

ANNUAL REPORT 2021

SSM Health
Saint Louis
University
Hospital
T.J. Wies
Contracting, Inc.

 **AWCI** ASSOCIATION OF THE
WALL AND CEILING INDUSTRY

TheFoundation
OF THE WALL AND CEILING INDUSTRY



SoFi Stadium
& Performance
Venue
Raymond-
Southern
California, Inc.

Hello, AWCI Family!

What a year 2021 was. Despite all the disruptions in our industry and all the health concerns, AWCI continued to work hard on your behalf. Let me share some of our accomplishments.

First is the new membership management system. I know many of you may be thinking, “Why should I care?” Well, it gives AWCI members more access to their association. From education to member networks, we were excited to roll it out last fall. I hope you have been able to take a look at it.

I also hope you, or someone from your office, has taken a hard look at AWCI’s Emerging Leaders Program. I am excited about this new program because it teaches not only technical skills but also professional/soft skills. It gives people in our companies multiple opportunities to learn more about themselves, their styles and how to be a successful leader. They also get to network with their industry peers and take a deep dive on new technology or technical skills.

In 2021, AWCI also made a commitment to invest in making our health and safety programs more robust. We worked with our members to find programs and education that would be helpful to them, and by the end of the year, we hired a director of safety, health and risk management. This new position will help develop these programs, peer reviews and discussions on these very important topics.

In July 2021, an in-person workshop of AWCI members, representing all facets of the wall and ceiling industry, worked hard to create a strategic plan for AWCI. I like to think of this as our blueprint for the next couple of years. What’s critical about this is that AWCI members are helping guide and provide the content for the future of this organization.

Those are just some of the exciting highlights. Along with the virtual annual meeting held in December, we held the board, executive committee and multiple virtual committee meetings with our terrific volunteer members—progress continued.

Thank you for your support of AWCI in 2021. I look forward to seeing you throughout this year.

Shawn Burnum
AWCI President 2021–2022



Dear Members:

It is my pleasure to share the hard work of the volunteer leadership and AWCI staff over the past year.

Associations exist because of the members. AWCI has long been fortunate to have many dedicated member companies and individuals throughout its 104-year history. The volunteer members who lead and serve AWCI are what drives our association to make a positive impact on the companies and people who build our nation.

AWCI is also fortunate to have a talented team working on behalf of the members and the industry. Half of the staff has been with AWCI more than 10 years with two colleagues averaging 30 years of service. Over the past few months we have added expertise in the areas of education programs, advertising, marketing and safety and health—all with the goal of enhancing the experience of our members and ensuring a solid return on their investment of time and money.

Why belong to a trade association? Why do individuals participate and volunteer? Why do people choose to work for a non-profit association?

I believe the late association leader, John H. Graham IV, FASAE, CAE, said it best when he described associations: “Associations serve as important refuges and communities for people who want to come together for a common purpose and achieve results that are positive for our nation and the world. This is the fundamental purpose of associations, to allow different voices to be heard, to accept that there are many ways of attacking a problem, and ultimately, to make our industries, our professions, and our society stronger.”

In the following pages you will see the highlights of what your association accomplished over the past year. It is worthwhile to look at our successes, and I hope you take the time to do so. I then encourage all of us to look forward. The past year set in motion several initiatives that will become a reality in 2022 and beyond. As the saying goes, “If you are not moving forward, you are moving backward.” The AWCI team and I are excited to move forward with you, and I thank you for your continued support of your association.

Michael F. Stark, CAE
AWCI CEO



Awards



CEILINGS

University of Missouri Memorial Stadium
South End Zone Expansion
Columbia, MO

Contractor
T.J. Wies Contracting, Inc.

INTERIOR PLASTER

St. Michael's Abbey
Silverado, CA

Contractor
Nevell Group, Inc.

DRYWALL

SSM Health Saint Louis University Hospital
St. Louis, MO

Contractor
T.J. Wies Contracting, Inc.

STEEL FRAMING

SoFi Stadium & Performance Venue
Inglewood, CA

Contractor
Raymond – Southern California, Inc.

