LLC, South Vienna, OH
ML Jones Prefabrication, Tulsa, OK
Offsite Construction Solutions, LLC, New York, NY
Onyx Building Group, El Cajon, CA
Pacific Supply, Glendale, AZ
Paul Rowley, Somers, MT
Paul Tan Consulting Group, Las Vegas, NV
Peninsula Products, Inc., Tampa, FL
Pullman SST, Inc., New York, NY
R & L Ohana, LLC, Aiea, HI
Red's Plastering, Inc., Phoenix, AZ
Regal Industries, Inc., Ontario, CA
Rew Materials Pelham, Pelham, AL
Rigney Building Supplies (A GMS Company), Kingston, ON
Robert S. Interiors, Inc., Arverne, NY
Rojas Plastering LLC, Seatac, WA

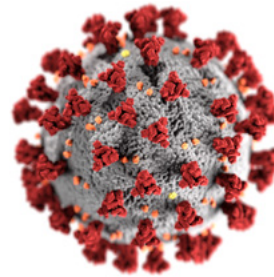
Rowan Construction, Mineola, NY
Sanjon, Inc., New York, NY
SBSA, LLC, Golden, CO
Charles Scelba Contracting Co., Inc., Totowa, NJ
Sinars Slowikowski Tomaska, Chicago, IL
Sky Retail Services, LLC, Cumming, GA
Smalley & Company, Anaheim, CA
Steel Inspectors of Texas, Inc., Fort Worth, TX
StructionSite, Oakland, CA
Summit Building Services LLC, Riverhead, NY
Sync Drywall, Honolulu, HI
TBL Construction LLC, New Hyde Park, NY
TCM Enterprises LLC, Fayetteville, AR
Terracon, Austin, TX
Texas DuraRock, LLC, Houston, TX
Rick Thompson Drywall & Plastering, Inc., La Crosse, WI
Tiger Contracting Corporation, Astoria, NY
Tight Line Construction, Boston, MA
Traditions Lath & Stucco, Inc., Queen Creek, AZ
Trowel Trades Supply (A GMS Company), Colchester, VT
Vejar Construction, Inc., Riverside, CA
Western Technologies, Inc., Salt Lake City, UT
Z-M Sheet Metal Roofing LLC, Fort Worth, TX

TECHNICAL SERVICES



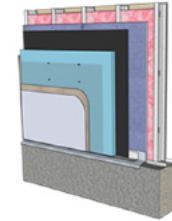
► Development of Two New ICC Standards on Off-Site Construction

The International Code Council started the process to develop two new standards that will impact contractors involved in prefabrication. Combined, the standards cover all facets of off-site construction starting in design and ending with installation. AWCI has been involved from the beginning and specifically with the subcommittee on definitions. The goal is to have these two standards complete and adopted by the next iteration of the International Building Code, which then will be enforceable by the authorities having jurisdiction.



► Advancement of Information Relating to Minimizing Exposure to COVID-19

AWCI has been very active providing information to its membership regarding minimizing the potential of exposure to COVID-19 on the job site. Primarily working through the AWCI Safety Directors Committee, information has been provided to committee members from sources such as Construction Industry Safety Coalition, the Small Business Administration and the Occupational Health & Safety Administration. One specific example of information dissemination was the CISC COVID-19 template intended for use by AWCI contractors. The document covers a means to establish a "COVID-19 Exposure Prevention, Preparedness and Response Plan" and is available for download from AWCI's COVID-19 Resource Center (www.awci.org/awci/about/covid-19-resources).



► AWCI Establishes Subcommittee on Lath and Plaster

In an effort to raise awareness and provide critical information to AWCI contractors, a special subcommittee was established within the AWCI Lath and Plaster Committee of the AWCI Construction Technology Council. This subcommittee is composed of several plastering contractors active in important regions of the United States. This includes the Northeast, Southeast, Midwest and Western regions of the United States. The goal of the subcommittee is to review and comment on changes and proposed changes to the codes and standards that cover both lath and cement plaster. This subcommittee has completed its first review cycle, and their suggestions were made available to the rest of the AWCI Lath and Plaster Committee.



