Get ready for the opening of the 2022 AWI Cost of Doing Business Survey (CoDBS) of 2021 financials. Submissions from AWI Manufacturing Members will be accepted in the confidential Inverra portal beginning March 21. Watch for an e-mail from AWI directing you to the online submission site when it opens.

AWI’s premier financial management tool exclusively for AWI Manufacturing Members is a valuable resource for tracking financial data input by participants that is aggregated and produces results for helping members analyze and improve their financial health. It is an avenue to establish consistency and measurable trend data.

Participation in the CoDBS is at no cost to you, only the time it takes you to complete. The survey is conducted for AWI by Inverra, which keeps all individual data totally confidential. Only aggregated data is available to participants, thereby maintaining the confidentiality of individual company data.

How did you weather the pandemic storm of project shut-downs, supply chain disruption, employee retention and hiring, inflation, COVID financial aid, and more? Record your financials in the CoDBS.

The AWI Technical Committee chaired by Cory Bittner of TMI Systems Corporation is rapidly moving AWI Standards development through the American National Standards Institute process to replace the Architectural Woodwork Standards, Edition 2 (AWS2) in its entirely.

“The estimated timeline is that the entirely new suite of AWI Standards will be completed through Technical Committee development and will have begun the ANSI process by end of 2022,” explained AWI Technical Director Hunter Morrison.

Three proposed Standards recently have gone through the drafting process, the initial Public Comment Period and Canvass process, and each has seen the closing of a Comment Period and Canvass recirculation process about substantive changes made in the recent round of feedback.

• AWI 0400 – Factory Finishing
• ANSI/AWI 1232 – Manufactured Wood Casework
• ANSI/AWI 1236 – Countertops

The most recent Public Comment Period of proposed changes ended Feb. 27th for AWI 0400 and on March 6 for

(continues on page 2)
Participate now before you are possibly blindsided by other changes in your financials that you didn’t prepare for.

**New Survey Features in 2022**

Lauren Bourland, a member of AWI’s Financial Management Education Team, Finance Committee and Board of Directors, reports that the following new features have been added to this year’s survey:

- Adjusted regions, reducing them from nine to six, mostly according to the map featured here.
- Some sections to track COVID financial aid, keeping this separate in order to isolate related operation performance.

**CODBS Take-Aways**

Reap the rewards of an excellent return on your investment of time to complete the survey. The Cost of Doing Business Survey Results:

- Create a fully secure, online database of your company’s financials.
- Deliver a powerful trend-analysis tool.
- Allow you to compare your results across different industry breakouts.
- Enable printing of unique reports and trend data.
- Include a complimentary CODBS Results book.

**Good Reasons to Participate**

- Know your own costs, digging deeper than ever before.
- Mine the information in the aggregated results.
- Understand your competition.
- Trim and control expenses.
- Trace industry trends against your financials.
- Detect early warnings of any financial difficulties.
- Plan cash flow.
- Assess overall company productivity and efficiency.
- Devise financial strategies going forward.
- Show evidence of the industry’s health when seeking credit.
- Gauge performance vs. industry peers to identify strengths and weaknesses.
- Evaluate your company’s salaries vs. regional industry averages.
- Grow your business!

“We have a unique industry and being able to have an industry-specific financial benchmarking tool is a valuable way to compare your performance against like businesses. It has helped us with everything from setting up our GL accounts to our staffing levels and compensation,” according to Lauren Bourland, COO of Custom Source Woodworking, Inc.

**CODBS Deliveries**

The target date for release of the CoDBS results is June 1.

“I suspect we’ll see a mixed bag from 2021 data as it was a high volume

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Back in 2005 when AWI launched the new Best Practice Groups (BPG), the fledgling peer-to-peer mentoring program consisted of a handful of non-competitive architectural woodwork business leaders. Since then, nine BPGs are successfully engaging 70 total participants who hail from 27 different states.

These active support groups embody AWI’s 2022 Theme: All Together in 2022! United in Excellence. Nothing could be closer to that concept than AWI Best Practice Groups, as participants share in a confidential environment their successes and failures that help each other take their businesses to the next level of success.

With a few BPGs seeking additional AWI Manufacturing Member business leaders, AWI decided the time is right to remind NewsBriefs subscribers about the value of the mentoring groups to the participants.

**Purpose**
To assist manufacturing company owners and top managers to improve their business performance, plant operations, and profit attainment through long-term structured peer group networking.

**Participants**
Owners and top managers of AWI Manufacturing Member firms – business size is not a consideration. Groups will consist of non-competitors to allow for the sharing of confidential and related information among eight to 10 participating members.

**Meetings**
Typically, three one-day meetings are scheduled yearly with meeting dates and locations determined by the group. Each BPG is self-directed and autonomous in its selection of meeting topics, conduct of meetings, and sharing of information.

Best Practices Group meetings take place at member company locations on a rotating basis. The Host for each meeting is responsible for setting-up and fully communicating all arrangements for destination airport, hotel, food, meeting room facilities, and hosting the evening dinner. The Host pays all on-site expenses of the Best Practices Group meeting. Participants cover their own expenses.

In addition, some BPGs conduct shop tours, schedule non-business activity, and/or enjoy an evening dinner.

**Full Details**
For details, go to the “Members Only” section of www.awinet.org to access BPG policy information, operating guidelines, fees and more. Elevate your business practices and make them BEST Practices.

If you are interested in exploring participation in a BPG, contact staff liaison Taylor Shaughnessy at tshaughnessy@awinet.org.

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**BPG MEMBERS SEE VALUE**

**What some participants say...**

“We seriously look at each person’s problem and offer suggestions.”
John Leininger of Leininger Cabinet & Woodworking (long-time participant)

“For our Women’s BPG, we carve out some time for something personal. This helps to form a bond among group members, which continues apart from the BPG meetings.”
Kristine Cox (AWI Past President), Rowland Woodworking (long-time participant)

“During our shop tours (associated with BPG meetings), we dig deeper than in a more typical architectural woodwork plant tour.”
Sebastien DesMarais (AWI Immediate Past President), Hollywood Woodwork (long-time participant)

“The single best decision you can make for running your business is to be in a Best Practice Group. It gives you to opportunity to interact with business owners who are dealing with the exact same issues you navigate daily.”
Zach Deas, Deas Millwork (5+ year participant)
the other two proposed Standards. Each is getting close to submission to ANSI for final review and approval.

In conformance with American National Standards Institute requirements for standards development, AWI is following procedures that require openness, balance, consensus, and due process.

The Architectural Woodwork Institute (AWI) has produced and collaborated on the development of standards in accordance with its mission since its founding in 1953 to the present day. AWI is an ANSI-accredited Standards Developer Organization.

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 and is committed to strengthening its impact, both domestically and internationally. ANSI represents the diverse interests of more than 270,000 companies and organizations, and 30 million professionals.

A FINANCIAL MANAGEMENT TOOL... (cont. from page 2)

year for many due to many delays that resulted from 2020 shutdowns; however, with increasing material and labor costs things were challenging for our members,” said Sebastien DesMarais, President of Hollywood Woodwork and Chair of the Financial Management Education Team.

AWI Manufacturing Member Participants...

Those who participate in the CoDBS receive confidential, customized online results for analyzing trends and changes for closer examination and action. In addition, complimentary copies of the 2022 Cost of Doing Business Survey and Compensation Study Report are provided.

All other Non-participating AWI Members...

Those who do not participate receive the Executive Summary only which will be available in the password-protected “Members Only” area of www.awinet.org. Printed copies may be purchased for a fee.