EIFS (TIE)

Hub On Campus
West Lafayette, IN

Contractor
Grayhawk, LLC

STUCCO

Mary's Woods at Marylhurst
Lake Oswego, OR

Contractor
Desert Sage Wall Systems, LLC

The Secret Life of Pets: Off the Leash!
Universal City, CA

Contractor
KHS&S Contractors



INNOVATION AWARD

MAX 12 1/2" On Center
Optimized Fastener Pattern
from National Gypsum



FEWER THAN 500,000 ANNUAL MAN-HOURS IN 2020

OCP Contractors, Inc. – Cleveland

500,000–750,000 ANNUAL MAN-HOURS IN 2020

Raymond – Southern California, Inc.

MORE THAN 750,000 ANNUAL MAN-HOURS IN 2020

OCP Contractors, Inc.



University of Missouri Memorial Stadium South End Zone Expansion
T.J. Wies Contracting, Inc.

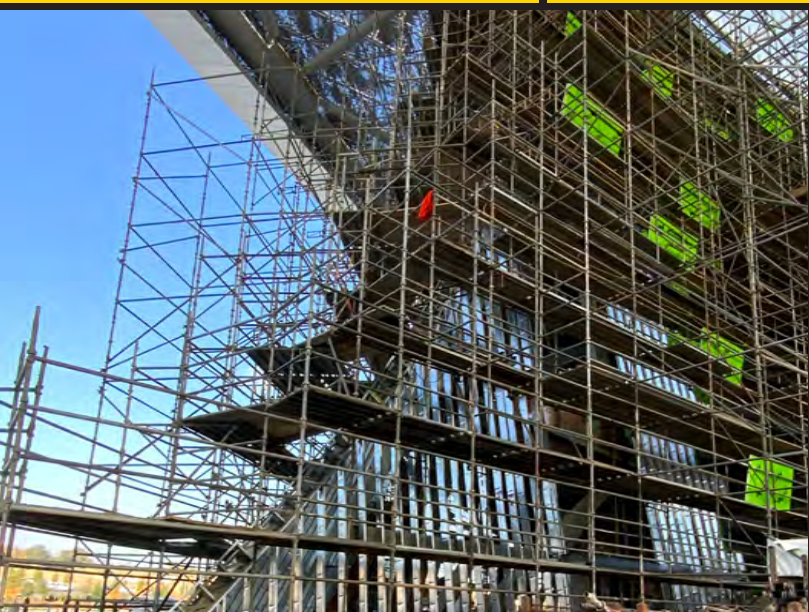
SSM Health Saint Louis University Hospital
T.J. Wies Contracting, Inc.



Hub On Campus
Grayhawk, LLC

The Secret Life of Pets: Off the Leash!
KHS&S Contractors

St. Michael's Abbey
Nevell Group, Inc.



SoFi Stadium & Performance Venue
Raymond - Southern California, Inc.

Mary's Woods at Marylhurst
Desert Sage Wall Systems, LLC

Media



January Get Paid



February The Labor Issue



March The Commercial Market



April It's the Law



May Technology Today



June Jobsite Safety



July Architects & GCs



August Codes & Standards



September Competitive Advantage



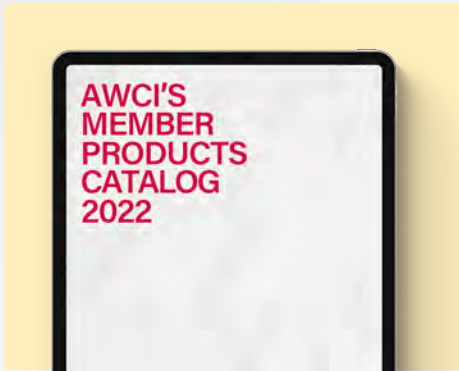
October Enhancing Productivity



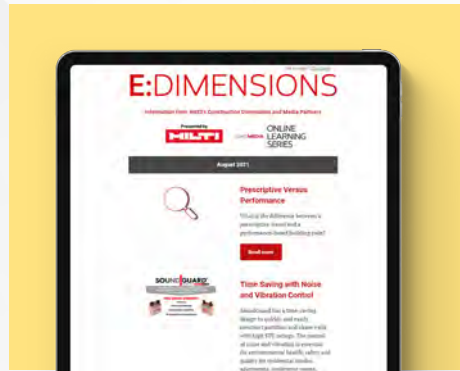
November The Economy



December Business Management



In November 2021, AWCI Media launched AWCI's Member Products Catalog 2022, the largest collection of information from AWCI member manufacturers. Containing more than 150 pages and introduced by the catalog's primer, this digital resource was shared with the industry through dedicated emails and in E:Dimensions and continues to be available on AWCI's website at awci.org/mpc22.