► **AWCI Joins AISI Standards Committee**

AWCI was invited to join AISI committees on cold-formed steel framing, specifically those on code standardization. This is important as the building codes are transitioning away from ASTM to AISI as recognized reference documents. AWCI members now have a voice in the development of standards that impact the design and installation of cold-formed steel framing. Since joining, AWCI has cast numerous ballots on proposed changes and participated in AISI committee meetings.



► **Development of Two Training Programs for University of Minnesota**

The University of Minnesota approached AWCI to develop and record two training sessions for their construction management program. This request was timely for the industry, in general, is trying to understand the impact of recent energy code requirements both in design and application on two exterior wall systems which are core to some AWCI members. The specific request was for courses on exterior cement plaster and EIFS. AWCI developed and recorded two short programs that covered the basic components and their proper installation procedures and sequence. The intent was to develop the courses then repurpose them for contractors as well as the design community.



► **Expansion of AWCI Safety Directors Committee**

Although the AWCI Safety Directors Committee was unable to conduct a peer review in 2020, the interest for its continuation remained high. The on-site audit will resume when travel restrictions are lifted and the pandemic is under control. In 2020 the committee took on the administration of AWCI's Excellence in Construction Safety Award. Several meetings were held during the year to fully develop the new program.

► **Technical Advocacy** AWCI was engaged at the following virtual industry meetings in 2020:

ICC. Online committee meetings involved the development of two standards on off-site construction. The work group's primary effort on definitions was completed in the first quarter of 2020. The main committee meetings were held twice a month through the last half of

2020 and continued through first quarter of 2021.

ASTM. ASTM held an executive committee meeting and committee weeks in the spring and fall for ASTM C11, Gypsum and Related Building Materials and Systems, as well as the fall

virtual committee week for ASTM E06, Performance of Buildings. The ASTM stucco work group met monthly during the year.

AISI. AWCI participated on the committee on code standardization.

Drywall Finishing Council. Because AWCI is an honorary member of the DFC, AWCI took part in a special meeting for honorary members as well as the virtual annual meeting.

Small Business Administration. A special meeting provided

an update on the COVID-19 pandemic presented by NIOSH and OSHA.

Steel Framing Industry Association. AWCI's technical director attended SFIA's virtual technical committee meeting.

MEETINGS

AWCI's Convention & INTEX Expo: Reconstructed

With the cancellation of AWCI's in-person convention, major events were hosted online during several weeks of the "Reconstructed" campaign. The convention offered six COVID-19 webinars specific to our industry and managing the COVID-19 crisis. The campaign also included three Solutions Showcases, the announcement of AWCI's Excellence in Construction Awards on AWCI's social media platforms and multimedia initiatives with Convention: Reconstructed sponsors.

Education Sessions

The Changing Landscape of Drug Screening Compliance: What Employers Need to Know

Presenter: Bill Judge of the Drug Screening Compliance Institute. Justin Lee with Micro-Distributing partnered on this webinar to host its Solutions Showcase.

Navigating Uncharted Waters: AWCI Contractors and COVID-19

Panelists: Brittini Daley-Grishaeva, Daley's Drywall & Taping, Jeff Dreiswerd, T.J. Wies Contracting, Inc., Larry White, Applied Restoration, Inc. and Lee Zaretsky, Ronsco, Inc.

Navigating Uncharted Waters: Legal Ramifications of COVID-19

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

Navigating Uncharted Waters: AWCI Suppliers and Distributors and COVID-19

Panelists: Andy Callaway, L&W Supply, Jerry Reicks Jr., JARCO Drywall Supply and Rob Waterhouse, Grabber Construction Products

Navigating Uncharted Waters: AWCI Safety Directors & COVID-19

Panelists: Edward M. Hanley, The Raymond Group, Mike Hill, Performance Contracting Group and Matt Taylor, OCP Contractors

Navigating Uncharted Waters: Legal Ramifications Part 2, Getting Back to Business

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

Virtual sessions from AWCI's Convention & INTEX Expo: Reconstructed may be viewed at www.awci.org/reconstructedsessions.

