



The National Insulation Association's

2022 ANNUAL REPORT

NIA Board of Directors



Front Row (L-R)

Jon Perry, *Specialty Products & Insulation*; J. Kenneth Freeman, *Petrin, LLC*; John Lamberton, *Irex Contracting Group*; Laura Dover, *Dover Insulation, Inc.*; Rick Sutphin, *Performance Contracting, Inc.*; Joseph P. Leo, Jr., *Atlantic Contracting & Specialties, LLC*; Mellanie Askew, *Coverflex Manufacturing, Inc.*; David B. Patrick, *Apache Industrial Services, Inc.*;

Back Row (L-R)

Mike Feehery*, *Specialty Products & Insulation*; Shawn Reichenbach, *Performance Contracting, Inc.*; Jack Bittner, *Johns Manville*; David J. Cox, *Owens Corning*; John Stevens, *Thermal Solutions, Inc.*; Jake Erickson, *Armacell*; Marc Napolitano, *Insulation Materials Corp.*; Brian Willett, *Gribbins Insulation Co., Inc.*

Not Pictured

Gary Auman, *Auman, Mahan & Furry*; Matt Caldwell, *Caldwell Insulation, Inc.*; John K. Freeman, Jr., *Petrin, LLC*; J. Kenneth Freeman, *Petrin, LLC*; Matt Hymer, *Midwest Materials Co.*; Michele M. Jones, *NIA EVP/CEO*; Steve Margolius, *Distribution International, Inc.*; Jerry McCaffrey, *Thermal Solutions Contracting, Inc.*; Rudy Nigl, *L & C Insulation, Inc.*; Dana Vlk, *Retired*

* Mike Feehery passed away on May 13, 2022. NIA mourns his passing but will never forget the contributions he made to better the industry and NIA.

VISIT US AT:

LinkedIn www.tinyurl.com/LinkedInNIAinfo
Twitter www.Twitter.com/NIAinfo
You Tube www.YouTube.com/NIAinfo
Websites www.insulation.org
www.InsulationOutlook.com
www.InsulateMetalBuildings.org

NIA | National Insulation Association®

National Insulation Association
516 Herndon Parkway, Suite D, Herndon, VA 20170
(P) 703-464-6422 (F) 703-464-5896

NIA's 2022 Annual Report

Table of Contents

4 Leadership Message	20 Activity Updates
5 Board of Directors and Mission	20 Strategic Partnerships and Coalitions
5 Mission Statement	21 Marketing the Thermal Insulation
5 Association Organization Chart	Inspector Certification Program and
	the Importance of Inspection of
	Insulation for Mechanical Systems
6 Membership	22 A New Era for the Foundation for
6 Active Members by	Education, Training, and Industry
Revenue Category	Advancement
6 Members by Membership Type	
7 NIA Committee Structure	23 Training and Education
7 Industry-Specific	23 Beginner Training Courses
Operating Committees	23 Intermediate Training Courses
10 General Operating Committees	24 Advanced Training Courses
12 Standing Committees	25 Educational Webinars
	25 NIA's Education Center
13 Products and Services	26 Meetings
13 Products	26 NIA's 66th Annual Convention
13 Services and Other Resources	27 Convention Sponsors
	28 Fall Summit 2022
14 Communications	28 Fall Summit Sponsors
14 Email Communications	
15 Websites	29 Awards
16 Social Media	29 NIA's Premier Industry
	Manufacturer Program™
17 Publications	29 2021 NIA's Safety Excellence
17 <i>Buyer's Guide: Insulation Products &</i>	Award Winners
<i>Providers</i>	
17 <i>NIA News</i>	32 NIA Financials 2022
18 <i>Insulation Outlook Magazine</i>	
19 Advertisers	34 NIA Staff and Consultants

Leadership Message

2022 was a year of tremendous accomplishment for the National Insulation Association (NIA), as our association made great strides not only in promoting the value of mechanical insulation as a means to help companies and our nation reach carbon-reduction goals, conserve energy, save money, improve process efficiency, and preserve worker safety, but also in providing new resources for members to achieve business and career goals. It was also truly a year of *Progress through Unity*, as so much of what we accomplished was enhanced, if not made possible, by cooperation and collaboration among NIA members and staff, and with others in industry and government.

As one example, after years of research, planning, and application, the Foundation for Mechanical Insulation Education, Training, and Industry Advancement (Foundation) was approved by the Internal Revenue Service as a tax-exempt 501(c)(3) organization on May 4, 2021. While the original mission to develop and implement strategies and recommend processes to advance and expand the commercial and industrial insulation industry remains, as an independent organization with tax-exempt status (rather than a standing committee within NIA), the Foundation is able to pursue grant opportunities and funding from groups and individuals that may prefer contributing to a charitable organization. This exciting development would not have been possible without the dedicated efforts of NIA staff, and its continued far-reaching benefits to NIA members and the industry as a whole are only achievable with the generous support of donors. Please see page 20 for more details.

Throughout the year, NIA collaborated with industry and government to raise awareness of insulation's many benefits, working with the Insulation Industry Association Council (IIAC) to develop a building decarbonization policy statement; commissioning a study—with North American Insulation Manufacturers Association (NAIMA), Insulation Contractors Association of America, American Chemistry Council (Plastics Division), and Polyisocyanurate Insulation Manufacturers Association (PIMA)—on the energy and emissions impacts and economic benefits of installing code-compliant insulation across building sectors at the state and national levels; renewing an agreement to collaborate with the Energy Management Association; and partnering with the Industry Policy Conference to promote numerous webinars for NIA

members (see pages 20 for more information on NIA's strategic partnerships and coalitions). NIA also strengthened our relationship with the U.S. Department of Energy (DOE), by being accepted as a DOE Better Climate Challenge Ally. NIA is excited to be an Ally and amplify the message about the power of insulation as a thermal technology solution to reduce GHG emissions and increase energy efficiency.

In other notable developments, NIA's 2022 Annual Convention and Fall Summit were both well attended, bringing in new members and first-time attendees, demonstrating growing awareness of the association's value and the value of the opportunities for networking and learning these events offer. NIA's 2022 Premier Industry Manufacturers and 2021 Safety Excellence Award Winners were recognized for their achievements; and 20 individuals attained Certified Insulation Energy Appraiser status, as 30 others trained for and became Certified Thermal Insulation Inspectors.

On the subject of training and education, in December, NIA launched its Education Center, designed to meet the need for easily accessible, on-demand training and educational resources from a trusted industry source. As the go-to national source for information and training tools specifically designed for those involved in the mechanical insulation industry, the Education Center demonstrates why NIA is known as the Voice of the Insulation Industry. With new content added continuously by NIA staff—with subject matter expertise, input, and review from NIA members—to meet needs identified by NIA membership, the Education Center will help individuals, member companies, and our industry advance well into the future.

It has never been a more exciting time to be part of NIA, and it has been an honor to serve as President and represent our association, its members, and our industry. I look forward to seeing what we are able to accomplish together in 2023.



Joseph P. Leo, Jr., NIA President



Michele M. Jones, NIA EVP/CEO



Mission

NIA is a not-for-profit organization representing all facets of the commercial, industrial, and mechanical insulation industry. NIA is led and funded by its members, and operates through a committee structure. NIA committees and various task forces review and assess issues and recommend actions to NIA's Board of Directors. Board-approved actions are then carried out by staff.

NIA's membership consists of merit (open shop) and union contractors, distributors, fabricators, metal building laminators, and manufacturers. These companies provide thermal insulation, insulation accessories, and components to the commercial, mechanical, and industrial markets throughout the nation and internationally. Since 1953, the Northern Virginia-based association has been the voice of the insulation industry, dedicated to keeping its members up to date on the latest trends and technologies.

Mission Statement

NIA's mission is to increase the success and professionalism of its membership by:

- Strengthening and developing the insulation industry;
- Elevating the image of industry standards;
- Keeping members informed of important industry-related developments; and
- Serving as an effective industry representative with outside groups, such as government and labor.

ASSOCIATION ORGANIZATION CHART



NIA's 2022-2023 Board of Directors

President

Joseph P. Leo, Jr., *Atlantic Contracting & Specialties, LLC*

President-Elect

Laura Dover, *Dover Insulation, Inc.*

Secretary/Treasurer

Jack Bittner, *Johns Manville*

Assistant Treasurer

Rick Sutphin, *Performance Contracting, Inc.*

Immediate Past President

David J. Cox, *Owens Corning*

Regional Representatives

Brian Willett, *Gribbins Insulation Company, Inc.* (CSIA)

Rick Baptista, *Irex Contracting Group* (ESICA)

Matt Hymer, *Midwest Materials Co.* (MICA)

Matt Caldwell, *Caldwell Insulation, Inc.* (SEICA)

Daniel King, *Bay Insulation Systems, Inc.* (SWICA)

Shawn Reichenbach, *Performance Contracting, Inc.* (WICA)

At-Large Representatives

Mellanie Askew, *Coverflex Manufacturing, Inc.*

John K. Freeman, Jr., *Petrin, LLC*

Marc Napolitano, *Insulation Materials Corp.*

David Patrick, *Apache Industrial Services, Inc.*

Jon Perry, *Specialty Products & Insulation*

John Stevens, *Thermal Solutions-Ohio, Inc.*

Associates' Committee Appointee

Jake Erickson, *Armacell* (Associate)

Past President Advisors

J. Kenneth Freeman, *Petrin, LLC*

John Lamberton, *Irex Contracting Group*

NIA EVP/CEO

Michele M. Jones

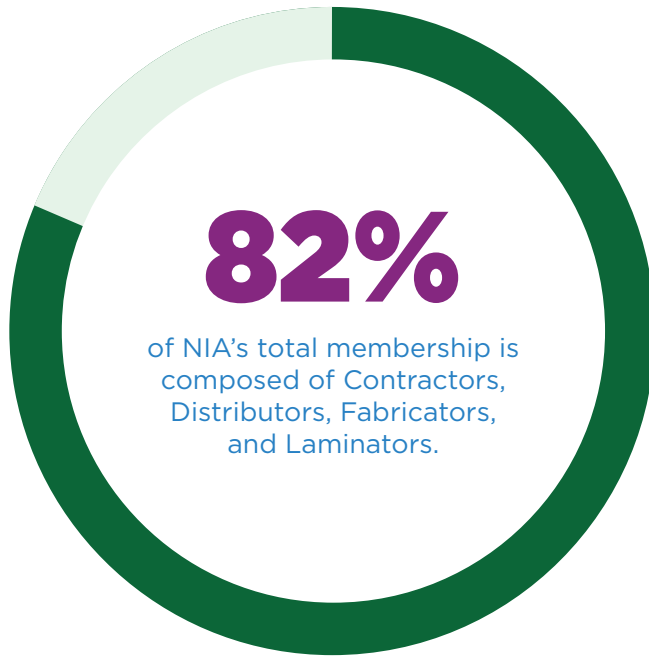
General Counsel

Gary Auman, *Auman, Mahan & Furry*

Membership

NIA is the voice of contractors, distributors, fabricators, manufacturers, metal building laminators, and others in the commercial, industrial, and mechanical insulation industry. Membership in NIA is on an annual basis. In 2022, NIA represented 300 member companies, as well as 341 branches of those companies, totaling 624 locations.

