



A YEAR IN REVIEW 2025

NIA | National Insulation
Association®
THE VOICE OF THE INSULATION INDUSTRY™

ABOUT NIA

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.

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

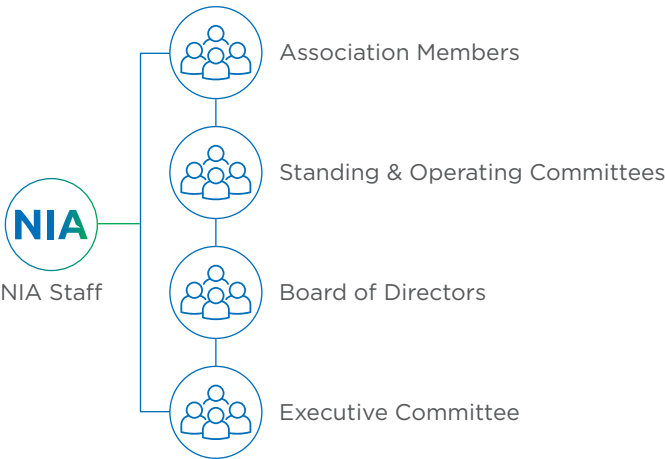
The operating committees include the Associates, Distributors/Fabricators, Education and Training, Health and Safety, Membership, Merit Contractors, Metal Building Laminators, Technical Information, Union Contractors, and Young Professional Advisory Committees. Each operating committee has a stated purpose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

The standing committees are the Board of Directors, Convention, Executive, Fall Summit, Finance, and Nominating. 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.



To join a committee, please email membership@insulation.org.

ASSOCIATION ORGANIZATIONAL CHART



2025-2026 BOARD OF DIRECTORS

PRESIDENT
Rick Sutphin, *Performance Contracting, Inc.*

PRESIDENT-ELECT
John Stevens, *JT THORPE*

SECRETARY/TREASURER
Lee Stuckenschmidt, *Systems Undercover, Inc.*

ASSISTANT TREASURER
Louis Walton, *Proto Corporation*

REGIONAL REPRESENTATIVES
Brian Willett, *Gribbins Insulation & Scaffolding (CSIA)*
Paul Ainsworth, *Energy Insulation Conservation, LLC (ESICA)*
Matt Hymer, *Midwest Materials Co. (MICA)*
Matt Caldwell, *Caldwell Insulation, Inc. (SEICA)*
David B. Patrick, *Specialty Products & Insulation (SWICA)*
Shawn Reichenbach, *Performance Contracting, Inc. (WICA)*

AT-LARGE REPRESENTATIVES
Mellanie Askew, *Coverflex Manufacturing, Inc.*
Rick Baptista, *Irex Contracting Group*
R. Dean Burows, *DKB, Inc.*
Rob Elsey, *Cornerstone Sales, Inc. (Associate Representative)*
John K. Freeman, Jr., *Petrin, LLC*
Russ Huff, *Bay Insulation Supply*
Mike McCowan, *L.C. Insulations, Inc.*
Marc Napolitano*, *Insulation Materials Corp.*
Auston Shaw, *Chaparral Insulation Company, Inc.*

ASSOCIATES COMMITTEE APPOINTEE
Ginny Gier, *Owens Corning*

PAST PRESIDENT ADVISORS
Jack Bittner, *Johns Manville*
Laura Dover, *Chaparral Insulation Company, Inc.*

NIA EXECUTIVE VICE PRESIDENT/CEO
Michele M. Jones

GENERAL COUNSEL
Gary Auman, *Auman, Mahan & Furry*

* Marc Napolitano passed away on April 11, 2026. NIA mourns his passing but will never forget the contributions he made to better the industry and NIA.

2025-2026 BOARD OF DIRECTORS

- Front Row (L-R)**
Lee Stuckenschmidt, Rick Sutphin, John Stevens, Jack Bittner, Louis Walton
- Middle Row (L-R)**
David B. Patrick, Russ Huff, Marc Napolitano, Mike McCowan, Rick Baptista
- Back Row (L-R)**
Rob Elsey, Matt Caldwell, Mellanie Askew, Ginny Gier

Not Pictured
Paul Ainsworth, R. Dean Burows, Laura Dover, John K. Freeman, Matt Hymer, Shawn Reichenbach, Auston Shaw, Brian Willett, Gary Auman, Michele M. Jones



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

- Strengthening and developing the industry with education, training, and advocacy;
- Promoting and elevating the image and value of the industry;
- Serving as the resource to exchange and communicate industry information; and
- Providing effective industry representation of our membership.

LONG RANGE PLAN

Every 3 years during NIA's July Board of Directors Meeting, a special 2-day Long Range Planning (LRP) session is held to review NIA's activities and goals over the last several years and strategically determine how resources should be allocated to improve the insulation industry to benefit the membership in the future. These decisions are made by the LRP Committee, which includes members of the NIA staff and volunteers hand-picked by NIA's President.

