Elevate your enthusiasm about overcoming the current and forthcoming obstacles to doing business as “normal.” Our routines changed in March 2020 for the foreseeable future. Virtual presenters at AWI’s 68th Annual Convention will enlighten and invigorate attendees as they offer fresh ideas to ELEVATE your business to a new level. For our online destination— at your office or residence—plan for a unique experience, Sept. 30 – Oct. 2, 2020.

In addition to the impressive lineup of speakers, there are numerous NEW special features of the convention which will be brought to you via the power of technology. Participate, involve others at your company, and interact with suppliers, presenters, and other AWI members in a new way, not available to you previously.

Build involvement in AWI among key members of your team at this year’s VIRTUAL convention. Enjoy and learn from a unique and fresh experience.

Chicago Chapter Wins Top Honors — Again!

Celebrating its 55th anniversary, the members of the AWI Chicago Chapter approached the 2019 – 2020 AWI Distinguished Chapter competition determined to hold on to the title for the second consecutive year...

And they did! The AWI Chicago Chapter will be honored officially as the 2020 “Chapter of the Year” on Oct. 2 during the 68th AWI Virtual Convention, Sept. 30 – Oct. 2.

Planning
Early planning is the secret of their success. Looking back at the 2019 hot contenders for the annual award was instrumental in identifying who their tough competition would be and...
AWI Membership BENEFIT Brief

AWARD OF EXCELLENCE PROGRAM

Explore participation in the AWI Award of Excellence (AOE) program. If selected, your company’s work will be published in Design Solutions Magazine, AWI’s quarterly journal. Beautiful full color photographs and design specifications illustrate the challenges of each project and show off the quality of the woodwork. The accompanying story pinpoints obstacles that were overcome to provide specified products, delivered and installed on time and within budget.

AOE honorees promote their company’s capabilities through copies of the magazine for their existing and potential customers. Quarterly honorees are also eligible for consideration in the annual AWI Standard of Excellence Award Program which highlights winners in various markets at the AWI Annual Convention.

Projects featured in Design Solutions are disseminated to thousands of architects, design professionals, specifiers, suppliers, and other woodworkers. The magazine serves to highlight the “best of the best” in architectural woodwork, imparting design concepts to the broad design professional community, and reinforcing the value of wood elements for architects seeking high-impact visibility and quality in upcoming projects.

Visit www.awinet.org and under “Publications” select “Design Solutions” for submission requirements and deadlines.

The Power of the Portal Sample Search Results: Wood Veneer

LEARNING PORTAL

Make AWI’s powerful Digital Learning Portal (DLP), www.awinet.org, your “go to” resource for education resources, AWI Standards, AWI member woodwork specializations, AWI publications and other resources, as well as shared industry and technical information from AWI Communities.

Enter the Members Area of the website by signing in with your user login at the top right corner of the home page. Then use the powerful SEARCH feature in the middle of the screen for entry to a wealth of information.

Enter “Wood Veneer” in the SEARCH window. The sample search reveals 182 results (everything) comprised of AWI Community discussions, Standards, Education, General and Glossary. The results include:

- Wood Veneer Species Chart
- Specialty or Sketch Matches of Wood Veneer
- Veneer Slicing
- Hardwood Veneer
- Matching Adjacent Wood Veneer Leaves
- And much more.

You can narrow your search by selecting “Content Type” on the left of the screen.

Get the facts from the DLP and make it your “go to” resource for a wealth of information never before available—or possible—from AWI.

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Get the facts from the DLP and make it your “go to” resource for a wealth of information never before available—or possible—from AWI.
At the AWI Board of Directors meeting on Aug. 10, 2020 this year’s AWI Nominating Committee presented a slate of three (3) Director Nominees.

As of Jan. 1, 2021, two (2) Director seat vacancies are open for election for a two-year term commencing Jan. 1, 2021. Additional candidates, if any, may be proposed by the AWI Manufacturing Membership as per AWI Bylaws, Article IX, Sec.1b) that states, “At least ninety (90) days prior to the new fiscal year, additional nominations for Directors may be made by written petition filed with the Executive Vice President, signed by no less than one-percent (1%) of Manufacturing Members. Such petition shall certify that such nominee has consented to run and will serve if elected.”