NIA members lead the association through a committee structure. In 2022, NIA committees held meetings to fulfill their purposes and objectives, including reviewing issues and recommending actions to NIA's Board of Directors. NIA has 247 active members.



Active Members by Revenue Category

Active Members (Contractors, Distributors, Fabricators, Laminators) by Size (Annual Revenue in Millions):

50%	\$0–3 Million
21%	\$3–6 Million
11%	\$6–10 Million
4%	\$10–15 Million
5%	\$15–20 Million
2%	\$20–30 Million
3%	\$30–50 Million
4%	\$50+ Million

Members by Membership Type

Member Demographics

(Percentage Based on Total Members = 300):

64%	Contractors
13%	Associates
7%	Distributors
8%	Fabricators
3%	Laminators
2%	International
1%	Associate Suppliers
1%	Affiliates
1%	Consultant/Manufacturers Representatives



NIA Committee Structure

NIA's Board of Directors is responsible for establishing the association's operating and standing committees.

The operating committees include the Associates, Distributors/Fabricators, Health and Safety, Membership, Merit Contractors, Metal Building Laminators, Technical Information, Union Contractors, and Young Professional Advisory Committees. Each operating committee has a stated purpose and prioritized objectives.

The standing committees are the Convention, Education and Training, Executive, Fall Summit, Finance, Nominating, and Planning Committees, as well as the Foundation for Education, Training, and Industry Advancement (Foundation) Steering Committee. All meetings of standing committees are closed meetings, open only to members of the committee, staff, NIA General Counsel, consultants, and guests whose attendance is requested by either the Chair of the committee or the NIA President.

Industry-Specific Operating Committees

Associates Committee

Chair: Sandy Shattles, Armacell

Vice Chair: Louis Walton, Proto Corp.

Secretary: Ginny Gier, Owens Corning

Members: Manufacturers, manufacturers' representatives, and associate suppliers. The Associates Committee strengthens and expands the insulation industry through education, technical assistance, subject matter expertise, and association membership growth. In 2022, the Associates Committee met in the spring at the Annual Convention and then at the Fall Summit, with 76 and 45 attendees, respectively, for an average of 61 attendees.

2022 committee activities included the following:

- Affirming its commitment to take a greater role in generating *Insulation Outlook* magazine content. The Associates committee will have a task force to help gather content for the magazine and has added this as a part of its 11 Committee Purposes/Objectives/Actions. Task force volunteers are Jack Bittner, Dave Cox, Louis Walton, Larry Rice, and Mike Kozokowsky. The Technical Information Committee will continue its role of reviewing the technical articles for the magazine.
- Discussing NIA's Industry Measurement Survey for summer 2023. Ron King updated the committee and got feedback for future surveys and methodology. He shared that NIA has worked with Industry Insights since 1999 for the survey, which is published every other year. Findings show that the industry typically experiences a recession 18 to 24 months after the rest of the economy. The results of the next survey should be available in summer 2023.
- Hearing a presentation called "What Does the Future of Transportation Look Like?" by speaker Alex Leslie, Research Associate from the American Transportation Research Institute. He spoke for 45 minutes on industry topics including cost, driver retention, congestion, training, and safety, and was well received by the members.
- Discussing how manufacturers can help contractors. John Leo asked that manufacturers not lock their PDFs or help contractors find an easy way to include them in bid packages in order to meet LEED requirements on projects for contractors. Mark Horvat requested help from the manufacturers on how to update project specifications for mechanical engineers. The Associates members said most manufacturers have technical staff available to help with specifications, and the easiest way to get help is to reach out to the appropriate manufacturer.

- Exploring the possibility of NIA creating a National Insulation Standard. As there are no true mechanical insulation industry standards, Ron King discussed a possible development approach, scope, and process, and asked for feedback on all aspects. He sought committee members' feedback on whether it is a worthy, manageable endeavor for the association. It will be a major undertaking, and, once finished, standards will need to be updated, so it will be an ongoing journey. The committee had many questions and reaction was mixed.
- Hearing from Erin Roberts, Partner and Global Engineering and Construction Leader, Ernst & Young LLP, who presented "What's Coming Next? Economic Forecast and Global Supply Chain Challenges." The presentation focused on helping members prepare for and solve business logistics and scheduling issues. Roberts asked, "with continuing supply chain disruptions and evolving economic forecasts, how do you prepare for what is next?" Roberts provided an updated 2022 economic outlook and the latest on supply chain challenges and materials and labor shortages, and shared how all are being impacted by inflation.
- Electing Ginny Gier, Owens Corning, as the committee's Secretary. Louis Walton, Proto Corp., was elected Associate Representative on NIA's Board of Directors.

Distributors/Fabricators Committee

Chair: Matthew Calmeyn, Fabrication Specialties, Inc.

Vice Chair: Josh Murphy, Distribution International

Members: Distributors and fabricators. This committee promotes the value of distributors/fabricators to the mechanical insulation industry, helps grow the industry, and provides ongoing education and training to NIA's Distributor/Fabricator members. In 2022, the committee held two meetings, with 44 members attending the Convention meeting and 32 attendees at the Fall Summit meeting, for an average of 38 attendees.

In addition, the committee actions included the following:

- Learning from Alex Leslie, Research Associate, American Transportation Research Institute, who spoke for 45 minutes on industry topics including cost, driver retention, congestion, training, and safety. Leslie's presentation was entitled "What Does the Future of Transportation Look Like?" and was well received by the members.
- Hearing from Erin Roberts, Partner and Global Engineering and Construction Leader, Ernst & Young LLP, who presented "What's Coming Next? Economic Forecast and Global Supply Chain Challenges" to help members prepare for and solve business logistics and scheduling issues. Roberts asked, "with continuing supply chain disruptions and evolving economic forecasts, how do you prepare for what is next?" During this session, he provided an updated 2022 economic outlook and the latest on supply chain challenges and materials and labor shortages. Roberts also shared how all are being impacted by inflation. The session was extremely popular, and the group had a long Q&A period. The majority of the meeting was spent hearing about and discussing this topic.
- Discussing plans to contribute articles to future issues of *Insulation Outlook* and add content to their industry segment web page.
- Electing Matt Calmeyn, Fabrication Specialties, Inc. as Chair; and Josh Murphy, Distribution International, as Vice Chair.
- Discussing educational speakers and topics for its upcoming meetings.

Merit Contractors Committee

Chair: Michael McCowan, L.C. Insulations, Inc.

Vice Chair: Jordan Fiske, Anchor Insulation Co.

Members: Industrial and commercial merit contractors. In 2022, the Merit Contractors Committee met twice, including at the 66th Annual Convention on March 30, 2022, and at the Fall Summit on November 2, 2022, with an average of nine attendees.

Committee activities and discussions included the following:

- Attending a presentation at the Fall Summit from FMI's Paul Trombitas that focused on the merit contractors' perspective on the growing trend of collaborative project delivery;
- Promoting the value of active involvement in NIA

in-person events through outreach by the Committee Chair;

- Sharing regional and local market conditions in a lengthy roundtable dialogue at each meeting, including discussing expedited and delayed project schedules, backlogs, weather-related impacts, continuing effects of the pandemic, and a variety of staffing topics such as labor housing options, flexible work schedules, aging workforce, etc.;
- Communicating ideas related to award programs;
- Providing input on helpful topics and overall content for “Contractors’ Corner” in *NIA News*;
- Providing a volunteer to represent merit contractors on the Education and Training Committee;
- Supplying input for the Merit Contractor page on NIA’s website; and
- Encouraging committee participation in NIA education programs, certification programs, membership promotion campaigns, and publications.

Metal Building Laminators Committee

Chair: Dave Tomchak, Bay Insulation Systems, Inc.

Vice Chair: Chris Barton, Silvercote, A Distribution International Company

Members: Metal building laminators. This committee is composed of laminators of metal building insulation who are dedicated to developing and promoting industry standards and educational programs that will help members become more professional, productive, and profitable. It also seeks to increase awareness of the environmental and energy-saving benefits of metal building insulation among end users. In 2022, the committee and its task forces held several in-person and virtual meetings. Meetings held at the NIA Annual Convention and during the Metalcon Show averaged 8 Metal Building Laminator member companies and 6 Associate member companies for an average attendance of 40 people.

The committee focused on:

- Updating the 404 Certified Face Insulation Standard to the new MBL 404 – 2022 standard,
- Monitoring the ASHRAE standards impacting the metal building community, and
- Showcasing metal building lamination in articles in several issues of *Insulation Outlook*.

Union Contractors Committee/International Association of Heat and Frost Insulators and Allied Workers Signatory Contractors/NIA Union Contractors Subcommittee

Chair: John Lamberton, Irex Contracting Group

Vice Chair: Rick Sutphin, Performance Contracting, Inc.

Members: Union contractors. The committee promotes the growth of industrial and commercial union contractors through education, training, productivity enhancement, and strong union relations.

In 2022, committee activities included:

- Presentations from Gary Auman, Auman, Mahan and Furry, who discussed topics including significant safety updates, recent employment law changes, the latest on collective bargaining, anti-trust issues, non-compete agreements, the current climate at the Department of Labor concerning apprenticeship programs, pending legislation and rule-making regarding unions, the Supreme Court ruling on Union Strike Power, OSHA updates, and the Good Jobs Initiative;
- Member reports on market conditions in each region of the country; and
- Discussions of other issues affecting union contractors.

Young Professional Advisory Committee (YPAC)

Chair: Ashley Luse DeBoer, Luse Thermal Technologies

Vice Chair: Collin Smith, Owens Corning

Secretary: John Freeman, Petrin, LLC

Members: Associates, contractors, distributors/fabricators, and laminators. The YPAC offers a forum for young professionals to grow leadership skills, network with peers, gain industry information, and provide fresh insights and feedback to NIA management and the Board of Directors. In 2022, the committee met three times—two in-person meetings at NIA’s Annual Convention and Fall Summit, and one virtual meeting—with an average of 15 attendees per meeting.

YPAC activities included:

- Continuing the YPAC Mentor Program by encouraging new participants and discussing new topics.
- Receiving two YPAC Mentor Program presentations on the topics of “Strategic Transitions from Project Management to Team Leadership” and “Succession

Planning and Leadership Transitions.” Both mentees published their top takeaways and highlights in articles for *NIA News*.

