



AWI Small Business Program

Program Details and Eligibility Requirements

What is the AWI Small Business Program?

AWI created the dues category “Gross Annual Sales less than \$500,000” to enable woodworker manufacturers to enjoy the wide range of AWI membership benefits and services. AWI understands that the costs involved in starting up and maintaining a business can be challenging. AWI is sensitive to providing service to all sizes of businesses in the woodworking industry, and the Institute is committed to helping businesses grow.

Who is Eligible for this program?

New manufacturer applicants or renewing manufacturer members that had Gross Annual Sales of less than \$500,000 in your most recently completed fiscal year.

On an annual basis, renewing manufacturer members with gross annual sales less than \$500,000 US\$ are required to submit AWI Small Business Program (SBP) form along with third party documentation. ***If SBP form and third party documentation is not received AWI will invoice dues at the MFG-B level.***

AWI Dues Categories: (Sales & Dues in USD)	Gross Annual Sales over \$2,000,001	\$2,400 annual dues
	Gross Annual Sales between \$500,001 and \$2,000,000	\$1,200 annual dues
	Gross Annual Sales less than \$500,000	\$600 annual dues

How Do I Apply for the Small Business Program?

All applicants must complete this form and supply AWI with third party verification of their Gross Annual Sales.

Documentation should reflect most recent completed fiscal year.

Please choose one form to submit to AWI: **(check one)**

- State business/occupational tax report showing gross revenue.
- State sales tax report showing gross revenue, whether or not “taxed.”
- Financial statement from a Certified Public Accountant (CPA).
- Other state or federal form verifying gross revenue.

Complete the information request below and attach it with a copy of the third party verification document(s) that’s checked above. ***All information will be held in strict confidence by AWI.*** If you have any questions please contact the AWI Membership Department at (571) 323-3624 or email cgibson@awinet.org.

Company Information *(Please type or print all information.)*

Total number of employees: _____ (required)

Company Name _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

Print Name of Company Principal or CEO

Signature of Company Principal or CEO (Required)

Today’s Date

Return completed Small Business Program form and third party verification document(s) to:

Membership Department
Architectural Woodwork Institute
46179 Westlake Drive, Suite 120
Potomac Falls, Virginia 20165

Phone (571) 323-3624
Fax (571) 323-3630
Email: cgibson@awinet.org