AWCI Media deployed the monthly e-newsletter, E:Dimensions, throughout 2021. Averaging nearly 21,000 distributions per month, 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.



The first issue of AWCI's new flagship e-newsletter, AWCI SmartBrief, arrived in member inboxes on March 10. It is sent to members every other Wednesday. The first issue of AWCI's Codes & Standards Digest was introduced to members on March 22. This monthly e-newsletter focuses on industry issues and AWCI activities related to codes, standards and safety.



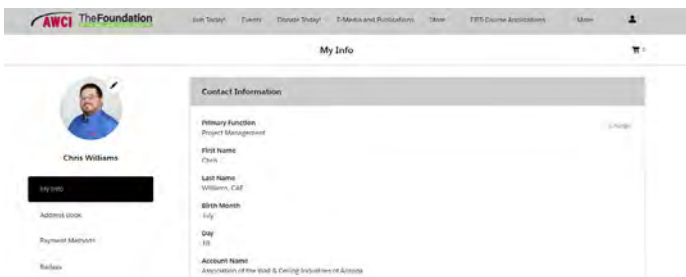
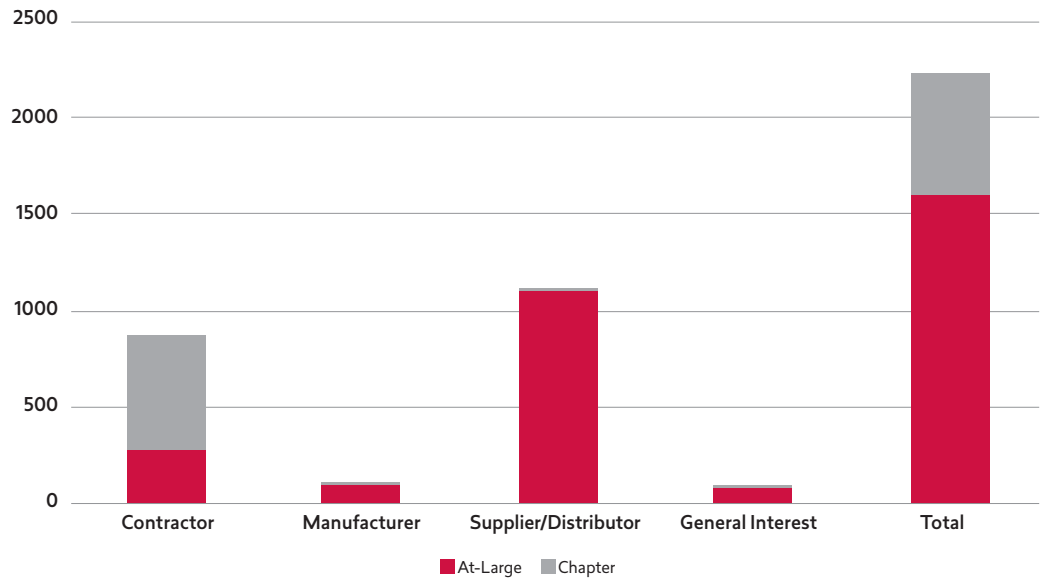
These companies made a unique industry commitment in 2021 through their relationship with AWCI's Construction Dimensions and AWCI Media. We recognize the success they bring to the market and thank them for their partnership with AWCI Media.

- Armstrong Commercial Ceilings & Walls • CEMCO • Crane Composites, Inc. • Flex-Ability Concepts
- Gypsum Management and Supply, Inc. • Grabber Construction Products
- KYOCERA Senco Industrial Tools • Marino\WARE • OPCMIA • Plastic Components, Inc.
- Simpson Strong-Tie • Specified Technologies, Inc. • Stockton Products
- Trimaco • Trim-Tex Drywall Products

Membership

AWCI ended its membership year June 30 with 2,259 members. While slightly below the previous year's membership numbers, AWCI's membership totals reflected the overall stability in the association and construction industry as a whole in the face of a global pandemic. AWCI members can be found in 11 countries, six Canadian provinces, two U.S. territories and all 50 states.

