

AWI EDUCATION FOUNDATION AWARDS \$108,000 IN GRANTS TO SIX SCHOOLS

"AWI's giving arm," its Education Foundation, has launched a new Grant Program for accredited institutions whose wood programs help prepare students for careers in the architectural woodwork industry, and in its inaugural year, AWIEF **granted funds totaling \$108,000 to six accredited institutions** whose wood programs impact nearly 1,000 students.

AWIEF's new Institutional Grant Program is made possible by a contribution of \$1 million in 2021 from the Quality Certification Corporation, which merged its Quality Certification Program into AWI that year. That QCC endowment specifies that \$100,000 be awarded in institutional grants each year for 10 years.

Three secondary schools and three post-secondary colleges won recognition and funds for their detailed plans to enhance



Photo courtesy of Patrick Molzahn, Madison College

Madison College maintains strong industry connections by partnering with suppliers to offer frequent seminars. The AWIEF Grant will assist them with the purchase of a new sliding panel saw so they can continue to offer the latest technology for training the next generation of woodworkers.

their wood programs. The six grant recipients were among nine academic institution applicants.

Grant Recipients

SECONDARY SCHOOLS

Fort Atkinson High School

Fort Atkinson, WI

Medina Valley School

Castroville, TX

Shaker Heights

Middle School

Cleveland, OH

POST-SECONDARY SCHOOLS

Madison Area

Technical College

Madison, WI

Pittsburg State University

Pittsburg, KS

Selkirk College

Sudbury, BC, Canada

(cont. on page 2)



2022 SAFETY AWARD WINNERS ANNOUNCED

Despite the challenges of doing business in 2021, an unusual year impacted by supply chain issues, fewer woodwork projects, lost employees and new hires due to the pandemic, 27 companies managed to fulfill the competition safety requirements to nab 2022 AWI and Federated Insurance Safety Awards. Their priority of safety on the job is commendable.

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AWI EDUCATION FOUNDATION...

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EDUCATION FOUNDATION

“Four grant winners participated at the \$10,000 or below level and two grant recipients—**Madison Area Technical College and Pittsburg State University—secured matching funds** to boost their eventual AWIEF grant award well above the \$10,000 level. “Their matching funds combined with the total AWIEF grant funds deliver an overall industry impact of \$181,014.10,” said AWIEF board member and AWI CEO Doug Hague.

“Coupled with the **impact of 987 students reached annually**, the program promises to be beneficial in contributing to the longevity of the architectural woodwork industry. **That translates into 5,000 youth ultimately impacted by these inaugural grants.**”

The AWI Education Foundation Board of Directors was so committed to and strongly supportive of the new Foundation Institutional Grant Program as well as the quality of the winners’ submissions, that it added \$8,100 of AWIEF funds to the \$100,000 QCC endowment this year.

“All award winners were selected based on the impact of their programs on the architectural woodwork industry and their encouragement of students to seek careers in our industry,” Doug said. The AWIEF Grant Program required all schools seeking awards to work with local businesses, secure letters of reference and gain matching funds, as applicable to the dollars requested in their application. ▀

The AWIEF, which was founded in 2008 with a generous endowment from the Architectural Woodwork Institute, is a 501(c)(3) public charity, non-profit foundation. Details are available and tax-deductible contributions are accepted at www.awinet.org/about/education-foundation.



SAFETY MATTERS

2022 SAFETY AWARDS... (cont. from page 1)

BEST SAFETY ACHIEVEMENT AWARD

Yadkin Valley Cabinet Company, Inc.

Less than 10,000 Hours

Cherryworks Ltd.

10,000 to 19,999 Hours

Mass Cabinets, Inc.

20,000 to 99,999 Hours

Montbleau & Associates, Inc.

More than 100,000 Hours

ZERO LOST TIME ACCIDENT ACHIEVEMENT AWARD

Less than 10,000 Hours

Yadkin Valley Cabinet Company, Inc.