- Hearing from NIA Board members at each meeting to provide updates on NIA's strategic priorities, including NIA President Joe Leo and NIA Assistant Treasurer Rick Sutphin.
- Discussing, drafting, and updating the committee action items, to include YPAC's commitment to diversity and inclusion in an updated action item.
- Representing the young professional perspective on the Convention and Fall Summit Planning Committees and reporting updates to the full YPAC.
- Forming one task force to address diversity and inclusion actions, and a second to research and discuss outreach to engineering students.

General Operating Committees

Education and Training Committee

Chair: John Lamberton, Irex Contracting Group

Vice Chair: R. Dean Burrows, DKB, Inc.

Members: Contractors, distributors/fabricators, and associates. This committee works closely with NIA staff to determine education and training needs for the mechanical insulation industry. In 2022, 2 virtual and 1 in-person meeting were held, averaging 14 in attendance.

In 2022, committee activities included:

- Focusing on marketing strategies for NIA's Thermal

- Insulation Inspector Certification™, including partnering with other organizations such as Inspectioneering, Association for Materials Protection and Performance, Energy Management Association, and Construction Users Roundtable to promote the benefits of inspection to their members;
- Recommending that NIA offer a learning management system (LMS) to members as a resource for mechanical insulation-focused education;
- Providing feedback on the concept of NIA's Premier Training Subscription package as part of NIA's Education Center (the LMS);
- Reviewing and helping to develop a pricing structure for NIA's Education Center;
- Prioritizing topics for the development of future microlearning courses;
- Creating course outlines for microlearning topics; and
- Providing feedback on moving NIA's Understanding Specifications and Understanding the Submittal Process courses to an on-demand format, to be developed in 2023.

Health and Safety Committee

Chair: Mike Hill, Performance Contracting, Inc.

Vice Chair: Bill McCaffrey, Irex Contracting Group

Members: Associates, contractors, distributors/fabricators, and laminators. The Health and Safety Committee is committed to the health, safety, and welfare of NIA members, customers, and the insulation industry. Through professional safety leadership, the committee promotes the highest standards of safety and health excellence to ensure a safe working environment.



In 2022, committee activities included:

- Reviewing and updating NIA's Safety Excellence Award applications;
- Reporting on up-to-date OSHA issues;
- Receiving a presentation from T. Kramer, LJB, Inc., on what is new in the fall protection arena, including recent changes to ANSI Z359, new equipment available on the market, and his top five methods to reduce fall hazard risks;
- Addressing health and safety questions from members; and
- Exploring new ideas for working with other safety organizations.

Membership Committee

Chair: Rick Sutphin, Performance Contracting, Inc.

Vice Chair: Mellanie Askew, Coverflex Manufacturing

Members: Associates, contractors, distributors/fabricators, and laminators. The Membership Committee represents all member types and regions, identifies and recruits potential member companies, increases awareness of membership benefits, and encourages participation by NIA members.

In 2022, committee activities included:

- Efforts related to goals for new member recruitment and member retention,
- Continuing its new member onboarding process and Ambassador Program,
- Examining potential resources for small contractor members, and
- Exploring ideas for working with regional insulation associations.

Technical Information Committee (TIC)

Chair: Bill Gregg, Promat, Inc.

Vice Chair: Louis Walton, Proto Corp.

Secretary: David Macias, T-FIT

Members: Associates, contractors, distributors/fabricators, and laminators. The TIC serves as a forum for identifying and addressing technical issues confronting NIA members. It is tasked with generating and reviewing content for *Insulation Outlook* magazine and reviewing technical material for NIA. In 2022, the committee met four times. Attendance was as follows: 33 TIC members at the virtual winter meeting, 56 at the Annual Convention, 23 at the virtual summer meeting, and 19 at the Fall Summit meeting, averaging 33 attendees per meeting.

TIC activities included:

- Thanking Louis Walton, Proto Corp., for serving as Secretary, and elected David Macias, T-FIT, to that position for 2022;
- Researching topics and speakers for the Annual Convention educational presentations;
- Providing technical assistance to NIA's partners and members;
- Reviewing course content for NIA's Education Center;
- Discussing and suggesting topics for articles in future issues of *Insulation Outlook* magazine;
- Conducting massive updates of the NIA Insulation Science Glossary, Guide to Insulation Product Specifications, and Insulation Materials Specification Chart; and
- Beginning the creation of two new specifications charts: Mastics and Jacketing.



2022 Standing Committees

2022–2023 NIA Board of Directors

The members of the Board of Directors are listed on page 5.

2022–2023 Executive Committee

President: Joseph P. Leo, Atlantic Contracting & Specialties, LLC

President-Elect: Laura Dover, Dover Insulation, Inc.

Secretary/Treasurer: Jack Bittner, Johns Manville

Assistant Treasurer: Rick Sutphin, Performance Contracting, Inc.

Immediate Past President: David J. Cox, Owens Corning

Convention Committee

Chair: Laura Dover, Dover Insulation

Members:

- Jack and Wendy Bittner, Johns Manville
- Dorothy Leo, Atlantic Contracting & Specialties
- Ashley Luse DeBoer, Luse Contracting Group
- Rudy Nigl, L & C Insulation
- Sandy Shattles, Armacell
- Louis Walton, Proto Corporation

The Convention Committee works with NIA staff to develop and coordinate educational programs and entertainment for NIA's Annual Convention. In 2022, the committee successfully completed NIA's 66th Annual Convention in San Antonio, Texas (see page 26 for a summary).

Fall Summit Committee

Chair: Marc Napolitano, Insulation Materials

Members:

- John Brooks, Distribution International
- Jordan Fiske, Anchor Insulation
- Kenny Graves, TBN Associates, Inc.
- David Patrick, Apache Industrial Services
- David Sandretto, DKB, Inc.
- Collin Smith, Owens Corning
- Kent Stapleford, Armacell

The Fall Summit Committee works with NIA staff to develop and coordinate educational programs for NIA's

Annual Fall Summit. In 2022, the committee successfully completed NIA's Fall Summit in Washington, DC (see page 28 for a summary).

Finance Committee

Chair: Joseph P. Leo, Atlantic Contracting & Specialties, LLC

Members:

- Dave Cox, Owens Corning
- Laura Dover, Dover Insulation
- Michele M. Jones, NIA
- Rudy Nigl, L&C Insulation (Executive Committee/Board of Directors)

The Finance Committee is responsible for developing the draft budget for the association. The committee is also charged with reviewing the financials and investments, accounting processes and the accounting team, and performance of investments and investment managers. This committee reports directly to the Executive Committee and Board of Directors.

Nominating Committee

Chair: Joseph P. Leo, *Atlantic Contracting & Specialties, LLC*

Members:

- Dan Bofinger (Past President)
- Jake Erickson, Armacell (Board of Directors)
- Michele M. Jones, NIA Executive Vice President/CEO
- John Lamberton, Irex Contracting Group (Board of Directors)
- Rudy Nigl, L&C Insulation (Executive Committee/Board of Directors)

The Nominating Committee is responsible for identifying and proposing the slate of officers and new board members to the Board of Directors and NIA membership. In 2022, the proposed slate of officers and board members was presented and approved by the Board of Directors and the full body of the membership during the March 2022 business session.

Products & Services

NIA is committed to delivering members access to top products and services that provide technical resources, increase industry awareness, and improve worker safety. NIA's numerous offerings promote insulation awareness and educate our members, the construction industry, and insulation end users. Many of the services and online resources are free or exclusive to NIA members. NIA offers products and services in the following categories: certification and training, educational resources, health and safety products, and marketing tools.

To view all of NIA's products, services, and resources, visit www.insulation.org/resources.

Top-selling Items and Member Favorites

- *Insulation Estimator's Handbook—3rd Edition*
- *Mechanical Insulation Installation Video Series*
- NIA Insulation Sampler
- *Safety Handbook for Distributors & Fabricators*
- *Safety Handbook for Insulation Workers*

Products

In 2022, NIA reviewed the association's current product offerings with various committees, leadership, and members. Free resources and services exclusive to members include:

- The NIA members-only website, featuring committee meeting minutes; a downloadable "Proud Member of NIA" logo; the Electronic Reprint Library; and human resources forms and documents such as employment applications, employee termination forms, evaluations, job descriptions, new employee forms, offer letters, safety checklists, and time-off request forms;
- *NIA News*, a members-only newsletter; and
- Exclusive meetings and discounts on registration for numerous events and training programs.

Additional NIA member benefits include special awards, offers, and discounts, such as:

- NIA's Safety Excellence Award (for more information, see page 29);
- Advertising opportunities for NIA members in various media outlets, including *Insulation Outlook*, digital publications, and the *NIA Buyer's Guide: Insulation Products & Providers*;
- Access to supplemental protections and liability coverage through NIA's Environmental/Pollution Liability Insurance Program, provided in partnership with Navigators and Alliant/Mesirow;
- NIA's Premier Industry Manufacturer Program (for more information, see page 29); and
- Various sponsorship opportunities at NIA's Fall Summit and the Annual Convention.

Services and Other Resources

Online resources include:

- *Guide to Insulation Product Specifications*,
- *Insulation Materials Specification Guide*,
- *Insulation Science Glossary*, and
- *Mechanical Insulation Design Guide* (the *Design Guide*, formerly known as MIDG).

Communications

Email Communications

E-News Bulletin (ENB)

The ENB is a twice-monthly digital newsletter containing updates on NIA's events, training courses, products, and mechanical insulation industry news. It communicates essential industry information and deadlines. NIA members and regional insulation associations receive it automatically, but anyone may subscribe by filling out a short form on <https://ow.ly/Q5Vx50PwAOa>. In 2022, NIA communications staff:

- Deployed 29 ENBs to provide association news, press releases, legislative updates, and curated content through NIA's email provider, Constant Contact;
- Improved the "in this issue" section to highlight important information provided in each issue, such as key dates, critical deadlines, and helpful links;
- Added the "in case you missed it" section to highlight popular social media posts and allow an easy pathway for recipients to like and follow NIA's media channels;
- Highlighted important industry information as stand-alone e-blasts, including an industry opportunity study, a new alliance with the Department of Energy (DOE) as a Climate Challenge Ally, and a podcast interview with NIA's EVP/CEO Michele Jones; and
- Offered members digital email marketing opportunities.

A link to the most recent ENB is posted on NIA's website at www.insulation.org/news-publications/enewsbulletin. To be added to the distribution, members complete this short form: <https://tinyurl.com/jsmqeaw> or email Leslie Emery at editor@insulation.org.

