Since the November edition of NewsBriefs, AWI Standards development has been moving along at a rapid pace and Standards are in various stages of progress. A summary follows:

- **1236 – Countertops:** The proposed American National Standard was open for a **SECOND** Public Comment period until Nov. 30, inviting directly and materially interested parties to review and comment on changes made by the AWI Technical Committee in response to feedback obtained during the **INITIAL** Public Comment and Canvass period. Once the Canvass body has reviewed any additional changes this month from such interested parties, the next steps will be EITHER have the AWI Technical Committee make further edits and revisions to the Standard based on additional comments during this period OR submit the Standard to ANSI along with the necessary paperwork for approval and final action.

- **400 – Factory Finishing:** The Public Comment Period closed Sept. 14 and the AWI Technical Committee is reviewing feedback and responding to comments.

**STATE OF THE ASSOCIATION—A REVIEW OF 2021**

By 66th AWI President Sebastien DesMarais

This year I learned about the true value of associations. We are essentially a community of peers who are sharing what we know. We do this by attending meetings, publishing standards, providing education, sharing information and insights, making connections, and generating content. We are peers helping peers and creating positive relationships. We are volunteers working together to improve our industry. And this happens when we engage, when individuals become a part of the process. THE PROCESS [of associating] IS THE PRODUCT [of associations]. And by becoming a part of the process, an individual can grow personally and professionally, and receive so much more back in return.

Personally, I have grown leaps and bounds through my participation in AWI over the past 11 years. At my first annual convention in Denver, CO in 2010, I was a newbie, not knowing anyone. But I had an advantage, seeing first-hand what AWI did for my father, Yves DesMarais, and our company, that grew from his experiences over the years with AWI. From that point on I became not only a member, but an engaged volunteer, a contributor, to AWI. And every time over the past 11 years that I gave, I received TENFOLD back.

**Financial Update**

I am pleased to report that AWI continues to remain financially strong which has been verified by our annual audit conducted by our CPA firm. As of our latest YTD financial statements in October 2021, we have **$6.4 million in Total Assets**, consisting of adequate operating cash and cash reserves, as well as managed investments with Merrill Lynch, and also Fixed Assets.

**AWI Standards Update: Which Ones and What Stage?**

Since the November edition of NewsBriefs, AWI Standards development has been moving along at a rapid pace and Standards are in various stages of progress. A summary follows:

- **1236 – Countertops:** The proposed American National Standard was open for a **SECOND** Public Comment period until Nov. 30, inviting directly and materially interested parties to review and comment on changes made to improve the Standard made by the AWI Technical Committee in response to feedback obtained during the **INITIAL** Public Comment and Canvass period. Once the Canvass body has reviewed any additional changes this month from such interested parties, the next steps will be EITHER have the AWI Technical Committee make further edits and revisions to the Standard based on additional comments during this period OR submit the Standard to ANSI along with the necessary paperwork for approval and final action.

- **400 – Factory Finishing:** The Public Comment Period closed Sept. 14 and the AWI Technical Committee is reviewing feedback and responding to comments.
AWI’s Net Assets, or Total Member Equity, stands at $5.45 million, providing for a secure base for future member benefits. Our managed investments are benefiting from a strong market rebound after 2020, and have provided AWI with Total Other Income of around $300,000 year-to-date.

Our association delivers those future investments through the Board of Directors’ strategic planning process.

**AWI’s 1st Strategic Goal**

“Industry - AWI will be recognized as the primary knowledge resource and integral partner for education and standards in the architectural woodwork and related interior finishes industry.”

- Implemented a Marketing and Communications Plan that encompasses education, standards, and services offered to both members and to the general industry.
- Engaged in outreach with CSI nationally, regionally, and at local chapters. We completed 24 virtual and in-person events in 2021.
- Twenty-two sponsorships and events are in the planning stages for 2022.
- Collaborated with associations to advance AWI initiatives (WMMA, WMIA, SMA, AWFS, AIA, CSI, etc.).
- Collaborated with the Wood Industry Resource Collaborative (WIRC) on their YouWood Career Campaign.