2020 - 2021 AWCI Membership by Type & Category



On Sept. 10, 2021, AWCI and its members began using the association's new Salesforce-based membership management system. The new platform gives members even more control over their membership experience, allowing employees to manage their company profiles, roster access and benefits, including membership renewal and streamlined donations to the Foundation of the Wall and Ceiling Industry and AWCI CARES.

In the first three months alone, almost 1,000 AWCI member company employees accessed the new AWCI member portal (www.awci.org/memberportal)—20% of all contacts in AWCI's system.

15%
Increased
engagement on AWCI's
Facebook page

27%
Increased
engagement on
AWCI's LinkedIn page



AWCI increased its digital marketing footprint in 2021, reimagining its social media channels and content while re-designing its email campaigns to create a seamless brand image. Engagement on AWCI's LinkedIn page increased 15% year-over-year, while Facebook engagement has increased 27% as AWCI has added content.



In December, AWCI's Wall and Ceiling Central blog launched. The blog (www.awci.org/blog) will serve as an information resource for the industry, with safety, health, business and leadership best practices content from AWCI staff, members and industry leaders.

AWCI EMERGING LEADERS

AWCI's Emerging Leaders Program officially kicked off in November with the first virtual gathering of the program's inaugural class. Twenty-two participants signed up for the program, exceeding expectations and reflecting the association's work to create a first-class, curated learning experience. Learn more at www.awci.org/emergingleaders.



AWCI members now have access to 13 opportunities to maximize their membership investment through AWCI's Member Savings Program. Member participation remained steady or increased across the board, with an enhanced focus on technology savings through Lenovo and BasisBoard.

Members have saved more than enough through AWCI's Member Savings Program to pay for their annual membership investment—and then some, as members have indicated that their return on investment is as high as 42 times that of their annual dues.

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

Continuing a years-long tradition, Engineering News-Record's ranking of the top 20 firms in wall and ceiling construction again reflected a who's who of AWCI members. Released in October, 17 of ENR's top 20 wall and ceiling contractors are AWCI members (*denotes AWCI member):

1. Performance Contracting Group, Inc.*
2. The Raymond Group*
3. Western Partitions Inc.*
4. Nevell Group Inc.*
5. National Construction Enterprises Inc.*
6. Precision Walls Inc.*
7. KHS&S Contractors*
8. California Drywall*
9. Baker Triangle*
10. Greater Metroplex Interiors Inc.
11. Daley's Drywall*
12. PDM Constructors Inc.
13. Jacobson & Co. Inc.*
14. Midwest Drywall Co. Inc.*
15. F.L. Crane & Sons Inc.*
16. New England Finish Systems
17. Group Builders Inc.*
18. TJ Wies Contracting Inc.*
19. Bayside Interiors Inc.*
20. Pillar Construction Inc.*

■ Technical Services



AWCI hosted a webinar on how certain recent changes in the model building codes and standards will affect contractors. The format was a panel discussion featuring industry experts.



AWCI participated in a series of meetings held by the International Code Council to adjudicate public comments on two new standards under development that cover off-site and modular construction. The end result was the publication of ICC 1200, *Standard for Off-Site Construction: Planning, Design, Fabrication, and Assembly* and ICC 1205 *Standard for Off-Site Construction: Inspection and Regulatory Compliance*.



AWCI participated on a select committee of stakeholders to negotiate the final wording of GA 214-2021, Levels of Finish for Gypsum Panel Products, which was released late in 2021. The document, published by the Gypsum Association, represents input from associations, including AWCI, with expertise in the finishing of gypsum panels.



The AWCI task force on lath and plaster reviewed how several proposed changes within ASTM standards would impact contractors. Members also focused on a change in the 2021 International Building Code that involves a new requirement for a gap (drainage plane or mat) between the cement plaster and wood-based sheathing.