Member Email Communications

In 2022, NIA staff continued to improve email communications to provide members targeted, visual, and scannable content, with the goal of providing useful information in a format that is easy to read and digest. In 2022, staff:

- Massively exceeded industry standards for email engagement rates for nonprofit membership organizations. NIA had a 41% open rate (up 13% from 2021) and a 13% click rate in 2022. Industry average for membership organization is 30% and 5% respectively. In some cases, NIA achieved email open rates as high as 80% and click-through rates as high as 49%.
- Promoted the launch of the new NIA's Education Center (the LMS) and MemberSuite (the Association Management System or AMS) to membership.
- Created a new Microsoft® Outlook press release template to expand NIA's branding and recognition in an easy-to-read format, without using a third-party email sender.
- Promoted affordable digital advertising options to increase non-dues revenue.
- Reviewed analytics to provide members with critical information in an effective manner.
- Used a mix of platforms, including *NIA Bulletins* via Microsoft Outlook, to convey time-sensitive information to all members.
- Created and deployed customized information about NIA events, awards, industry partnerships, announcements, and press releases in graphically enhanced e-newsletters.

Websites

www.insulation.org

NIA staff continue to make improvements to our award-winning website. As the Voice of the Insulation Industry, NIA knows that its website is a source of information for NIA members and end users, and the site is updated on a near-daily basis to add new content and improve the member experience.

2022 improvements included:

- Updating the [Carbon Reductions web page](#) that reinforces the power of mechanical insulation to reduce carbon and greenhouse gas (GHG) emissions, offers comparisons to other technologies, and provides easy access to NIA resources as well as other helpful tools. It now has more than 40 resources, such as the Insulation Industry Opportunity Study, DOE's Better Climate Challenge resources, the latest *Insulation Outlook* articles, and the Environmental Protection Agency's GHG Equivalencies Calculator.
- Presenting the most relevant information for NIA members. COVID-19 news was a priority over the last several years, and NIA's goal was to provide the easiest way for members to find safety and legislative information that would relate to their business. As the pandemic slowed down, NIA began to priority overall safety, small business legislation, ESG, and other industry information.
- Creating a [new web page](#) to share all the latest on NIA's Education Center, including a platform demo, free resources for NIA members, information on how to become a Premier Training Subscriber, microlearning topics, and much more.
- Introducing a new web page that guided members on how to access MemberSuite, NIA's new membership management portal; how to log into NIA's Education Center; and how to ensure members are receiving pertinent communications.
- Updating information tailored to member segments and committees, including metal building laminators, merit contractors, young professionals, and distributors and fabricators.

- Providing calendar listings to highlight industry events, regional meetings, and NIA meetings and events.
- Offering digital editions of *NIA News* (on the members-only section of the website).
- Completing a year-end inventory review of website content to ensure information was up to date, valid, and useful.
- Posting current editions of the *ENB* on the site and to social media to promote NIA activities and deadlines.

www.insulationoutlook.com

Improvements to the magazine's site in 2022 included:

- Incorporating graphics into the website design to be more reader friendly. For example, adding an image carousel to showcase magazine covers on the homepage. On the Current Issue page, a new image gallery spotlights the opening spreads of each article and the cover to increase brand recognition and webpage esthetics. Both new features are updated with each issue.
- Posting the articles from each monthly issue of *Insulation Outlook*.
- Updating articles' keyword search terms so they are more likely to appear in Google search results.
- Updating the home page spread monthly to include the month's full article listing.
- Updating promos and featured articles on the home page to highlight valuable content from prior issues and trending topics.
- Updating the 2022 advertisers page and advertising graphics for Premier 12, Preferred 7, and Select 4 advertisers.
- Adding the 2022 Media Kit, with updated editorial offerings.
- Updating all pages to include the most current information.

www.mechanicalinsulationfoundation.org

NIA is the management company for the now separate 501(c)(3) Foundation for Mechanical Insulation Education, Training, and Industry Advancement (Foundation). As such, NIA staff created this brand-new website for all Foundation activities, news, outreach, data, and ways to contribute to the Foundation.

- Posted information on how individuals, as well as corporations, can now make tax-deductible donations to the Foundation.

- The Foundation Board of Directors publishes a quarterly activity report on the website. NIA publishes this update in both *NIA News* and *Insulation Outlook* magazine as part of their management duties.
- A link to the Foundation website (www.mechanicalinsulationfoundation.org) is available in NIA's website navigation and www.insulation.org/foundation can also be used.

Social Media

NIA disseminates information and engages with member companies and the industry through social media with the account name NIAinfo on LinkedIn, Vimeo, Facebook, YouTube, and Twitter. NIA's presence on Vimeo allows users to stream video resources including all of NIA's free webinars. NIA allows members free access to all the webinars on its Vimeo website as a benefit of membership. In 2023, NIA will begin to focus our social media presence on [LinkedIn](#), [Twitter](#), and [YouTube](#). Members and other industry participants can "like" and follow us on these three platforms to receive updates and industry information.

More about NIA's Social Media Presence and Content

- NIA launched its presence on LinkedIn early in 2021, and the follower growth through 2022 was remarkable—beginning with 50 followers in early 2021, growing to 845 at the end of 2021, and increasing by almost 90% by December 2022. On December 31, 2022, NIA was excited to have 1,580 LinkedIn followers.
- At the end of 2022, all NIA's social media accounts had increased in number of followers, with 902 people liking the Facebook page (up from 760 in 2021), 855 following NIAinfo (up from 831), and 1,449 Twitter followers for InsulationInfo (up from 1,420 in 2021).
- Social media followers can enjoy member and industry photos year-round, including coverage of

NIA events, NIA representation at industry meetings, member meetings, and training courses. For NIA events, follow the #NIAmeets.

- Social media is an effective tool to share information about the power of insulation as a decarbonization tool, and a number of NIA's most informative and popular posts came from subject matter experts who amplified this message, including both members and non-members.
- With *Insulation Outlook* magazine enjoying a majority end-user audience, NIA staff focused on sharing the most popular and informative articles with social media followers to expand the reach and impact of NIA as an industry thought leader.
- NIA Past President Dave Cox continued to share his insights about insulation's high return on investment as an energy-efficiency and decarbonization tool with external audiences in *Power Magazine* and *BIC Magazine*. To further amplify his message, NIA shared the articles via social media, and those articles enjoyed some of the highest engagement rates among NIA's social media followers.

NIA staff follow each member company's social media accounts when they join NIA. To ensure that we are up to date, please email your account name to Leslie Emery at editor@insulation.org.

Publications

Buyer's Guide: Insulation Products & Providers

The 2022 guide was mailed with the January 2022 issue of *Insulation Outlook*. It contains an alphabetical listing of NIA members and highlights advertisers and Foundation contributors. Members are also listed by member category, state, and type of products or services offered. The guide is mailed to members and end users to assist in the purchase of insulation products and services.

NIA News

NIA News is written for members to provide all the latest updates on NIA's activities and events, and share useful business articles with the membership—all in one resource. It is a members-only print and digital newsletter that is provided to NIA members free of charge as part of their membership dues.

Following are highlights from 2022:

- In 2022, 4 issues were distributed to more than 1,600 members, and all offered coverage of NIA events, programs, and services, as well as industry and safety news.
- As part of the YPAC's Mentor Program, one 2022 participant wrote on the topic of leadership transitions and succession planning to share their newly gained insights with the entire membership.
- NIA continued the 2021 column "Contractors' Corner" to provide quick tips and useful information, especially for smaller contractors who perform many functions in their business. NIA asked members to provide feedback and focused on member-suggested topics. The column was published in three issues, covering Heat Illness Resources, Contracts 101, and Reducing Fall Hazard Risks.
- To help members determine which of NIA's growing list of educational programs would best match their needs, *NIA News* featured several articles that helped categorize courses as beginner, intermediate, and

advanced, to fit the needs of industry members at various career stages.

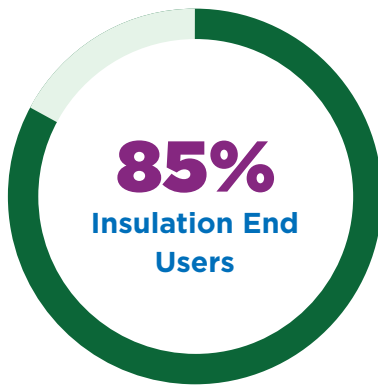
- To further the goal of promoting insulation awareness and educating its members, news on NIA's educational offerings was featured in each issue, including highlighting courses organized by format (virtual, in person, and on demand), the relaunch of Mechanical Insulation Basics (formerly known as E-Learning Modules), and the launch of NIA's Education Center at the end of 2022.
- Recognition by your peers is important, and *NIA News* honored the 2022 Premier Industry Manufacturers and the 2021 Safety Excellence Award Winners.
- The newsletter announced exciting news to the membership in 2022, including establishment of the Foundation for Mechanical Insulation Education, Training, and Industry Advancement as a separate organization. The announcement was made in Issue 2, and Issues 3 and 4 featured updates on activities from the Foundation Board.
- With the return of the Annual Convention taking place in the spring, NIA staff members Michele M. Jones and Erin Penberthy shared their insider tips to help members make the most of their time in San Antonio, Texas.
- Because safety is a cornerstone topic, the newsletter featured safety topics in each issue, keeping members updated on OSHA priorities, Emergency Temporary Standards, evolving safety policies, top areas of OSHA violations, and hazard identification.
- Debuting in Issue 4, NIA staff launched new design elements and refreshed the design of *NIA News*. Issue 4 also was the first all-digital format.

A link to the digital edition of *NIA News* is emailed to members, and the newsletter is available in the members-access area of www.insulation.org. The digital edition features relevant embedded links in each issue for quick access to desired information.

Insulation Outlook

NIA publishes *Insulation Outlook* magazine to give members a forum to speak directly to engineers, mechanical contractors, plant/facility owners/managers, specifiers, code officials, and insulation end users. Among the most popular articles are those written by NIA members to educate the construction industry about basic insulation knowledge, proper installation techniques, specification and design best practices, and insulation material physical properties and applications. During 2022, the magazine educated more than 11,500 engineers, mechanical contractors, and end users; NIA membership; and recipients of gift subscriptions for clients of NIA member companies.

Insulation Outlook Circulation Metrics:



Subscriber's Primary Industries:

- 41%** Commercial
- 34%** Industrial
- 11%** Utilities
- 8%** Institutional
- 6%** Government Agencies

State OF THE Industry

A Carbon Message Everyone Should Copy

FOR A SUMMARY OF SUSTAINABILITY KEY TERMS

Learn about the top 5 sustainability data collector and reporting organizations responsible for the top industry-recognition standards

As governments, businesses, and utilities around the world focus on sustainability and its benefits, there has never been a more rewarding time to use insulation.