Slate of Director Nominees

Cory Bittner
As Vice President of TMI Systems Corporation of Dickinson, ND, Cory is a 22-year veteran of the architectural woodwork industry. The firm has been an AWI Manufacturing Member for 28 years and is a QCP Licensee. Cory has served for three years on the AWI Technical Committee, which is charged with development and oversight of AWI Standards Development as an ANSI Standards Developer Organization.

Liz Ingebrigtsen
As Project Manager for Sprovieri’s Custom Counters of Addison, IL, Liz has 10 years of architectural woodwork industry experience.

Liz has been actively involved in the Chicago Chapter since 2013, currently serving as Director of Programs and as a board member since 2014. She has attended eight AWI National Conventions. Liz is currently chair of the AWI National Chapter Officer Council and was previously vice-chair.

Randy Lange
Randy is president and co-owner of Lange Bros. Woodwork Company, Inc. in Milwaukee, WI, where the family-owned and -operated business was founded in 1932. With over 30 years of architectural woodworking experience, Randy is member of an AWI Best Practice group, an inaugural Speakers Bureau member, and a long-standing presenter of AWI’s Project Management Seminars. Lange Bros. has been an AWI Manufacturing Member since 1989 and is a QCP Licensee. In 2020, Randy was appointed to an interim seat on the AWI Board of Directors to serve the balance of the term of a director who resigned.

Other qualified Director candidates may be added to the above slate by signed petition. Official Petitions must be requested and obtained from AWI EVP Doug Hague at dhague@awinet.org no later than Oct. 15, 2020. Election of Directors to fill two vacancies will take place from Nov. 1-15, 2020.

Watch for an announcement in the Sept. 10th edition of e-briefs, which will include links to the candidates’ profiles for their statements about the three greatest challenges AWI members face today.
FRIDAY, OCT. 2

Motivational Speaker:
Mark Potter, D2UP
“The Silent Epidemic”

This keynote provides a real, relevant, and raw story of Mark’s personal experience with severe depression. Mark will share stories of victory and ways to help employees, business owners, and executives reach their greatest potential. The 30-year head basketball coaching veteran says, “The greatest tool a player, coach or businessman has, is the brain.” Let Mark take you where most people won’t go. He will make you think about your next move and help you mentally prepare for what happens next!

Closing Keynoter:
Connor Lokar, ITR Economics™
“Managing in an Uncertain Economy”

Connor will turn attention to what the leading indicators are saying about the economy for late 2020 and beyond. There are business cycle changes that are reshaping the future, and there are policy actions that will have an impact on our future—and others that won’t. Connor will paint the picture so that you’ll gain a clear understanding of how the economic environment will impact your business and your bottom line.

Agenda / Fees / Registration
Register for the AWI Virtual Convention by Sept. 28 at www.awinet.org or at #ElevateAWI. Take advantage of the group rate for four individuals registered at the same time from the same company. Register early to help AWI reduce shipping costs of a BIG Goodie Box that will be sent to all registrants for use throughout the convention.
The 68th AWI VIRTUAL Convention, Sept. 30 – Oct. 2, 2020, is packed with special events and attractions to ELEVATE your online experience. COVID-19 struck and we pivoted by integrating technology to link architectural woodworkers with suppliers, presenters and each other.

SPECIAL EVENTS

WEDNESDAY, SEPT. 30

Chapter Officer Council Meeting
Officers of AWI Chapters will meet to strategize about how to bind chapter members together as they reinvent their routines to adapt to challenges of social distancing, rebuilding their businesses from the effects of COVID-19, and more.

Product Fair
The power of technology will enable sponsors and other exhibitors to engage with architectural woodworkers in one-on-one meetings and round table networking. This live streamed interactive event will deliver concise product demonstrations by company reps.

Software Showcase
Convention attendees will be able to rotate between 20-minute demonstrations.

THURSDAY, OCT. 1

Showroom Showcase
Six-minute presentations will introduce you to the products and services offered by the sponsors.

LEAN Panel and Shop Tour
Visit the shops of LEAN specialists. See and hear how LEAN principles have been incorporated into their operations to cut waste, streamline processes, and maximize opportunities for efficiencies and profitability.