The AWCI Safety Directors Committee participated in Construction Safety Week by developing “toolbox” talks that were posted through a strategic social media campaign.



The issue of critical lighting on exterior cement plaster prompted work at the ASTM level. AWCI assisted a small committee to develop wording that would assist contractors on the details of critical lighting and the visual inspection of exterior cement plaster.



The AWCI Safety Directors Committee monitored the development of the OSHA Emergency Temporary Standard on COVID-19. This included involvement in the activities of the Construction Industry Safety Coalition, of which AWCI is a member, as they advocated on behalf of the construction industry.



Education



638
Certified EIFS
Mechanics



556
Certified EIFS Industry
Professionals



279
Certified EIFS
Inspectors

1,473

By the end of 2021, 1,473 individuals held credentials through AWCI's EIFS—Doing It Right® education program.

EIFSmart CONTRACTOR

In 2021, AWCI saw a **100% renewal** of the 50 EIFSmart Contractors. AWCI's EIFSmart Contractor seal recognizes contractors committed to quality EIFS installations. Companies that earned this designation have at least 40% of their EIFS field employees certified through AWCI's EIFS program as either EIFS Mechanics or EIFS Industry Professionals.



AWCI's Project Manager Development Series saw an increase in registrations in 2021. To date, 216 people have earned the AWCI-PM credential.



AWCI brought 12 webinars to its members including those sponsored by Hilti, LaborChart and StructionSite. Topics covered included women in construction, COVID vaccination policy, the economy, OSHA at 50 years, codes and standards, safety and risk management and much more. In all, 829 people registered for the webinars, each of which averaged about 69 attendees.

In September 2021 AWCI held a by-request Stucco—Doing It Right® course for Parex USA at their Chino, Calif., office.

Foundation & AWCI CARES

The Foundation's mission is to be an active, unbiased source of information and education to support the wall and ceiling industry. Focusing on the education aspect, the Foundation sponsored three economic webinars in 2021. Economic presentation specialists include Kermit Baker, Dr. Anirban Basu and Ken Simonson.



2020-2021 FOUNDATION EXECUTIVE COMMITTEE



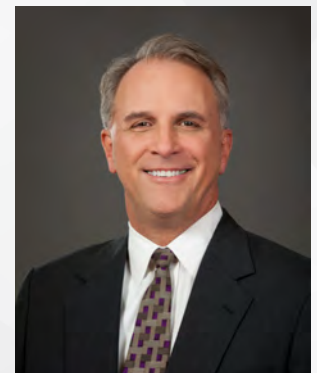
Ken Navratil
J&B Acoustical, Inc.
President



Timothy Wies
T.J. Wies Contracting, Inc.
Vice President



Jim Collins
ClarkDietrich
Secretary/Treasurer



Jay Watt
National Gypsum
Immediate Past President

2020-2021 FOUNDATION BOARD OF DIRECTORS

Brian Allen
Precision Walls, Inc.

Howard Bernstein
Penn Installations, Inc.

Andy Callaway
L&W Supply

Kelly Jones
Grabber Construction Products

Peter Wilhelms
Negwer Materials, Inc.

Lee Zaretsky
Ronsco, Inc.

Annemarie Selvitelli
Foundation of the Wall and
Ceiling Industry
Executive Director
Ex-Officio

Michael F. Stark, CAE
AWCI CEO
Ex-Officio

The Foundation thanks the following members who completed their terms in 2021:

Carol Kimmel-Schary
Nathan Kimmel Co., LLC

Rob Waterhouse
Grabber Construction Products

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 2021, AWCI CARES awarded four grants distributing \$15,422 in assistance. Since its inception in 2005, AWCI CARES has awarded \$365,368 in grants.



\$365,368

Grants awarded by AWCI CARES since its inception



The AWCI CARES payment toward grant recipient’s rent was an important part of keeping her housing stable as she grieved the loss of her partner/boyfriend. Without the generous financial assistance of your program, I don’t know if she could have remained in her home.”