Solutions Showcases

Hiab USA, Inc. focused on the new features of the latest truck-mounted forklift for the drywall industry.

ClarkDietrich highlighted BIM and embracing digital tools.

Convention: Reconstructed Sponsors

Armstrong Ceiling Systems
CEMCO
Clark Dietrich
Flex-Ability Concepts

Grabber Construction Products
KYOCERA-SENCO Industrial Tools
National Gypsum
PABCO Gypsum Company
Plastic Components
Trimaco

AWCI's Virtual Industry Leaders Conference

AWCI's Industry Leaders Conference was virtual in 2020 due to COVID-19. Nearly 150 contractors, manufacturers and suppliers participated in this virtual conference, which was held over three consecutive days in September.

AWCI's CEO Mike Stark provided the welcome and State of the Association address. This was followed by the passing of the leadership torch, a tradition that would have taken place during the convention's awards brunch. Nancy Brinkerhoff (Ironwood Commercial Builders, Inc., Concord, Calif.), virtually handed her gavel to Chip McAlpin (AWCI Lifetime Member F.L. Crane & Sons, Inc., Florence, Miss.) as he assumed his role as AWCI's president for the 2020–2021 membership year.

There was a virtual trivia contest, bingo and a lunch, as well as an AWCI CARES Fabulous Family Feud, the Foundation of the Wall and Ceiling Industry raffle ticket drawing and the Foundation's Night at the Races fundraisers.

AWCI provided 10 education session over the three-day conference:

Communicating in the COVID-19 Crisis and Beyond: Don't Let 30 Years of Hard Work Get Destroyed in 30 Days

Speaker: Anthony Huey, CSP, Reputation Management Associates

Suicide Prevention: Inside the Hard Hat

Speaker: Jerry Ouimet with Cobb, Strecker, Dunphy, and Zimmerman (CSDZ) and the Construction Industry Alliance for Suicide Prevention

How to Survive and Thrive in the Current Engineering & Construction Environment

Speakers: Cynthia Paul and Rick Tison of FMI

Diversity & Inclusion: Attracting & Retaining a Top Workforce

Speakers: Cecily Bee and Robyn Kavanagh of Performance Contracting Group

Construction Industry Outlook: Predicting the Unpredictable

Speaker: Stephen Jones, Dodge Data & Analytics

Data 101 for Construction Executives

Speaker: Jay P. Snyder, FMI

Material Price Escalation in an Uncertain World: Strategies for Subcontractors

Speaker: Ronald D. Ciotti, Hinckley & Allen

Winning Business in the New Normal: Three Mistakes You Can't Afford to Make

Speaker: Kelly Riggs, Business Locker Room

Prefabrication: Follow the Money

Panelists: Jason Anderson, MKB Construction, Inc./Kapture Prefab; Stephen Eckstrom, California Drywall Company; and Jim McCullough, F.L. Crane & Sons, Inc.

Construction Safety in a COVID-19 World: New Realities

Panelists: Edwin G. Foulke, Jr., Partner, Fisher Phillips; Mike Fredebeil, CSP, Willis Towers Watson; and Jorge Vasquez, Marek Speakers: Rich Capriola, Esq. and Eric Coleman, Esq. with Winter Capriola Zenner, LLC

