AWI is pleased to announce that the results of the 2021 Cost of Doing Business Survey (CoDBS) are now available for purchase by non-participants in this year’s survey of 2020 financial experience.

Printed Book Pricing
(Participating AWI Manufacturers received a complimentary copy.)

- Non-participating
  AWI Members - $495
- Non-members - $995

Executive Summary
An Executive Summary of selected highlights of the CoDBS is posted on the website, www.awinet.org, in the Members Only area > CoDBS. All AWI members are invited to access the online summary.

More Highlights
Selected highlights of the Cost of Doing Business Survey Results are also accessible in more detail in two other AWI resources.

- Friday Family Gathering (FFG) of June 11 Recording
  AWI President Sebastien DesMarais shared selected top-level highlights of the 2021 AWI Cost of Doing Business Survey Results. Find the recording of “CoDBS and Industry”

AWI NewsBriefs | AWI’s monthly newsletter is published as a service for members to help them improve operations and grow their businesses. NewsBriefs is also a resource for news and information about AWI’s products, programs and publications and other membership benefits and services. •

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GET THE CODBS RESULTS... (cont. from page 1)

Trends” on the Family Gatherings page in the Members Only section of www.awinet.org.

• **AWI NewsBriefs, August Edition**
  “A Sneak Peek at Industry Trends” offered some insights from that Family Gathering episode. Find it on the cover page of August NewsBriefs online.

**Deeper Examination**
While the FFG gave a sample of the results, a full webinar, “CoDBS: The Results Are In,” is expected to take place at a later date. Stay tuned for an announcement from AWI. Participation in the webinar is open to all AWI Manufacturing, Supplier and Industry Members.

**Deep Dive**
Participating AWI Manufacturing Members receive a customized electronic file of their financial data for comparison with the aggregated results of both average industry as well as high-profit firms. This is the ultimate package of benefits which is valuable for strategic planning, as well as other uses. CoDBS participants have been sent the electronic files as well as a printed Results Book.

**AWI Standards Development Progress**
As they continue work on the next generation of AWI Standards, the AWI Technical Committee and AWI Standards Development Staff have been steadily ticking off the task boxes on the balance of Standards that will eventually replace all of the Architectural Woodwork Standards, Edition 2 (2014).

**Current Work on the Boards**
- **400 – Finishing** began the ANSI canvass process on July 30, 2021, which was open for 30 days through Aug. 29. Public comments are welcome for 45 days through Sept. 13.
- **1232 – Manufacturing Casework** is being prepared for the canvass and public comment phase.
- **0642 – Wood Paneling.** The Technical Committee has begun review and development of this Standard with an estimated time of arrival undetermined at this time, as this can be dependent on the other Standards in process.

**AWI Seminars**
Return F2F This Fall

This fall AWI Chapters will be hosting four of AWI’s core education programs in various regions around the country, face-to-face (F2F) for the first time this year. Visit www.awinet.org for agendas, speakers, accommodations, and registration. Meanwhile, mark your calendar, and remember to register early for these limited-capacity sessions that engage the presenters and attendees in intimate discussions.

- **October 15**
  **Contracts**
  Venue: FloForm, Kent, WA
  Host: Washington Chapter

- **October 21 & 22**
  **Advanced Estimating**
  Venue: The Hampton Inn-Downtown Cincinnati, Cincinnati, OH
  Host: Ohio Valley Chapter

- **November 4 & 5**
  **Project Management**
  Venue: Hershey Lodge, Hershey, PA
  Host: Central PA Chapter

- **November 11 & 12**
  **Financial Management**
  Venue: Chicago Regional Council of Carpenters Apprentice & Training Program, Elk Grove Village, IL
  Host: Chicago Chapter

**2021 AWI Partners**
AWI thanks these members listed at right and welcomes them to the new AWI Partner Program. Their additional support throughout the year helps to fund the association’s programs, publications and other services for members. AWI Manufacturing Members are encouraged to connect with these partners anytime at www.awinet.org whenever a need arises for their services. To learn more about the program for AWI members contact AWI Director of Marketing & Membership Katie Allen at kallen@awinet.org.
MARC SANDERSON TO HEADLINE CONVENTION WORKSHOP

Take a dive with Marc Sanderson of Wilkie Sanderson and INNERGY to examine the “Life Cycle of a Project,” slated for Oct. 6, as part of the 69th AWI Annual Convention, Oct. 6-8, 2021 at the Margaritaville Resort at Lake Conroe, Montgomery, TX.