10,000 to 19,999 Hours

Built Rite Construction dba CS

Architectural Woodworking

Cherryworks Ltd.

PCI Cabinetworks

20,000 to 99,999 Hours

Acacia

Akira Wood, Inc.

Chamberlain Companies, Inc.

Commercial Millworks, Inc.

Conley Caseworks

Inter Ocean Cabinet Company

Klein Cabinets and Interiors, Inc.

Lyndan, Inc.

Mass Cabinets, Inc.

Master Millwork, Inc.

Pond Cove Millwork, Inc.

Riverside Construction Services, Inc.

Unique Concepts

Volpe Millwork, Inc.

WoodByrne Cabinetry, Inc.

More than 100,000 Hours

Brochsteins

Cohen Architectural Woodworking

Giffin Interior & Fixture, Inc.

Johnson Brothers Planing Mill, Inc.

Millwork One, Inc.

Montbleau & Associates, Inc.

SAFETY IMPROVEMENT RECOGNITION AWARD

10,000 to 19,999 Hours

Built Rite Construction dba CS

Architectural Woodworking

Cherryworks Ltd.

20,000 to 99,999 Hours

Master Millwork, Inc.

More than 100,000 Hours

American Millwork & Cabinetry, Inc.

Cohen Architectural Woodworking

Giffin Interior & Fixture, Inc.

Johnson Brothers Planing Mill, Inc.

Millwork One, Inc.

Montbleau & Associates, Inc.

Pacific Cabinets, Inc.

The competition submission period extended from Jan. 17 through March 4. It coincided with the OSHA Form 300A (Summary of Work-Related Injuries and Illnesses) filing. Those companies with 10 or fewer employees, and are not required to complete OSHA Forms 300 and 300A, were still eligible to enter the contest.

The 2022 honorees can proudly display their safety award at their business to help promote company pride, teamwork, and safety awareness. The award also confirms to your team that you care about their safety and well-being. Congratulations to all. ▀

WOODWORKER BUSINESS SENTIMENT IMPROVES; *Have We Weathered the Storm?*

BUSINESS MATTERS

While 2021 was an arduous year for architectural woodwork businesses on many levels emanating from the pandemic that began in 2020, owners have weathered trying days, and as the 2022 Cost of Doing Business Survey Results attest, they are **more optimistic in 2022 about the future.** “The

Business Sentiment Index is up to 64% versus 54% last year,” noted AWI Financial Committee Chair **Sebastien DesMarais, President and CEO of Hollywood Woodwork, Inc. in Florida.** “The BSI increase is driven by improvements in the Sales Pipeline, Cash Flow and Labor Quality.”

On the not-so-good side, “The cost of materials is up over 3% from last year, which is one of the

primary drivers of the reduced Operating Margins,” Sebastien added. The CODBS Results note that the **average operating margin is .62% (down from 3.08%).**

Survey respondents have 10.7 months of backlog (up from 8.9).

Participation in the 2022 Cost of Doing Business Survey grew by **10 companies this year to 135.** The increased number of participating AWI Manufacturing Members is welcomed because it helps improve the accuracy of the aggregated totals.

As in previous years, the CODB Survey is an **exclusive benefit for AWI Members.**

Manufacturing Member participants receive the totals with a customized database of their financial data for comparison with aggregated data for average and high profit firms. They also receive a complimentary copy of the printed Results book.