By Ann Hennigan

At NIA's 63rd Annual Convention last October, association President David J. Cox and Joe Machala, National Sales Manager of NIA member DuPont Correx, delivered a business presentation on how the mechanical insulation industry is perfectly positioned to help government and industry meet goals for reducing greenhouse gas (GHG) emissions. Their message in "Together for Tomorrow (As We Make the World a Better Place)" could not have been more timely as every day brings more news related to the need to reduce CO₂ in the atmosphere. In the weeks before publication of the article, for example, *Elle* magazine published only one day showing a 20% rise in GHG emissions last year over 2020. As of late January 2022, the United Nations Race to Zero campaign reported 10,049 cities, 5,227 companies, 1,039 educational institutions, 441 financial institutions and over 1,000 hospitals from 12 health-care institutions involved in net zero initiatives. Clearly, GHG emissions are a topic of global concern, getting the most front and center for 2022 and beyond.

The good news is that this is an area where the mechanical insulation industry can make a huge difference. I spoke with Dave Cox, Joe Machala,

and Jack Jacobson (a Field Representative and NIA Certified Insulation Energy Appraiser with Fit Tight Co.) to get a picture of how the growing focus on sustainability is creating new opportunities.

Doing Good Is Good for Business

Industry is finally on board. According to the Alliance of CEO Climate Leaders, over 40% or more of the largest 2,000 companies worldwide have set goals to reach net-zero targets by 2050. Companies like Procter & Gamble, Salesforce, and HP have joined more than 200 other businesses who signed the Climate Pledge, an American-led initiative where members agree to work to reach the goals of the Paris Agreement 10 years ahead of schedule, including achieving "net-zero annual carbon emissions by 2040." There is strong evidence that doing good is good for business. A Nielsen report published in 2018 indicated that a clear majority of consumers (68% of Americans, 81% of global respondents) believed it "extremely or very important" that companies implement programs to improve the environment.¹ The numbers rose as the age of the respondent dropped, with sustainability being a greater focus for Millennials—the consumers and investors of the future—than for members of previous generations.

Along these lines, shareholders are pushing the companies they invest in to reduce their carbon

footprint, and Environmental, Social, and Governance (ESG) ratings can affect everything from a business' public image to its credit. According to the World Economic Forum, "Analysis by UN PRI of the world's 1,000 most valuable companies found that climate-related policy could wipe 43% off the value of the highest-polluting companies and add 37% value to the best performers."² Last but not least, risk is and will continue to be a factor, from the financial cost to shareholders and investors through the impact on suppliers, partners, insurers, and even, and the global economy.

Dave Cox provided an example of how someone researching a company can get a snapshot of how well it is managing climate-related risks: the MSCI ESG rating. MSCI has gathered data on 35 ESG "Key Issues," which vary based on industry and global industry classification standards, using a framework that allows assessment of risks and opportunities.³ Examples of environmental Key Issues (the "E" in "ESG") include carbon emissions, product carbon footprint, financing environmental impact, water stress, toxic emissions and waste, opportunities in green building, and more. MSCI's scores for the most and least sustainable ESG research and risk ratings "to assist in ESG scores. Companies are rated using a grading scale much like the one used to rate bonds (see Figure 1).

FIGURE 1. MSCI ESG Ratings

CCC	BB	BBB	A	AA	AAA
LAGGARD		AVERAGE		LEADER	
A company with a record of poor performance in ESG issues and/or high exposure to ESG risks.		A company with a record of average performance in ESG issues and/or average exposure to ESG risks.		A company with a record of strong performance in ESG issues and/or low exposure to ESG risks.	

Source: <https://www.msci.com/our-solutions/top-investing-top-ratings>

DON'T TOUCH THAT LIGHT BULB!

SEE HOW INSULATION

Can Be a More Efficient Way to Hit

SUSTAINABILITY TARGETS

By Ann Hennigan

While countries, states, and companies are switching into high gear these days chasing carbon emissions reduction goals, insulation companies have been quietly achieving remarkable sustainability objectives for their customers for decades. Having people who have been in the industry for years talk about how the market and emerging have helped to address emissions-reduction requirements, you get a sense that mechanical insulation has held a critical key to green building and sustainability all along and has been meeting for the most of the world to reach it. As a well-established, time-tested technology, unlike some other sustainability strategies, mechanical insulation requires a ramp-up time to build the expertise to develop applications, and the infrastructure is already in place. Its return on investment (ROI) and payback are outlined in terms of a few years for most markets, depending on the project, making it as easy as financial ROI and, along with saving energy and money, it offers additional benefits ranging from reducing worker safety to reducing the service life of the system and equipment if protected. These benefits have always made mechanical insulation products and applications a key element in protecting one's assets. Now, though, with the clock ticking toward 2050—the date set in the United Nations' Global Roadmap for the world to achieve net-zero emissions—the mechanical insulation industry is poised to accelerate before it may forward as a leader, providing solutions to meet sustainability goals.

The Market: A World of Possibilities for Carbon-Emissions Reduction

Overall awareness of how much buildings and facilities contribute to greenhouse gas (GHG) emissions is growing. The Global Alliance for Building and Construction 2021 report states "Overall, buildings accounted for 36 per cent of global energy demand and 37 percent of energy-related CO₂ emissions in 2020," which says to why improving energy efficiency and cutting and implementing building energy codes are the most building strategy used by 192 of the nearly 200 nations who have signed onto the Paris Agreement and submitted Nationally Determined Contributions (NDCs) detailing their plans to lower emissions and address climate impacts. Renewable energy generation was the NDC's reported energy (E) Future Business Insights predicted in 2021 that the global market for green technology and sustainability products and applications grew from a value of \$13.74 billion that year to a projected \$71.45 billion by 2029—a compound annual growth rate (CAGR) above 20%—the green building industry segment would lead that growth, with North America dominating market share. The market for green building materials is also exploding. An Allied Market Research report states it is \$237.5 billion, projected to reach \$511 billion by 2030—putting that CAGR above 8% per year for 10 years.⁴

In the United States, the U.S. Environmental Protection Agency reported in its "Inventory of U.S. Greenhouse Gas Emissions and Sinks: 1990-2020" that power generation, the commercial sector, and industry were responsible for 21%, 7%, and 24% of total GHG emissions, respectively. Combine those statistics with increasing commitments to sustainability in the public sector—from state legislation like New York's Local Law 97 (see David J. Cox's article "An Earthquake—Let's Hear It for Mechanical

Advertisers

In the fall of 2022, with the feedback and insight of the Board of Directors' Budget Task Force for Publications, the long-standing Premier 12, Preferred 7, and Select 4 print advertising packages were modernized to include both a mix of digital and print media and renamed. NIA now offers individual ads as well as three advertising packages designed to reward frequent advertisers with free marketing opportunities across all NIA platforms: **Industry Leader, Competitive, and Basic packages**. Descriptions of the package benefits can be found in the 2023 NIA media planner and at www.insulation.org/io/advertisers. There are now more ways than ever for NIA members to reach their audience. NIA added various new platforms including digital packages (web, email, and social media ads); website packages; advertorial spreads; contractor ads; tech spotlights; and new, industry-specific digital and print product guides.

NIA's advertising agency, The YGS Group, helped members promote their products, services, and brands with expanded and customized marketing packages designed to meet member companies' goals.

Industry Leaders

Access Plug Flange, Inc.
Johns Manville
Knauf Insulation, Inc.
Lewco Specialty Products, Inc.
Owens Corning
Polyguard Products, Inc.
ROCKWOOL Technical Insulation

Competitive Advertisers

Aeroflex USA, Inc.
Armacell
Extol of Ohio, Inc.
Midwest Fasteners, Inc.
Performance Contracting, Inc.
Proto Corp.

Basic Advertisers

Aspen Aerogels
Distribution International, Inc.
H.B. Fuller Construction Products Inc.
Ideal Products of America
Ideal Tape Co.
Irex Contracting Group
MFM Building Products Corp.
Specialty Products & Insulation

Editorial

NIA has published *Insulation Outlook* for more than 60 years, and we are proudly committed to continue improving the only national resource dedicated to the commercial and industrial insulation industry. For readers' convenience, all articles are uploaded to the website approximately 1 month after publication. Members are encouraged to keep reading at www.InsulationOutlook.com.

Submission of Press Releases

Press releases are printed free of charge as a member benefit to enhance readers' knowledge of the insulation industry. Articles and press releases should be sent to editor@insulation.org.

Circulation

Throughout 2022, NIA focused its efforts on strengthening its current list of subscribers and researching new ways to partner with industry groups for potential distribution and/or promotion of *Insulation Outlook* to various audiences. NIA achieved great results from telemarketing efforts, which were highly successful in encouraging new mechanical engineering subscribers. To accommodate pandemic-related worksite changes, NIA members and subscribers were also offered the ability to temporarily or permanently receive their issues at a remote or home office. As a result of all these efforts, the magazine had a high rate of new 1-year names and renewals.

Activity Updates

Strategic Partnerships and Coalitions

Insulation Industry Association Council (IIAC)

NIA is actively involved in the IIAC, an informal forum for association executives from all insulation industry-related membership organizations that support the commercial, industrial, mechanical, and residential insulation industries. IIAC members exchange information, share best practices, and collaborate on policies impacting the mechanical insulation industry. Through regular, virtual meetings, the IIAC seeks to enhance and raise public awareness of the benefits of insulation and promote those policies and practices that grow the market and strengthen the industry.

In addition to NIA, the IIAC is made up of representatives from the following insulation-related organizations.

- Air Duct Council (ADC)
- Cellulose Insulation Manufacturers Association (CIMA)
- Center for the Polyurethanes Industry (CPI) of the American Chemistry Council (ACC)
- Extruded Polystyrene Foam Association (XPSA)
- High-Performance Insulation Professionals (HPIP)
- Insulation Contractors Association of America (ICAA)
- North American Insulation Manufacturers Association (NAIMA)
- Polyisocyanurate Insulation Manufacturers Association (PIMA)
- Reflective Insulation Manufacturers Association International (RIMA)
- Structural Insulated Panel Association (SIPA)

In 2022, numerous efforts were initiated through the IIAC to advocate for the various membership segments represented by the council and for the industry as a whole, including the activities described below.

Insulation Opportunity Study

- NIA, along with the NAIMA, ICAA, ACC (Plastics Division) and PIMA, commissioned a third-party research firm to assess the state- and national-level energy and emissions impacts and economic benefits that could accrue from the installation of code-com-

pliant insulation in the residential, commercial, and industrial building sectors. Data included in the study quantifies the benefits of completing insulation retro-fit projects across residential, commercial, and industrial buildings, and underlines the potential impact forward-thinking policies can have on decarbonizing the built environment. The study was released in September 2022 and can be found at www.insulationadvocacy.org/insulationopportunitystudy. A webinar was held October 22, 2022 to review the study's findings.