Team Building
Get involved in one of the teams which will compete using their communication and leadership skills and creativity. Work against the clock, as your team bonds and relies on each other to succeed. Capture bragging rights as a winner!

Hospitality
In a “speed dating” format network virtually with a group of attendees or individuals as you rekindle friendships and form new ones.

FRIDAY, OCT. 2

Business Meeting and Awards
AWI will conduct its annual membership meeting with President Tyler Cerny delivering a State of the Association report. Join with members in applauding the accomplishments of architectural woodworkers who will be honored for Standard of Excellence and Safety. Honor the Chapters who obtained Distinguished Chapter status as well as Chapter of the Year.

Technology Display
See the latest innovations that were submitted for the industry’s top competition. Company representatives will share the concept and function of their design.

Leadership Transition
Watch as one AWI President transitions to another in a unique way this year.

EXHIBITOR BOOTH DEMONSTRATIONS

Suppliers in particular should check out the online demo at www.awinet.org/events/annual-convention of how Accelevents technology will be used to:

- showcase your products
- provide demonstrations
- facilitate conversations, and
- set up one-on-one virtual meetings.

Woodworkers will want to become acquainted with the technology that will deliver a unique experience during the Virtual Convention.

For the agenda with times (ET), speaker biographies, fees, and to register visit www.awinet.org or #ElevateAWI.

One-on-One Meetings, Roundtable Networking, Demonstrations, Team Building, Rekindle Friendships and MORE!
what strategies might help them hold on to the title in 2020.

The Chicago Chapter’s board appointed a Distinguished Chapter Team and Point Person to oversee the activities of the chapter for the upcoming 12 months and to then identify how points could be earned from those activities as they correlate to Distinguished Chapter Points.

Of the 53 points available, 20 had to be earned by a chapter from Aug. 1, 2019 – July 31, 2020 in order to earn the Distinguished Chapter title. To qualify to enter the Distinguished Chapter competition, a chapter must complete and submit their annual reporting on time.

2020 Distinguished Chapters
- **Chicago** (41 points)
  President: Mike Coticchio,
  Siteline Interior Carpentry, Inc.
- **Washington** (30 points)
  President: Dallas Lemon,
  Custom Source Woodworking
- **New England** (26 points)
  President: Michael R. McNulty Sr.,
  Cambio Plywood division of The Pearwood Group

### AWI Distinguished Chapter Program 2020-2021

The Distinguished Chapter program points for 2020 – 2021 have been restructured in categories to resonate more specifically with the state of the world, the industry, the association, the chapters, our members and our future. Chapters will qualify as “Distinguished” when a minimum of two points are earned in each of the NEW categories and when their annual reporting is submitted to AWI National within the first 45 days of 2021. As is traditional, the chapter earning the most points by July 31, 2021 will become the Most Distinguished Chapter and be awarded the 2021 “Chapter of the Year” honors.

### Strategy

The 63-member AWI Chicago Chapter strategically amassed points earning most of them in the early days of the competition instead of waiting until after the first of the year. No one knew how valuable the timing of this would be as the COVID-19 restrictions began to be set in place by the end of Q1, 2020, severely limiting all AWI Chapters from participating in face-to-face events in Q2 & Q3.

“We wanted to be supportive and generous to those chapters who had already invested considerable chapter revenue and volunteer hours in the planning of their National AWI Education Outreach Events in 2020, but were then forced to cancel or delay the execution of the event until past the end date of the Distinguished Chapter competition through no fault

Kudos to all of the above chapters for achieving “Distinguished Chapter” status for 2020. Job well done!

Other participating chapters in the competition this year were: Carolinas, Central PA, Heart of America, Iowa/Nebraska, New Jersey, Texas, West Texas and Wisconsin.
of their own,” said AWI Chapter Staff Liaison Margaret Fisher. The point, DC-3.1 states, “Chapter hosts a visit/program provided by AWI National.” Four Chapters that planned but would be restricted from delivering the program were allowed the point this year.