“Profitability is made prior to the sawdust! Producing sawdust has been made easier by large equipment manufacturers and automation on the shop floor but the same focus and energy have not historically been applied to the front end of the workflow,” Marc says.

Join Marc as he facilitates a group learning experience from the beginning of a project through to the perfect release, attacking choke points and focusing on making a profit in a chaotic industry. Bring your current process map and come prepared to learn with and from each other.

Choose your adventure as we focus on some of the following areas: Client Selection, Project Selection, Handoff Meeting, Work Breakdown Structure (bottleneck), and Communication Tools with Project Managers (emails, RFI’s etc.)

This session is an extra-cost option. For details see the pricing section of the AWI Convention Events page at www.awinet.org.

CHAPTER NEWS

2021-2022 Distinguished Chapter Program

Get ready, get started, and go. The 2021-2022 Distinguished Chapter Program (DCP) kicked off on Aug. 1. There’s no time to waste to start accumulating points in the program. You could win Distinguished Chapter status AND beat all other Chapters to nab top honors as Distinguished Chapter of the Year! The new DCP runs through July 31, 2022.

AWI EVENTS

STRENGTHEN YOUR SPIRIT ...

with new and old friends. Visit with suppliers at other Product Fair sessions throughout the convention.

• Hear AWI President Sebastien DesMarais enlighten attendees about the big changes in AWI, and applaud Distinguished Chapters, Standard of Excellence winners, and Safety Achievement honorees.

The perfect place to unwind from the pandemic’s disruption to life and business.

• Join attendees for the President’s Dinner under the Stars on the Water Terrace, a stunning setting for the transition of AWI leadership.

• End the official convention at the Closing Night Poolside Celebration of Randy Estabrook.

Product Fair – Connect with Suppliers

Connect with AWI Supplier & other Members at the AWI Product Fair during the open hours as follows:

• Wed., Oct. 6 (6:30 – 8:30 pm) — Product Fair and Welcome Reception

• Thurs., Oct. 7 (2:15 – 3:15 pm) — Product Fair and Ice Cream Hour

• Fri., Oct. 8 (9:45 – 10:30 am) — Product Fair

For more details and to register, visit the Annual Convention page under Events on the AWI website, www.awinet.org. Register early and take advantage of the discounted prices for the Convention. Don’t delay – registration fees go up after Sept. 18.
Members Approve Major AWI Bylaws Revisions

The AWI Board-approved recommended proposed Bylaws were approved by membership vote and became effective Aug. 5, 2021.

A Bylaws Committee chaired by AWI Immediate Past President Tyler Cerny tackled the tedious project emanating from long-standing AWI practices that needed updating to reflect current association processes and management. The recommended amendments include not only revisions to align the Bylaws with today’s best practices in association management, but also to accommodate the rejoining of the Quality Certification Program back into AWI.

An outside firm was engaged to guide the Bylaws revision process and consult with the committee whose final document was submitted to the AWI Board of Directors for their acceptance in July. The board gave the go-ahead for submission to the AWI membership, which resulted in final approval during the voting process that began on July 28.

AWI President Sebastien DesMarais and AWI EVP Doug Hague express their gratitude for your participation, review and vote, during this important process. “Thank you for your membership and commitment to AWI.”

To review the updated Bylaws, visit the Members Only section of www.awinet.org. For highlights of the revisions, listen to the webinar, “Time for a Change,” held and recorded on July 9. You’ll find it on the Family Gatherings page in the Members Only section of the website.

AWI Standards Development Progress... (cont. from page 2)

Work in the Que Afterwards

Completion of the above Standards will dictate timing of the development process for the following:

- 0622 – Millwork
- 0646 – Wood Trim
- 0648 – Wood Door Frames
- 0817 – Integrated Door Opening Assemblies
- 1235 – Specialty Casework

Stay tuned to AWI NewsBriefs and e-briefs for continuing Standards development news.