Decarbonization Policy Statement

- NIA worked with IIAC members to develop a building decarbonization policy statement on behalf of the insulation industry

Insulation Industry Defense

Production Act (DPA) Designation

- Leaders of NIA, PIMA, and NAIMA met with the senior team at the DOE responsible for carrying out activities related to the DPA designation. Meeting participants agreed that this designation was not the result of perceived operational challenges within our industry, but was rather triggered by a recognition by the Biden administration that in order to seriously tackle the climate crisis, there was a need to address energy use in buildings, which means increased utilization of insulation. As such, the DOE's focus was on federal policies that promote insulation in new and existing residential, commercial, and industrial buildings. Activities that DOE seemed receptive to undertaking included:
 - Being a government champion for updating model energy code requirements for all relevant government programs (including federal mortgage products),
 - Promoting insulation in conjunction with solar and heating/cooling equipment installations supported by federal funding,
 - Addressing programmatic roadblocks that limit

insulation upgrades in the DOE Weatherization Program, and

- Undertaking demonstration initiatives in DOE-supported programs that highlight the climate benefits of insulation.

The DOE hosted a virtual town hall on the insulation DPA designation. Multiple federal agencies and the White House participated, as will organized labor, affordable housing advocates, environmental justice organizations, efficiency groups, and state agencies. The DOE would like broad participation from all the insulation trade associations and companies.

The most positive outcome from the DPA designation is increased leverage in NIA's ongoing efforts to drive our messages throughout the current DOE commercial and industrial programs and for residential and building

envelope insulation improvements. This will push the 2021 International Energy Conservation Code® building envelope requirements into all relevant federal policies and programs, beginning with the FHA New Home loan program.

Strategic Partnerships and Coalitions Activities in 2022 included:

- Renewing a memorandum of understanding with the EMA to support each other in promoting areas of mutual interest.
- Discussing programs and initiatives that could benefit the commercial and industrial insulation industries with representatives of the U.S. DOE.
- Working with DOE Industrial Assessment Center representatives to discuss opportunities to work together, including developing webinar presentations.

Marketing the Thermal Insulation Inspector Certification Program and the Importance of Inspection of Insulation for Mechanical Systems

NIA's marketing efforts related to the benefits of the inspection process and the Thermal Insulation Inspector Certification Program remained a focus in 2022.

Work continued with various engineering/design firms and facility owners for inclusion of inspection language in their respective specifications and standards, as well as with guide specification organizations for inclusion of inspection language in their documents. In addition, NIA continued to work with its Associate members for the inclusion of inspection language in their guide specifications and application guides. The following Associate member companies have committed to inclusion and/or support of the inspection process:

- Aeroflex USA
- Alpha Engineered Composites, LLC
- Armacell
- CertainTeed

- Duna USA, Inc.
- Foster Products (HB Fuller Construction Products)
- Howred Corp.
- Johns Manville
- K-Flex USA, LLC
- Kingspan Insulation, LLC
- Knauf Insulation, Inc.
- Lewco Specialty Products, Inc.
- Owens Corning
- Polyguard Products, Inc.
- Proto Corporation
- R.P.R. Products, Inc.
- ROCKWOOL Technical Insulation

To view current information on the program, please visit www.insulation.org/training-tools/inspectorprogram/recommending-inspectors.

A New Era for the Foundation for Education, Training, and Industry Advancement



Mechanical Insulation
EDUCATION TRAINING ADVANCEMENT

2022 was the first full year that the Foundation for Mechanical Insulation Education, Training, and Industry Advancement (Foundation) operated as an independent 501(c)(3) company. Prior to that, the Foundation was a standing committee within NIA and not a separate entity. With this change, the Foundation formed its own Board of Directors. The Foundation is being managed by NIA's professional association management staff, as directed by the Foundation's Board of Directors.

The Foundation's primary purpose is to develop and implement strategies and recommend processes to advance and expand the commercial and industrial insulation industry through objectives such as promoting mechanical insulation to the commercial/industrial construction community; promoting the value of insulation to audiences including specifiers, architects, engineers, plant owners, facility managers, building owners, government bodies, and allied associations; and establishing NIA as the industry resource for information on mechanical, commercial, and industrial insulation systems. The Foundation's actions include the funding of educational resources for the industry.

- Individuals, as well as corporations, can now make tax-deductible donations to the Foundation.
- The Foundation Board of Directors publishes a quarterly activity report on the website. NIA publishes this update in both *NIA News* and *Insulation Outlook* magazine as part of their management duties.
- A link to the Foundation website is available in NIA's website navigation and www.insulation.org/foundation can also be used. Please visit the website to learn more.
- The Foundation's Annual report can be found at <https://insulation.org/foundation/wp-content/uploads/sites/35/2023/07/2022-Foundation-For-Mechanical-Insulation-Annual-Report.pdf>

Training and Education

With significant discounts for members, NIA offers numerous virtual learning programs and educational pathways to fit the needs of industry members at all career levels. In 2022, NIA offered its learning programs in virtual and in-person formats to meet the needs of its members.

Beginner

NIA | Mechanical INSULATION BASICS

ON DEMAND E-LEARNING MODULES

Mechanical Insulation Basics

(formerly known as “Mechanical Insulation Education and Awareness Campaign E-Learning Modules”)

These self-paced, on-demand, e-learning modules are perfect for engineers and insulation personnel who are new to the industry. The series explains the types of insulation on the market, the science and technology of how insulation works, design questions that should be asked for every project, and basic insulation information to help beginners become knowledgeable about the industry. The course format was updated in 2022 and is now available on NIA's Education Center at www.niaeducationcenter.org/courses/48060.

Intermediate

NIA | Understanding MECHANICAL INSULATION

NIA's Understanding Mechanical Insulation

NIA's Understanding Mechanical Insulation (formerly called “Introduction to Mechanical Insulation,” and Part 1 of the Thermal Insulation Inspector Certification Program) is available as a stand-alone course for those who have some experience in the insulation industry to become more knowledgeable about mechanical insulation, the industry, and its products.

NIA | Understanding the SUBMITTAL PROCESS

NIA's New Understanding the Submittal Process

This 2-hour class launched in 2022 and teaches students how to identify the type and scope of submittal requirements, the components and importance of the submittal package, and the purpose of the submittal process.

- In 2022, NIA held 2 virtual courses, which included 15 students.

NIA | Understanding SPECIFICATIONS

NIA's New Understanding Specifications

This 5-hour class helps participants understand the purpose and complexity of specifications, how they vary between market segments, and how applying that knowledge can benefit their company. The course is designed to be of value to multiple audience segments involved in the design and application of mechanical insulation for both new construction and maintenance.

- In 2022, NIA held 1 virtual course and 1 hosted course, which included a total of 33 students.

Advanced

NIA's Thermal Insulation Inspector Certification Program



NIA's Thermal Insulation Inspector Certification Program is a 2-part, 4-day course designed to educate participants on how to evaluate installation work and determine whether it is compliant with

mechanical insulation specifications. The certification-level course is for experienced insulation professionals who are ready to learn a new specialty, and for companies ready to offer insulation system inspection as part of their services. The course is beneficial for anyone who has responsibility for contracts, maintenance, business development, quality assurance/quality control, project oversight, safety, inspections, estimating, management, product development, mechanical insulation system design, and specification development. Students who attend the course and pass two exams become NIA Certified Thermal Insulation Inspectors. All current certified inspectors are listed on NIA's website, and current NIA members are listed in green on the web page.

- In 2022, NIA held 2 virtual, 1 in-person, and 1 hosted Thermal Insulation Inspector Certification courses, certifying 30 new inspectors.

[Find a trained and certified inspector in your area.](#) There were 85 certified inspectors as of December 31, 2022.

NIA's Insulation Energy Appraiser Program™ (IEAP)



This 2-day course teaches experienced insulation professionals how to determine the optimal insulation thickness and corresponding energy and dollar savings for a project. The refreshed course is

designed for participants who are looking to expand their skill set and for companies that want to broaden their business capabilities by adding insulation appraisals to show insulation's return on investment to their customers. Participants will learn how to conduct a facility walk-through, understand the tools necessary to complete the appraisal, and learn how to create a final report for customers. In 2022, NIA added a section to the IEAP course focused around carbon reduction, and also implemented the new version of the 3E Plus® software. Students who attend the course and pass the exam become NIA Certified Insulation Energy Appraisers. All current certified appraisers are listed on NIA's website, and current NIA members are listed in green on the web page

- In 2022, NIA held 2 virtual Insulation Energy Appraisal courses, certifying 20 new appraisers.

There were 165 NIA Certified Insulation Energy Appraisers as of December 31, 2022. [Find a trained and certified appraiser in your area.](#)

Educational Webinars

In 2022, NIA held five webinars and partnered with the Industry Policy Conference on promoting a variety of webinars to NIA members.

The following webinars were offered:

- Improving the Bottom Line: It's Time to Think of Mechanical Insulation Systems Differently – held in conjunction with the Industrial Assessment Centers (*January 20, 2022*);
- Insulation's Impact on Corrosion, Energy Costs, and Carbon Reduction – held in conjunction with AMPP (*February 10, 2022*);
- CUI Susceptible Areas of Inspection and an Overview of Inspection Methods – held in conjunction with AMPP (*May 19, 2022*);
- Insulation Pays Off—Business Case for Energy Appraisals and Inspections – held in conjunction with the EMA (*September 14, 2022*); and
- Managing CUI Risks When Moisture Lingers in Your Insulation System – held in conjunction with AMPP (*September 29, 2022*).

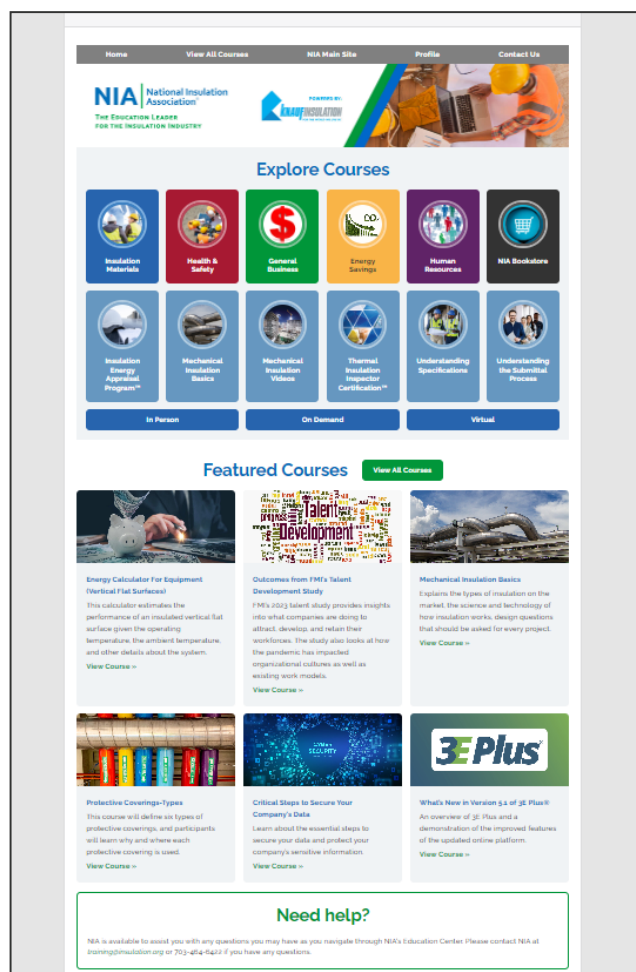
NIA's Education Center

In December 2022, NIA launched its Education Center, which is a new concept in training and education for the insulation industry to meet the growing need for easily accessible, on-demand training from a trusted industry source. It is the go-to national resource for information and training tools specifically designed for anyone who is involved in the mechanical insulation industry. Content is continuously added throughout the year.