—Anonymous

2021-2022 AWCI Executive Committee



Shawn Burnum
Performance Contracting, Inc.
President



Travis Vap
South Valley Drywall, Inc.
Vice President



Travis Winsor
The Raymond Group
Treasurer



Johnny Barnes
Baker Drywall BCS, Ltd.
Secretary



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



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



Michael F. Stark, CAE
AWCI CEO

AWCI Board of Directors

Brian Allen

Precision Walls, Inc.
South Region

C. Brent Allen

Compass Construction
Past President

Jeffrey Anikstein

Cord Contracting, Inc.
Northeast Region

Michelle Baer

Western Partitions, Inc.
West Region

Howard Bernstein

Penn Installations, Inc.
Contractor At-Large

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

Michael Goodnight

Goodnight's Corp.
d/b/a Construct Drywall Systems
West 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

Eric Larson

CEMCO
Supplier At-Large

Scott Maki

AROK, Inc.
West Region

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

Dan Schnippert

MAREK
South Region

Jay Watt

National Gypsum Company
Supplier At-Large

Larry White

Applied Restoration, Inc.
West Region

Daniel Wienstroer

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

Dan Wies

Wies Drywall and Construction Corp.
Midwest Region

AWCI thanks the following members, who completed their terms in 2021, for their service to the association and to the wall and ceiling industry:

Nancy Brinkerhoff

Ironwood Commercial Builders, Inc.

Michael Mazzone

Statewide General Contracting & Construction, Inc.

Adam Navratil

J & B Acoustical, Inc.

Scott Schafer

USG

Lee Zaretsky

Ronsco, Inc.

AWCI Staff

Michael F. Stark, CAE

CEO

Michael J. Kowalski, CAE

Senior Director of Finance & Operations

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

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

Samantha Riemer, CEM, CMP

Manager of Trade Show & Meetings

Craig Wood

Manager of Graphics & Art

Brianna Bernstein

Advertising Coordinator

Emma Goodgion

Office Coordinator

Courtenay Kaplan

Education Program Coordinator

AWCI Chapters

AWCI's 16 chapters were at the forefront of a return to the "new normal" as in-person networking events, professional development and meetings began to return in 2021. Building off lessons learned in late 2020, chapters such as the Wall And Ceiling Alliance (California) successfully hosted a sold-out golf tournament in September, while the Drywall & Interior Systems Contractors Association (New Jersey) held its annual Excellence in Construction Awards & Holiday Gala in December. Other chapters held training events and board meetings throughout the year, meeting the industry's need to return to networking and peer-to-peer learning in a safe environment.

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.