**AWI’s 2nd Strategic Goal**

“AWI Standards - Create, update, and publish the AWI Standard for architectural woodwork and related interior finishes industry.”

- Standards in Canvas/Public Comment: 400 – Factory Finishing; 1232 – Manufactured Casework; and 1236 – Countertops.

**AWI’s 3rd Strategic Goal**

“Education - AWI will develop, and expand access to world-class industry-specific educational resources, business and career development, and networking opportunities.”

- Delivered spring Virtual Education webinars and fall in-person Education seminars.
- Hosted webinars, Family Gatherings and Virtual Chapter events.
- Appointed new AWI Staff – Education Director, Jeff Brown.
- Conducted our first in-person conference in one year – Spring Leadership Conference in Milwaukee, WI.
- Hosted our Annual Convention and General Meeting at the Margaritaville Resort at Lake Conroe, TX.

**AWI’s 4th Strategic Goal:**

“Organizational Excellence - AWI will cultivate a high-performing volunteer and staff-led organization.”

- Introduced staff and board development opportunities through ASAE training.
- Introduced Chapter Workbench training to engage and develop our Chapter Leadership.

**2021 AWI PARTNERS**

AWI thanks these members listed at right and whose additional support throughout the year helped 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.

*AWI NEWS*

State of the Association—A Review of 2021 (cont. from page 1)
2021 COMMITTEE CHAIRS AND TEAM LEADS

AWI thanks the following for their contributions of time and talent as volunteer leaders in 2021. The team work by all is much appreciated.

Audit Committee
Skip Heidler, Chair
Heidler Hardwood & Lumber Company

Bylaws & Policy Committee
Tyler Cerny, Chair
Strata Design

Finance Committee
Sebastien DesMarais, Chair
Hollywood Woodwork, Inc.

Insurance & Safety Committee
Dustin Giffin, Chair
Giffin Interior & Fixture, Inc.

Marketing Committee
Katie Allen, Co-Chair, AWI
Tara Grassie, Co-Chair, Limelight Marketing

Nominating Committee
Mike Coticchio, Chair
Siteline Interior Carpentry, Inc.

Past Presidents Advisory Committee
Doug Mock, Chair
Mock Woodworking

SkillsUSA Committee
Kristine Cox, Chair
Rowland Woodworking, Inc.

Technical Committee
Greg Lutz, Chair
Lutz Woodworks, Inc.

Quality Certification Commission
Rosa Cheney, Chair
Rosa D. Cheney, AIA, PLLC

AWI-QCC Integration Taskforce
Sebastien DesMarais, Chair
Hollywood Woodwork, Inc.

Advanced Estimating Seminar Team
Luke Remmert, Lead
Remmert & Company

Contracts Seminar Team
Sandy Sandberg, Lead
Granite Mills

Financial Management Seminar Team
Sebastien DesMarais, Lead
Hollywood Woodwork, Inc.

Project Management Seminar Team
Bob Krejci, Lead
Riverside Architectural Millwork

One organization,
One leadership,
One board,
One staff, One
Strategic Plan...

AWI’s 5th Strategic Goal:
“Membership - Stimulate membership growth, engagement, and retention.”

• Updated governing documents: AWI Bylaws and Policy. (Consultants brought us up-to-date to current association trends, laws, and terminology.)
• Accepted the retirement of an industry icon, Randy Estabrook, after his lifetime of participating in and giving to our industry and to the Quality Certification Program (QCP). Welcomed his replacement by QCP’s very own, Greg Parham.
• Welcomed AWI-QCC integration, which was supported and voted on by both AWI and QCP boards. The goal: To Create One organization, One leadership, One board, One staff, One Strategic Plan, to carry both organizations forward, together, into the future.
  — Created Quality Certification Commission (previously QCC board) with complete autonomy on confidential proceedings and decisions made as a result of any appellant hearings addressing QCP projects or participant actions.
  — The outcome for the AWI Education Foundation (AWIEF) was creation of the Randolph Estabrook Scholarship. QCC contributed $2 million, and the AWIEF will dispense up to $50,000 in scholarships and $100,000 in grants EACH YEAR.