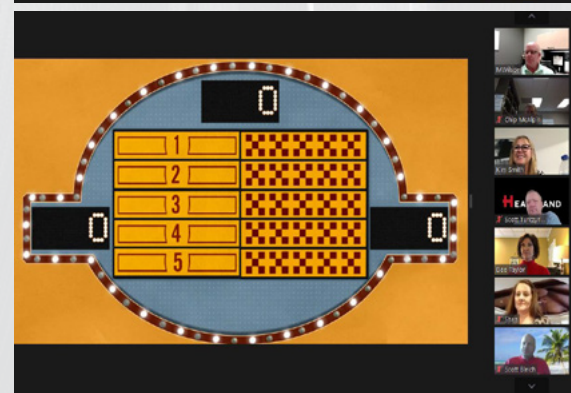
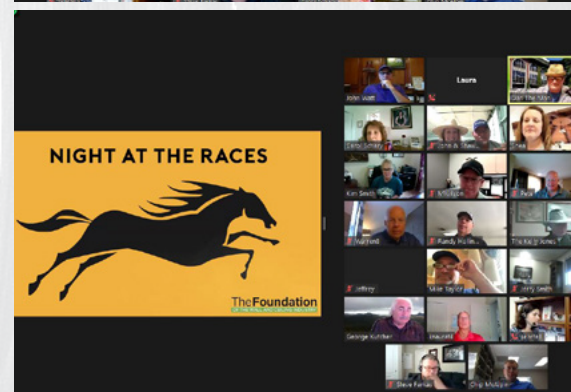
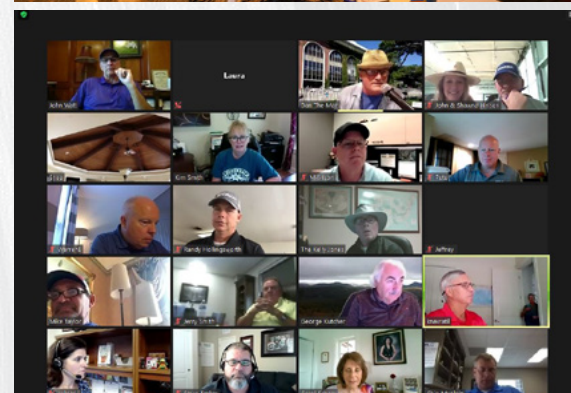
The education sessions from AWC's Virtual Industry Leaders Conference may be viewed at www.awci.org/ilcsessions.

Conference Sponsors

CEMCO • ClarkDietrich • Flex-Ability Concepts
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Fundraiser Sponsors

Association of Wall-Ceiling & Carpentry Industries of New York • BakerTriangle • CEMCO • ClarkDietrich Interior Finish Contractors Association of the Delaware Valley • Liddle Brothers Contractors, Inc. National Gypsum • RockSteady Clip • Ronsco, Inc. Statewide General Contracting & Consulting, Inc.



EDUCATION



EIFS—Doing It Right®

At the end of 2020, 1,493 individuals held current credentials through AWC's EIFS education program. By category, there were 707 certified EIFS Mechanics, 536 certified EIFS Industry Professionals and 250 certified EIFS Inspectors. The online program offers a comprehensive overview of best practices for installing EIFS along with important design and inspection considerations. It is offered in both English and Spanish, and allows participants to learn at their own pace.



EIFS*Smart* Contractors

AWC's EIFS*Smart* Contractor designation recognizes companies that have 40% of their EIFS field employees certified through the AWC EIFS program, along with a management-level employee and the foreman for each project. In 2020, there were 50 EIFS*Smart* Contractors.



Gypsum—Doing It Right®

Gypsum—Doing It Right® is now available as a recorded webinar series. The expert instructor presents information to expand your company's horizons, open the path for profits and keep the litigation away. Topics include codes and standards, fire-resistive assemblies, engineering, gypsum panels and systems, installation, accessories, red flags and solutions and more.



Steel—Doing It Right®

AWC's Steel—Doing It Right® program is now online. It keeps the contractor's skill set competitive and fresh with content created by subject matter experts. The on-demand format provides registrants a self-paced course that helps contractors understand the latest advancements for structural framing with cold-formed steel.



AWCI Members Only Learning Series

The AWCI Members Only Learning Series brought eight webinars to its members in 2020. These 60-minute live and on-demand professional development webinars fit into a busy contractor's schedule. In all, 553 people registered for the webinars, each of which averaged 70 attendees.

“

I train Dryvit applicators on a regular basis. This course is beyond excellent covering so many of the nuances of application.”

— David O'Neal, Field Service Manager, Dryvit Systems, Inc.

FOUNDATION + AWCI CARES

2020-2021 EXECUTIVE COMMITTEE



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Annemarie Selvitelli
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Executive Director
Ex-Officio

Michael F. Stark, CAE
AWCI CEO
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The Foundation

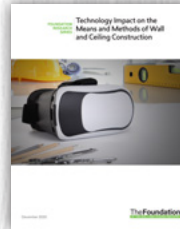
OF THE WALL AND CEILING INDUSTRY

New Logo, Bylaws Updated

The Foundation of the Wall and Ceiling Industry designed a new logo in 2020. The board of directors also reviewed and updated its bylaws, which were last updated in 1999.