eca-inc.org

Todd Helfrich, President & CEO

Hawaii Wall and Ceiling Industry Association

hwcia.com

Barbara Kono, Executive Director

Interior Finish Contractors Association of Delaware Valley

ifcassociation.com

Catherine Scott, 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

www.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

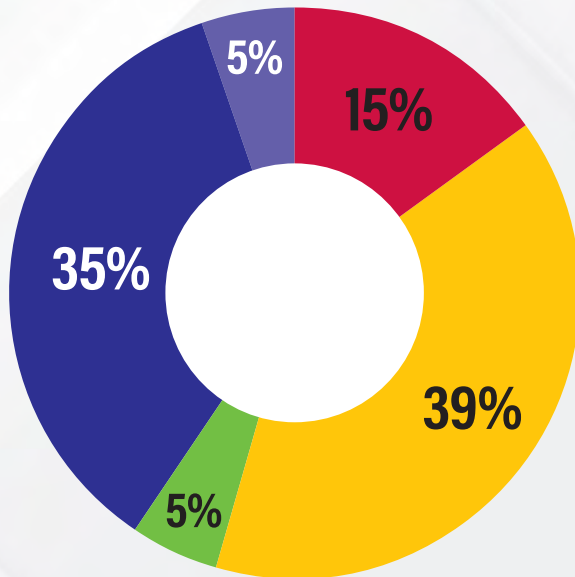
wwcca.org

Albert Carrillo, Chief Executive Officer

Financials

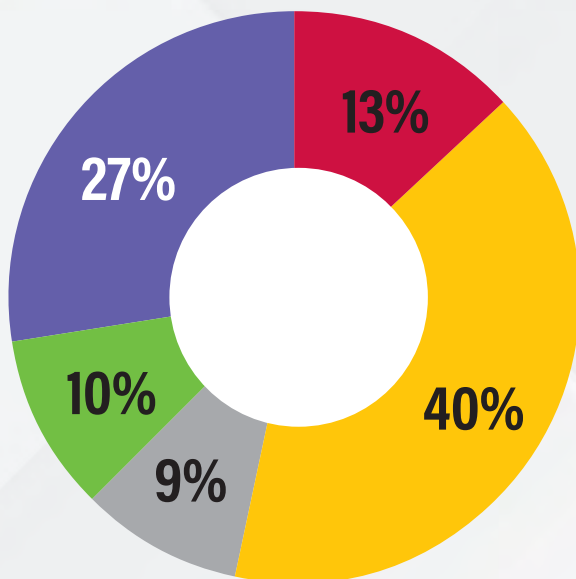
Income and expenses are based on the AWCI fiscal year ending June 30, 2021.

Income



Publications	39%
Convention Insurance Proceeds	35%
General & Administrative	5%
Education & Certificate Programs	5%
Membership Services	15%
Convention & Trade Show	0%

Expenses

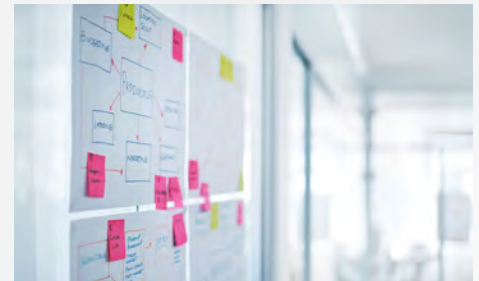


Publications	40%
General & Administrative	27%
Membership Services	13%
Education & Certificate Programs	10%
Convention & Trade Show	9%

*The association canceled AWCI's Convention & INTEX Expo in 2020. 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 reflected in the above income graphic as convention insurance proceeds.

Milestones

Meetings



More than 140 members registered for AWCI's virtual annual meeting on Dec. 20. During that meeting AWCI President Shawn Burnum joined AWCI CEO Mike Stark to provide a review of AWCI's achievements in 2021 and look ahead to 2022 and beyond.

The AWCI executive committee held very productive virtual meetings nearly every month throughout the year. In June they met in person in Cape Cod, Mass.

AWCI's board of directors met virtually on April 14 and Oct. 28 to replace in-person meetings that would have been held during AWCI's convention in the spring and at the fall conference. Several other AWCI committees met virtually throughout the year.

AWCI's 2020–2021 president, Chip McAlpin, established a strategic planning task force that met in Denver in July to articulate a clear strategic plan for AWCI for the next three years. The plan addresses membership, dues revenue, non-dues revenue, communications/media, marketing, education and other programming objectives and specific action items. The meeting was attended by 12 AWCI members, two staff and a professional facilitator.

Advocacy



The AWCI board of directors unanimously passed a Diversity and Inclusion Policy, and AWCI CEO Mike Stark signed the CEO Action for Diversity & Inclusion™ pledge to take action to cultivate a workplace where diverse perspectives and experiences are welcomed and respected, and where employees feel encouraged to discuss diversity and inclusion.



AWCI continued its work with the EIFS Industry Members Association regarding a proposed ban by the New York City Department of Buildings on exterior insulation and finish systems.



With information on vaccine mandates and emergency temporary standards, AWCI continued to update its COVID-19 Resource Center (www.awci.org/covid-19).



AWCI joined the Rainscreen Association in North America to help monitor changes in this exterior wall design that may have an impact on AWCI member contractors.

AWCI is a member of the following trade coalitions:

- ConsensusDocs®
- Construction Industry Alliance for Suicide Prevention
- Construction Industry Safety Coalition
- Construction Safety Week
- Generation T

TEXAS



April 4-7, 2022

AWCI's Convention & INTEX Expo

Gaylord Texan Resort +
Convention Center
Grapevine, TX

www.awci.org/convention

AWCI
CONVENTION + INTEX EXPO

NEW YORK



October 11–14, 2022

AWCI's Industry Leaders Conference

Westin New York at
Times Square
New York, New York

www.awci.org/ilc

Dates and places subject to change without notice.



The Foundation

OF THE WALL AND CEILING INDUSTRY