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Overall, our membership numbers have increased this year over last year.

Revamped new member onboarding process.

Introduced improvements to Corporate Partners Program tailored to Supplier Member needs.

Announced numerous activities towards board and volunteer sustainability planning as well as Chapter Officer Council support.

(continued on page 4)
AWI STANDARDS UPDATE... (cont. from page 1)

Once the Canvass body has reviewed any changes, the next steps will be EITHER to submit the Standard to ANSI along with the necessary paperwork for approval and final action, OR recirculate to the Canvass body and invite Public Comment.

• **1232 – Manufactured Wood Casework:** The proposed American National Standard was open for Public Comment through Oct. 11. The AWI Technical Committee is reviewing comments and responding to suggestions by interested parties. Once the Canvass body has reviewed any changes, the next steps will be EITHER to submit the Standard to ANSI along with the necessary paperwork for approval and final action, OR recirculate to the Canvass body and invite Public Comment.

• **0642 – Wood Paneling:** This proposed Standard is still in development and will be open for Canvass and Public Comment when released in the near future.

• **0622 – Millwork:** This proposed Standard is still in development and will be open for Canvass and Public Comment when released in the near future.

AWI is following American National Standards Institute (ANSI) procedures that require openness, balance, consens- sus, and due process. 

**AWI NEWS**

New AWI Members

MANUFACTURER

**FORGED IN WOOD, LLC**

PROSPECT, KY

INDUSTRY

**ELITE CABINETS AND BUILDING SUPPLY**

KILLDEER, ND

SUPPLIER

**BUILD WELL FOR GENERAL CONTRACTING COMPANY, WLL**

HAWALLI, KUWAIT

NOTE: THESE NEW MEMBERS JOINED AWI IN OCTOBER 2021

**STATE OF THE ASSOCIATION... (cont. from page 3)**

• And finally, to support member engagement in our new AWI Standards ad testing requirements, the board approved the following new membership benefits and allocations for product testing:
  — $20,000 shipping for AWS compliant cabinets.
  — $25,000 for survey-driven testing (in fabrication).
  — Free test battery for all Manufacturing and Industry Members.

• All passing testing results will be published (anonymously), all of which will become part of your AWI membership benefits, and will be made available to the design community.

**Closing**

I thank all of our volunteers and our staff for everything they give to our association. I thank you for ASSOCIATING; for creating value for our industry. I am excited for what the future holds for AWI, the architectural woodworking industry, and for all of our members. And remember, WE ARE AWI STRONG.

Sebastien DesMarais is the president of Hollywood Woodwork, Inc., an employee-owned architectural millwork company based in Hollywood, FL since 1968. As the Chair of AWI’s Financial Management Team, Sebastien has lectured extensively at AWI conventions, conferences and Financial Management Seminars. In 2015, he was elected to AWI’s Board of Directors and in 2016 became an Officer of AWI, including stints as Treasurer. In 2020 Sebastien began serving as AWI President-Elect, and on Jan. 1, 2021 advanced to AWI’s presidency for a one-year term.

**AWI MEMBERSHIP BENEFIT BRIEF**

**DID YOU KNOW?**

AWI offers AWI Manufacturing Members opportunities to join Best Practice Groups (BPG) for peer-to-peer support, insight, and potential solutions about common challenges architectural woodworkers experience. Learn more about the BPGs by logging into the Members Only area at www.awinet.org > Best Practice Groups.

**Merry Christmas & Seasons’ Greetings to All.**