**Conducting Meetings**

Points traditionally earned in face-to-face settings presented new challenges and opportunities as COVID-19 restrictions altered the nature of meetings and other activities. Several chapters embraced technology and held either their Board of Directors meetings or Chapter Membership meetings or both either online with programs like ZOOM or GoToMeeting or in conference calls or screen visits such as Microsoft Teams.

Tim Gifford of Mock Woodworking and President of the Ohio Valley Chapter wasted no time in moving their chapter meetings online. *Attendance was high at their monthly online meetings, and just as in face-to-face events, time was provided during the online session to allow for networking. “This way, the camaraderie that has been established over the years in the chapter setting will not be lost by the time we can all meet in person again,” Tim added.*

This year, chapters determined to continue engagement with their members and board volunteers by electronic means earned the points for DC-3.0—minimum of 4 membership meetings per year, and DC-4.0—minimum of 4 Board of Directors meetings per year. Electronically delivered meetings may be the future for some time. In some cases, where the chapter’s geographic boundaries are widespread making it sometimes harder for travel to the meetings, the possibility of online meetings may in fact help distant members to participate with the chapter without several hours of driving or even flying to a chapter meeting.

**Accumulating Points**

“Chicago Chapter board member Derek Goodwin of Star Moulding functions as Director of Distinguished Chapter competition, together with Chapter Secretary and board member Kim Alsup of Milestone Cabinetry & Millwork. The team’s job was to focus on winning 2020 honors by identifying and earning the required points,” said Chapter President Mike Coticchio of Siteline Interior Carpentry. “Their sole responsibility was to think strategically to earn points while conducting programs and chapter business. This paid off!”

In some cases, a chapter may be working on a project that provides the education, networking or future
Chicago Chapter Wins Top Honors... (cont. from page 7)

(Left to right) Chicago Chapter members Derek Goodwin, Will Huber and Jason Horn man the chapter’s booth at Reed Custer High School.

CHAPTER NEWS

viability of the chapter, the association or the industry without recognizing

that there is a Distinguished Chapter point that can then be claimed by that
effort. Sometimes, it just takes someone to realize the points they are earning
without even knowing it. A good example of that might be DC-2.2—reviewing
the chapter by-laws annually, DC-5.3—holding a chapter event within a local
school, or DC-6.1—having two or more members of the AWI Speakers Bureau.
Scouring the list of available points and claiming the ones that are already
the regular business of the chapter can easily and quickly help a chapter
qualify as “Distinguished.”

Board Responsibilities

Chartered in 1967, the AWI Chicago Chapter credits their strength with their large
15-member board in which each volunteer has a specific responsibility for some
aspect of operations.

“This has allowed us to share responsibilities and build ownership. As dedi-
cated volunteers, our members are on top of their tasks,” Mike said. The strength
of the Chicago Chapter resides in the cohesiveness among their members. “Our
programming speaks to our members’ desire for networking among friends and
competitors alike. Over the years we’ve learned and responded to our members’
membership expectations. They embody our Vision—to strengthen and grow the
connection between wood, our members, and the world. Networking is why our
member retention rate is healthy and attendance at events is impressive.”

AWI congratulates the AWI Chicago Chapter as the 2020 AWI “Chapter of the
Year” and all the chapters whose dedicated members pushed through this year’s
unique and challenging obstacles to continue to provide solid value to their mem-
bers and keep them close in the AWI family. Thanks for your continued involve-
ment and service to architectural woodworkers and suppliers in your regions.

AWI NEWS

New AWI Members

MANUFACTURERS
Architectural Interior Products,
Inc. dba Top Shop
Parkersburg, WV
Campo Design Group, LLC
Yucca Valley, CA
Creoworks
Seattle, WA
Laville Cabinets, Inc.
Baton Rouge, LA
New England Finish System, LLC
Salem, NH

SUPPLIERS
Al Drees Industrial & Trading Co.
(ALITCO)
Al Riyadh, Saudi Arabia
Altendorf Group America, Inc.
Mooresville, NC

Note: These new members joined AWI in July 2020.

Use the online Directory of AWI
Manufacturing and Supplier
Members at www.awinet.org for
contact information and access to
the websites of these and other
AWI members. The resource is
open 24/7 for use in seeking
manufacturers and suppliers of
architectural woodwork.