Non-participating AWI Manufacturing Members as well as Industry and Supplier Members may login to the “Members Only” area of www.awinet.org to access the 2022 CODBS Results Executive Summary free of charge and purchase copies of the printed book for \$495 each. ▽

THE ‘AVERAGE’ INCOME STATEMENT

	All Firms 2021	2022	High Profit Firms 2021	2022
Gross Sales	100%	100%	100%	100%
Direct Material	31.99%	35.06%	25.69%	31.87%
Direct Labor	29.61%	29.91%	27.91%	27.13%
Other Direct	1.27%	1.80%	1.26%	1.41%
Contribution Margin	37.13%	33.22%	45.15%	39.59%
COGS Overhead	19.19%	17.94%	18.66%	15.44%
Cost of Goods Sold	82.06%	84.72%	73.51%	75.85%
Gross Profit	17.94%	15.28%	26.49%	24.15%
SG&A	14.86%	14.66%	10.70%	11.49%
Operating Income	3.08%	0.62%	15.79%	12.66%

Source: 2022 Executive Summary, Cost of Doing Business Survey & Compensation Study Report

THANK YOU 2022 AWI PARTNERS

AWI thanks these members whose additional support helps to fund the association’s programs, publications and other services for members. AWI Manufacturing Members are encouraged to connect with these Suppliers anytime at www.awinet.org whenever a need arises for their services. To learn about the 2022 Partner Program for AWI Members contact AWI Vice President of Membership & Marketing Katie Allen at kallen@awinet.org.

Premier Partner



Platinum Partner



Gold Partners



Silver Partners



Bronze Partners



STANDARDS

IN BRIEF...

AWI Standards Development

Last month in *e-briefs*, AWI invited interested members to participate in the following Standards in progress. The AWI Technical Committee is forging ahead with work on three additional Standards:

- Wood Paneling
- Millwork
- Wood Trim

AWI invites you to participate in our consensus process. ▸



The Architectural Woodwork Institute has produced and collaborated on the development of standards in accordance with its mission from its founding in 1953 to the present day.
www.awinet.org



Founded in 1918, the American National Standards Institute (ANSI) is a private non-profit organization that administers and coordinates the U.S. voluntary standardization and conformity assessment system.
www.ansi.org



QCP Urges Licensees to Review New AWI Standards



As the Quality Certification Program (QCP) staff and representatives begin preparing to apply the new **ANSI / AWI Standards: 0400 Finishing, 1236 Countertops, and 1232 Manufactured Wood Casework**, we urge our licensed firms to also take the time to review them and become familiar with any changes that might affect your processes, including estimating and bidding on projects. As a reminder, these AWI Standards became **effective for projects bid after Aug. 15, 2022**. In addition, new podcasts concerning the new Standards will be posted to the **QCP website, www.awiqcp.org**, this month. ▸

The AWI Quality Certification Program (QCP) is a valuable quality assurance tool for interior architectural woodwork, one of the most highly visible aspects of many construction projects. QCP assesses whether the millwork provided meets the project's specifications and industry standards. QCP was launched in 1995. Since then, the program has been endorsed by the American Subcontractors Association (ASA) and the Construction Specification Institute (CSI). www.awiqcp.org

National Testing Center Booking for the Fourth Quarter

Don't wait until you have a project calling for testing! The AWI National Testing Center is currently booking testing for the fourth quarter of 2022. Claim your spot now. Be prepared as we begin to see even more **projects requiring the 0641 Wood Casework Standard**. Contact Hunter Morrison at hunter@awinet.org to get the process started. ▸

AWI MEMBERSHIP BENEFIT BRIEF

DID YOU KNOW?

Winning an **AWI / Federated Insurance Safety Award** in the annual program presents opportunities within your company but also with potential customers. Obviously, within your company, setting **high standards for safety prioritizes the value you place on your employees**. Working together your employees feel that value and build a team spirit that can not only keep each of them safe but also secure bragging rights when their efforts result in a prestigious AWI / Federated Insurance Safety Award. The company honored also gains a **marketing tool to validate they run a safe shop**. The attractive awards can be displayed in the plant to reinforce their achievements and team efforts. Reinforce your internal safety program and gain an opportunity to win a Safety Award in 2023. ▸

AWI NEWS

New AWI Members

MANUFACTURERS

MILLCO WOODWORKING, LLC
HALL, NY

MILLWORK, INC.
SHELBY TOWNSHIP, MI

NOTE: THESE NEW MEMBERS JOINED
AWI IN JULY 2022.