Benefits of NIA's Premier Training Subscription

- **Cost Savings:** For one low annual fee, all employees receive access.
- **Variety:** Training is available to increase skills for every professional on your team.
- **Convenience:** Content is offered on demand, ranging from a few minutes up to an hour.
- **Access:** Popular NIA training programs, such as NIA's Mechanical Insulation Basics, are included.

To learn more visit www.niaeducationcenter.org.



Meetings

NIA's 66th Annual Convention

NIA | 66th Annual Convention San Antonio, Texas

March 30–April 1, 2022 Together for Tomorrow

NIA held its 66th Annual Convention in San Antonio, Texas, with the theme *Together for Tomorrow*. NIA members and guests came together to gain industry knowledge from educational sessions and committee meetings, and connected with business partners and colleagues at multiple networking events, including the Convention First-Timers and VIP Reception, Welcome and Appreciation Evening, Manufacturers' Dessert Hospitality Suites, Farewell Reception and Dinner, and NIA's Silent Auction. The Convention had 313 attendees, 34 of which were first-time attendees, including 4 new members. The 89 active companies participating included 42 contractors, 35 distributors, 12 fabricators, 10 laminators, and 3 holding company representatives. There were 109 associates, 77 spouses and guests, 6 TIAC members, and 19 others, including speakers and industry guests.



Keynote Presentations

- “The Power of One,” by Clint Pulver, Emmy Award Winner, Author, Musician, and Workforce Expert
- “Next-Level Leadership for an On-Demand World,” by Sara Ross, Chief Vitality Officer, BrainAMPED

General Sessions

- Expert Panel Discussion: Learning Perspectives—The Contractor and Distributor Relationship, with the following participants:
 - Mark McCowan, Vice President, L.C. Insulations, Inc.
 - Marc Napolitano, Vice President/General Manager, Insulation Materials Corporation
 - Jon Perry, Chief Executive Officer, Specialty Products & Insulation
 - Rick Sutphin, Senior Vice President Operations, Performance Contracting, Inc.
 - Jack Bittner, Senior Product Manager, Johns Manville (facilitator)
- “3E Plus® Software Updates” by Charlie Haack, NAIMA

Educational Sessions

- “Fire Response Properties,” by Barry Badders and Juan Flores, Intertek
- “Water Vapor Transmission Properties—A New Meaning to the Word Vaping!” by Charlie Petty, Lamtec Corporation

Industry Sessions

- “3E Plus Q&A and Insulation Industry Standard Discussion,” by Charlie Haack, Vice President, Technical Services, NAIMA and Ron

Convention Sponsors

NIA extends a special thank you to sponsors who contributed to the success of NIA's Annual Convention. NIA appreciates your continued support!

- **Mobile Meeting App and Individual Golf Hole Sponsor:** Distribution International, Inc.
- **Convention Badge Holder and Longest Drive Sponsor:** Johns Manville
- **Welcome and Appreciation Evening Sponsor:** Caldwell Insulation, Inc.
- **Convention Hat and Individual Golf Hole Sponsor:** Avery Dennison
- **Thursday Keynote Sponsor:** Aeroflex USA, Inc.
- **Friday Keynote and Breakfast Sponsor:** Knauf Insulation, Inc.
- **Convention Notebook and Golf Package Sponsor:** Owens Corning
- **Water Bottle Sponsor:** Insulation Materials Corporation
- **Keycard Sponsor:** ROCKWOOL Technical Insulation
- **Registration Desk Sponsor:** Polyguard Products, Inc.
- **Convention First-Timer and VIP Reception Sponsor:** Performance Contracting, Inc.
- **Continental Breakfast and Coffee Break Sponsor:** Bay Insulation Supply
- **Pen Sponsor:** Price Manufacturing Corporation
- **Individual Golf Hole Sponsor:** Midwest Fasteners
- **Individual Golf Hole Sponsor:** Petrin Corporation
- **Closest-to-the Pin Sponsor:** Proto Corporation

Registration Packet Sponsors

Johns Manville
Knauf Insulation, Inc.
Owens Corning
Performance Contracting, Inc.
Specialty Products & Insulation

Dessert Suite Sponsors

Armacell
Aspen Aerogels
CertainTeed
Johns Manville
Knauf Insulation, Inc.
Owens Corning

King, NIA Past President and Consultant
(Joint Union/Merit Contractors Session)

- “Legal Insights on Key Contractor Topics,” by Gary Auman, NIA General Counsel and Attorney, Auman, Mahan and Furry (Union Contractors Subcommittee)
- “Regional Updates Committee Analysis,” by Rudy Nigl, L&C Insulation (Merit Contractors Session)
- “Succession Planning and Leadership Transitions,” by Steve Luse, Luse Thermal Technologies, and Rudy Nigl, L & C Insulation (Young Professional Advisory Committee, YPAC)
- “Top 5 Methods to Reduce Fall Hazard Risks,” by Thomas Kramer, P.E., CSP, Managing Principal, LJB Inc. (Health and Safety Session)
- “What’s Coming Next? Economic Forecast and Global Supply Chain Challenges,” by Erin Roberts, Partner and Global Engineering and Construction Leader, Ernst & Young LLP (Associates and Distributor/Fabricator Session)

2022 NIA Silent Auction Raises Nearly \$38,000

The fifth NIA Silent Auction was held on April 1, 2022, in conjunction with the Annual Convention. The event successfully raised nearly \$38,000 in net proceeds, which set a new fundraising record and was split evenly between **Folds of Honor**, a non-profit that provides educational scholarships to spouses and children of America's fallen and disabled service members, and NIA's Foundation for Mechanical Insulation Education, Training, and Industry Advancement, which seeks to create greater awareness of the benefits of mechanical insulation. NIA also raised funds from the raffle to benefit the Mesothelioma Applied Research Foundation, in Honor of NIA Past President, Alec Rexroat. The Silent Auction is held every other year, and the next Silent Auction will take place in 2024.

The 2022 Silent Auction Task Force—Co-Chaired by Dave Cox, Owens Corning, and Joe Leo, Atlantic Contracting & Specialties—included Mellanie Askew, Coverflex Manufacturing, Inc.; Dean Burows, DKB Inc.; Mike Hill, Performance Contracting; Steve Luse, Luse Thermal Technologies; Rudy Nigl, L & C Insulation; Sandy Shattles, Armacell; and Dave Tomchak, Bay Insulation.

Fall Summit 2022

Fall Summit

EDUCATE | ENGAGE | ELEVATE 7 2022

NIA held its Fall Summit in National Harbor, Maryland. NIA hosts an annual members-only event that brings together the mechanical insulation industry in one central location for education, training, and networking. Fall Summit is designed to **“Educate, Engage, and Elevate,”** by providing actionable content for attendees that companies can implement immediately to build their businesses. The event features topical speakers, open committee meetings, tailored industry sessions, and networking opportunities to develop new business relationships.

NIA's 2022 Fall Summit was attended by 115 members from 59 companies, 18 of which were first-time attendees, and 6 were new members. The event offered attendees more than 20 hours of education and included 2 keynote sessions and 11 committee sessions, including 5 with industry speakers.



Keynote Presentations at the Fall Summit

- “Address the Epidemic: Suicide and Opioids in the Construction Industry,” by Rick Rinehart, ScD, Deputy Director, The Center of Construction and Research and Training
- “FMI’s Economic Forecast and Construction Outlook” by Paul Trombitas, Partner, Strategy Practice and Building Products, FMI



Industry Sessions at the Fall Summit

- “Collaborative Project Delivery from the Insulation Contractor’s Perspective,” by Paul Trombitas, Partner, Strategy Practice and Building Products, FMI (Merit Contractors Session)
- “Expert Panel Discussion: Bring Us Your Top Safety and Health Questions,” by Gary Auman, NIA Legal Counsel, Director, Auman, Mahan and Furry, and William McCaffrey, NIA Health and Safety Committee Vice Chair, Vice President, EHS, Irex Contracting Group (Health and Safety Session)
- “Legal Insights on Key Contractor Topics,” by Gary Auman, NIA General Counsel and Attorney, Auman, Mahan and Furry (Union Contractors Subcommittee)
- “Strategic Transitions from Project Management to Team Leadership,” by Jon Perry (SPI) and Tom McKinnon (Armacell) (Young Professional Advisory Committee, YPAC)
- “What Does the Future of Transportation Look Like?” by Alex Leslie, Research Associate, American Transportation Research Institute (Associate – Manufacturer and Distributor/Fabricator Session)

Fall Summit Sponsors

NIA extends a special thank you to the
Fall Summit sponsors:

Insulation Materials Corporation

Owens Corning

ROCKWOOL Technical Insulation

Awards

NIA's Premier Industry Manufacturer Program™

Available exclusively to NIA member companies, this program was developed to reward Associate (Manufacturer) members for their actions that demonstrate leadership, commitment, and support to the mechanical insulation industry and NIA. NIA announced the winners of the 2022 Premier Industry Manufacturer Awards in conjunction with NIA's 2022 Convention held March 30–April 1, 2022.

- Armacell
- Johns Manville
- Owens Corning

NIA companies that reach a minimum of 175 participation points in the 2022 calendar year will be recognized as Premier Industry Manufacturers in 2023.

For more information about the program, please visit www.insulation.org/membership/premier_manufacturer.



NIA Members Win 2021 Safety Excellence Awards

NIA announced the 2021 Safety Excellence Award winners at its Annual Convention, which took place March 30–April 1, 2022, in San Antonio, Texas. An archive of past award announcements is available at www.insulation.org/membership/safety-award/award-winners.

NIA's Safety Excellence Award is the association's highest industry honor and the only national award for outstanding safety performance in the mechanical insulation industry. NIA created the award program in 2004 to recognize top companies that have established structured safety programs to ensure the well-being of their employees and create safe working environments. The Health and Safety Committee helps to oversee and



guide the awards program, and applications are judged by Gary Auman of Auman, Mahan and Furry, who specializes in OSHA issues. All applicant companies receive an individualized, detailed Safety Training Analysis Results (STAR) Report, which is based on their responses to application questions.