New Research Paper

The Foundation Research Series Publications is a series of research papers on topics of interest to the wall and ceiling industry. The Foundation's 2020 paper focused on how technology is affecting the wall and ceiling construction. Download the paper from www.awci.org/foundation/research.



AWCI CARES

AWCI cares about its members and wants to help those in need. AWCI CARES 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. Since 2005, more than \$349,945 has been distributed to AWCI families in need.

In Memoriam: Terrie Miller

The AWCI family lost a legend when Terrie Miller passed away Dec. 24, 2020.

Terrie was instrumental in starting the AWCI CARES program in 2005 as a non-profit charitable arm of the Foundation of the Wall and Ceiling Industry. AWCI CARES (Caring Action Relief in Emergency Situations) was developed by a concerned group of members who witnessed financial shortcomings, out-of-network medical needs, unexpected deaths and accidents happen to peers and coworkers. These members were aware of employers helping their own employees but wanted to help their industry members as well. To date, the program has granted nearly \$350,000 to AWCI member families in need.

For her work with AWCI CARES and other association involvement, Terrie was presented with AWCI's Pinnacle Award, the association's highest honor, in 2014. The AWCI's Construction Dimensions article highlighting her win noted, "With her boundless energy and enthusiasm for life, many people who know Terrie compare her to the infamous battery brand mascot, the Energizer® Bunny. From raising their two children while Bruce, her husband, worked at the company he founded in 1954, Denver Drywall Company, to climbing to the top of Mt. Kilimanjaro with her granddaughter in the 2000s, Terrie is known for getting the job done."

The article also pointed out Terrie's involvement with the family construction business, DDC, where she was known as a "very good businessperson" who



often worked on weekends. She also assisted her daughter in starting her own Women's Business Enterprise company.

Terrie was preceded in death by Bruce, who passed away Jan. 19, 2019; they had been married 58 years. (Bruce was AWCI's 2004-2005 president and also won AWCI's Pinnacle Award in 1999, making the Millers the only couple in the award's history to win the prestigious award.) She is survived by her two children, Sudee and her husband Tod Floyd, and Gregg and his wife Daphanie, and five grandchildren: Jordan Floyd, Lacey Floyd, CalliJo Floyd, Tyler Miller and Cambell Miller.

To learn more about Terrie and her contributions to AWCI and the industry, go to www.awci.org/awci/awards/2014.

To learn more about the AWCI CARES program, visit www.awci.org/foundation, or contact Annemarie Selvitelli at (703) 538.1608 or selvitelli@awci.org.

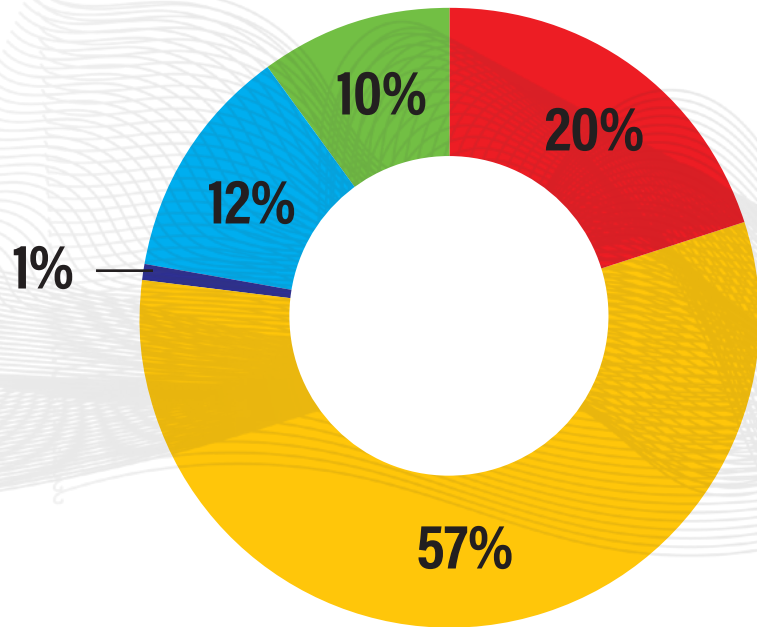
"I would like to thank you from the bottom of my heart. I cannot tell you how much this helps me through these difficult times. It is people like you that make this world a better place, and makes it easier for all the people who are struggling through their misfortunes. Thank you to everyone at AWCI CARES for this blessing."