Associate (Manufacturer) category winners are:

Platinum:

Armacell, Chapel Hill, NC
 Johns Manville, Denver, CO
 Knauf Insulation, Inc., Shelbyville, IN
 Owens Corning, Toledo, OH
 Proto Corp., Clearwater, FL

Gold:

CertainTeed, Malvern, PA
 ROCKWOOL Technical Insulation, Milton, ON, Canada

Silver:

Polyguard Products, Inc., Ennis, TX

Contractor category winners are:

Platinum:

Advanced Industrial Services, LLC, Toledo, OH
 Advanced Nuclear, LLC, Quarryville, PA
 Advanced Specialty Contractors, LLC, Aston, PA
 Apache Industrial Services, Inc., Houston, TX
 APi Construction Co., New Brighton, MN
 Argus Contracting, LLC, Santa Fe Springs, CA
 Atlantic Contracting & Specialties, LLC, Hicksville, NY
 Cornerstone Services Group, LLC, Omaha, NE
 DKB, Inc., Pasco, WA
 Farwest Insulation Contracting, Anaheim, CA
 F & H Insulation Sales and Services, Inc., Kechi, KS
 Gribbins Insulation Co., Inc., Evansville, IN
 Hawkeye Insulation Specialists, Inc., Cedar Rapids, IA
 Insulations, Inc., Harahan, LA
 Iowa Illinois Taylor Insulation Co., Davenport, IA
 I-Star Energy Solutions, Quarryville, PA
 Liberty Industrial Group, Phoenix, AZ
 Luse Thermal Technologies, Aurora, IL
 Performance Contracting, Inc., Lenexa, KS



Apache Industrial Services, Inc.'s David Patrick at Convention with Dave Cox and Michele Jones



Gribbins Insulation Co., Inc.'s Brian Willett

QCI Thermal Systems, Inc., Iowa City, IA
 Summit Contracting, LLC, Portland, OR
 Thermal Solutions—Ohio, Inc., Proctorville, OH

Gold:

Gagnon, Inc., St. Paul, MN
 Geo. V. Hamilton, Inc., McKees Rocks, PA
 L.C. Insulations, Inc., Lititz, PA

Bronze:

All-Temp, Inc., Kansas City, MO
 Angel's Insulation Sales & Services, Inc., Oakland, FL
 International Asbestos Removal, Inc., Babylon, NY
 TBN Associates, Inc., Lanham, MD

Distributor/Fabricator category winners are:

Platinum:

Bay Insulation Systems, Inc., Green Bay, WI
 Extol of Ohio, Inc., Norwalk, OH
 Specialty Products & Insulation, Charlotte, NC

Gold:

American Mechanical Insulation Sales, Inc., Farmington Hills, MI
 Distribution International, Inc., Houston, TX
 Geo. V. Hamilton, Inc., McKees Rocks, PA

Silver:

Coverflex Manufacturing, Inc., Houston, TX

Metal Building Laminator category winners are:

Platinum:

Bay Insulation Systems, Inc., Green Bay, WI

Gold:

Silvercote, A Distribution International Co., Greenville, SC



Knauf Insulation, Inc.'s Michael Stoner
 and Darrell Peil



Performance Contracting Inc.'s Mike Hill
 and Rick Sutphin

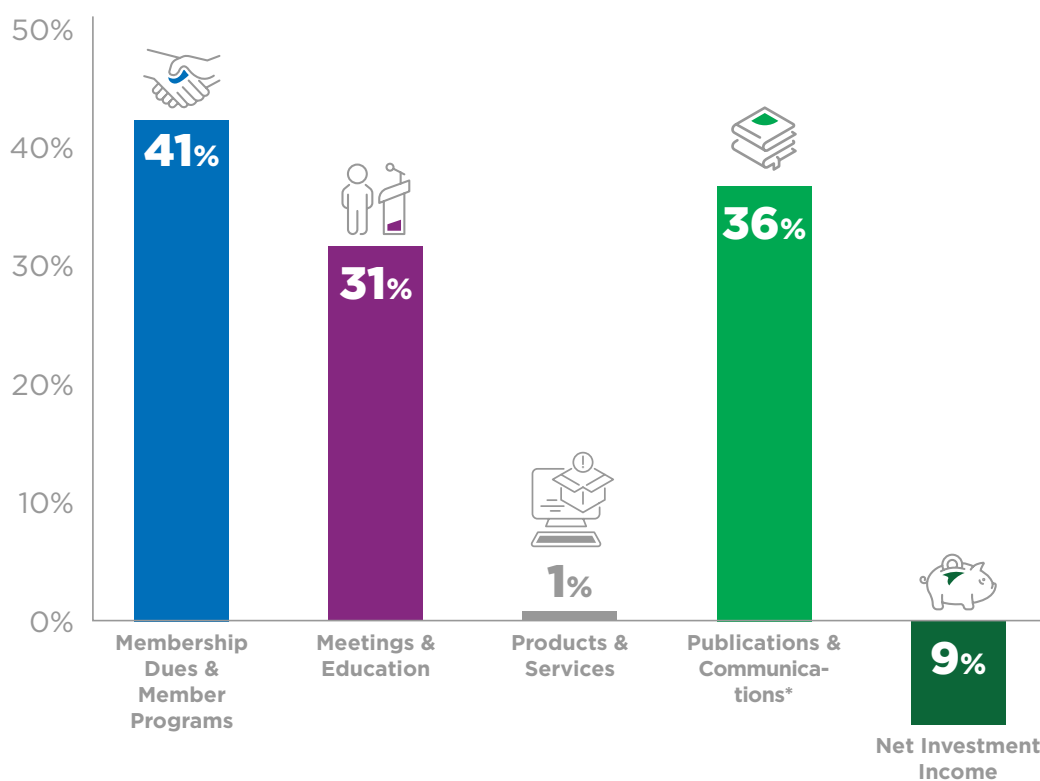
NIA 2022 Financials (Unaudited)*



NIA Revenue

Membership Dues & Member Programs	\$787,413.00
Meetings & Education	\$594,896.00
Products & Services	\$15,190.00
Publications & Communications*	\$695,668.00
Net Investment Income	(\$162,460.00)

Total Revenue: **\$1,930,707.00**



Total Revenue: **\$1,930,707.00**

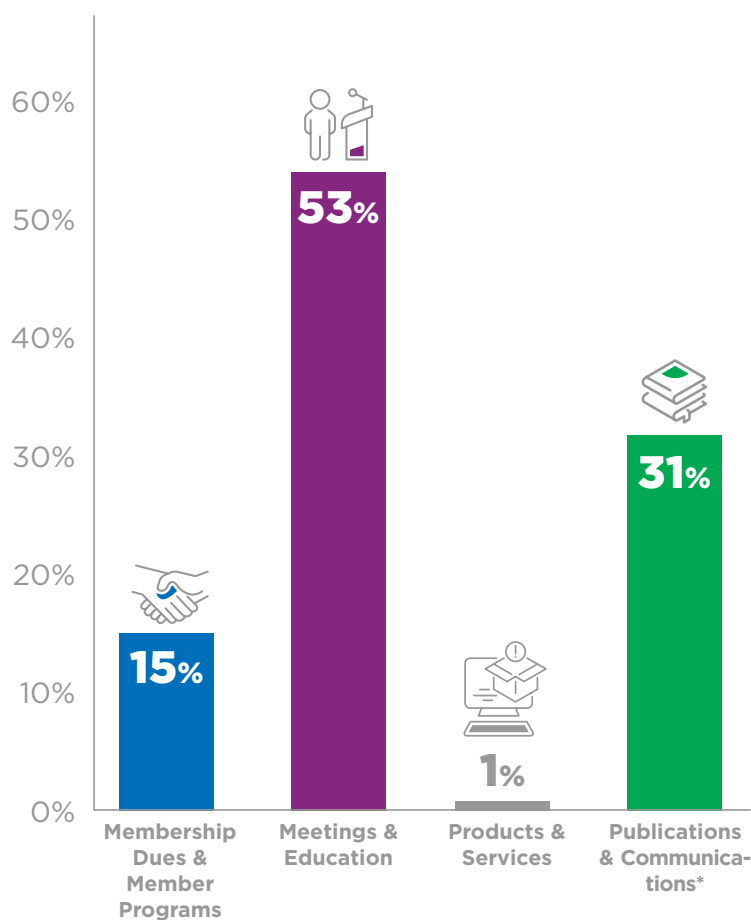
NIA 2022 Financials (Unaudited)*



NIA Expenses

Membership Dues & Member Programs *	\$331,065.00
Meetings & Education	\$1,148,737.00
Products & Services	\$24,976.00
Publications & Communications*	\$666,102.00

Total Expenses: **\$2,170,880.00**



Total Expenses: **\$2,170,880.00**

CURRENT NIA STAFF

MICHELE M. JONES

Executive Vice President/
Chief Executive Officer
ext. 119, mjones@insulation.org

ASHLEY BARTLEY

Education and Events Coordinator
ext. 118, abartley@insulation.org

KRISTIN V. DIDOMENICO

Vice President
ext. 115, kdidomenico@insulation.org

LESLIE S. EMERY

Communications Manager
ext. 120, lemery@insulation.org

RIANNA GLEESON

Membership and Programs Coordinator
ext. 113, rgleeson@insulation.org

ASHLEY J. LOPEZ

Senior Manager of Production and Design
ext. 117, alopez@insulation.org

JULIE MCLAUGHLIN

Senior Director of Publications/Publisher
ext. 116, jmclaughlin@insulation.org

ERIN PENBERTHY, CMP

Senior Director of Meetings and Education
ext. 114, epenberthy@insulation.org

CONSULTANTS

NIA INSTRUCTORS

Garry Caudill
Christopher P. Crall, P.E.
Ron King, Past President and Honorary NIA Member
Scott Sinclair

NIA GENERAL COUNSEL

Gary Auman
Auman, Mahan & Furry

NIA PRINT AND DIGITAL ADVERTISING SALES

The YGS Group
ads@insulation.org

ACCOUNTING

Sikich LLP
703-464-6422, ext. 121
accounting@insulation.org

IT SUPPORT

GRS Technology Solutions

VISIT US AT:

LinkedIn www.tinyurl.com/LinkedInNIAinfo
Twitter www.Twitter.com/NIAinfo
You Tube www.YouTube.com/NIAinfo
Websites www.insulation.org
www.InsulationOutlook.com
www.InsulateMetalBuildings.org



National Insulation Association
516 Herndon Parkway, Suite D, Herndon, VA 20170
(P) 703-464-6422 (F) 703-464-5896