— Anonymous Grant Recipient

FINANCIALS

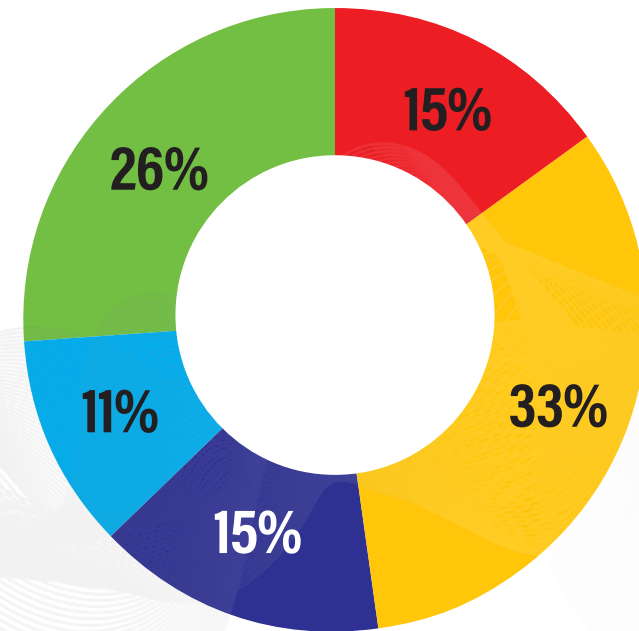
Income and expenses are based on the AWCI fiscal year ending June 30, 2020.

► Income



Publications	57%
Membership Services	20%
Education & Certificate Programs / ILC	12%
General & Administrative	10%
Convention & Trade Show*	1%

► Expenses



Publications	33%
General & Administrative	26%
Convention & Trade Show	15%
Membership Services	15%
Education & Certificate Programs / ILC	11%

* As noted on page 12 of this report, the association cancelled AWCI's Convention & INTEX Expo in 2020. The association refunded registrations for all individual attendees. With the consent of the exhibitors, any payments made to the association related to booth reservations for the expo were transferred to the expo scheduled to be held in 2021. The host hotel waived all cancellation penalties, and any deposits paid to the hotel were applied to a future event. AWCI purchased cancellation insurance for the event, and the settlement amount from the insurance carrier was received in August 2020. Because of insurance settlement guidelines with Generally Accepted Accounting Principles, the association could not reflect the settlement as income in FY 2020; therefore, it is not reflected in the above income graphic.

AWCI STAFF

Michael F. Stark, CAE

Chief Executive Officer

Brenton C. Stone*

*Senior Director of Supplier Relations
Associate Publisher, AWCI's Construction Dimensions*

Karen Bilak, CMP, PCA

Director of Convention & Conferences

Robert Grupe

Director of Technical Services

Michael J. Kowalski, CAE

Director of Finance & Operations

Laura M. Porinchak

*Director of Communications
Editor, AWCI's Construction Dimensions*

Annemarie Selvitelli

*Director of Education
Executive Director, Foundation of the
Wall and Ceiling Industry*

Chris Williams, CAE

Director of Membership

Sue Dolan

*Manager of Education and
Certification Programs*

Samantha Riemer, CEM, CMP

Manager of Trade Show & Meetings

Craig Wood

Manager of Graphics & Arts

Mahrissa Arrington

Advertising Coordinator

Emma Goodgion

Office Coordinator

**Brent Stone was honored with
a commemorative plaque
in April 2020 to celebrate his
30 years of employment with AWCI.*



TheFoundation

OF THE WALL AND CEILING INDUSTRY