2024-2027 Strategic Objectives

1

Carbon/Emission Reduction

Elevate the Decarbonization Benefits of Mechanical Insulation



Partnerships

Develop Strategic Relationships with Stakeholders That Align with and Support NIA's Mission and Core Values

2**3**

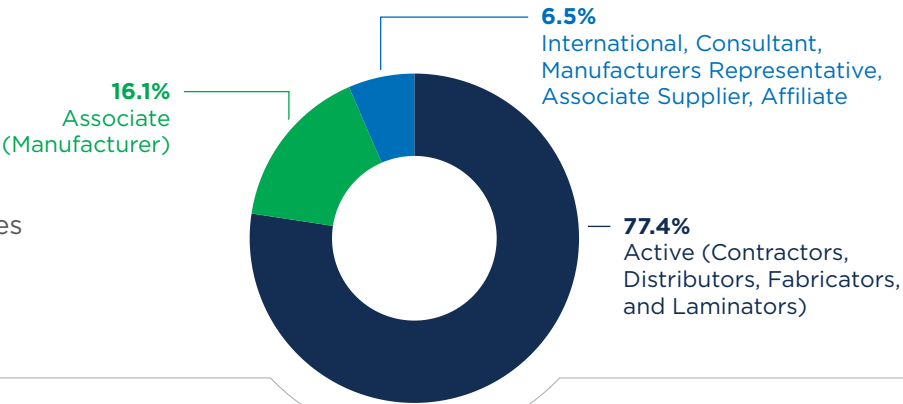
Education

Utilize Education to Elevate the Professionalism of the Industry

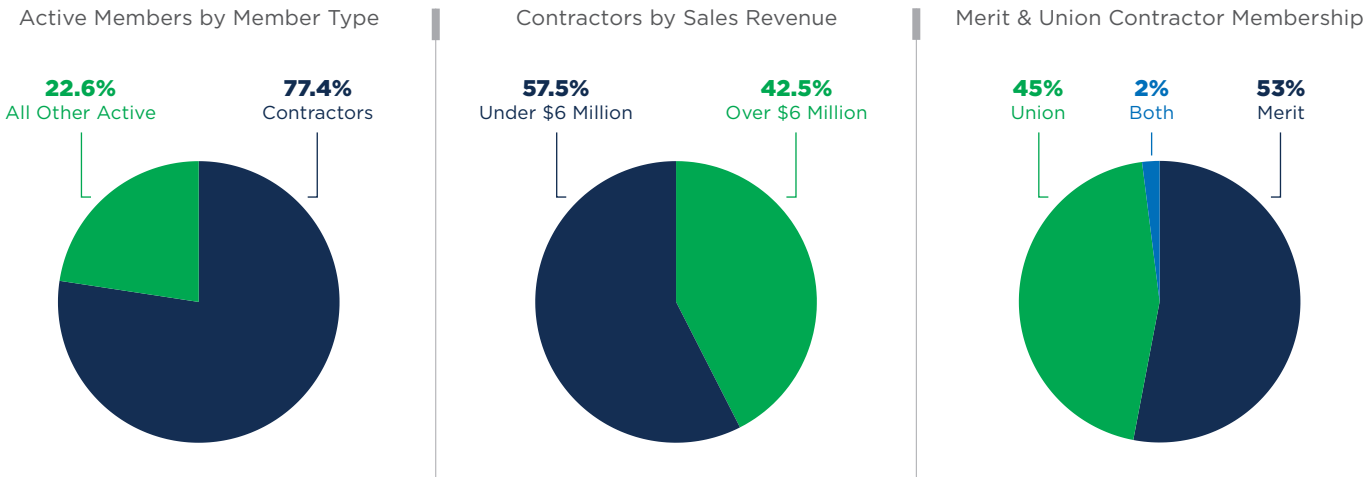


NIA MEMBERSHIP

292 Member Companies
416 Branch Locations
More than 2,000 Member Representatives
25 New Members Joined in 2025

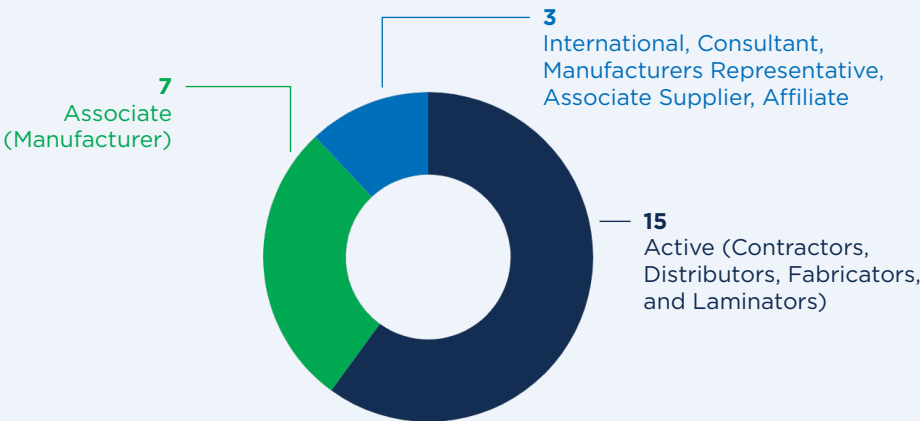


NIA CONTRACTOR MEMBERS (175)



NIA WELCOMED 25 NEW MEMBER COMPANIES

New Members by Member Category



NIA's Annual Convention is an event focused on education and networking to allow attendees opportunities to gain new business contacts, network, and build relationships. Attendees focus on the business of the industry and discuss the latest industry issues from a peer-to-peer, national perspective.

NIA's Fall Summit is an annual members-only event that brings together the mechanical insulation industry 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.

508

TOTAL ATTENDEES



59

Other

67

Spouses/
Guests

201

Associates
(Manufacturers)

181

Active
(Contractors,
Distributors
and Fabricators,
Laminators)

50 Hours

Number of hours of educational content and committee meetings available at both events



Percentage of first-time attendees

8%

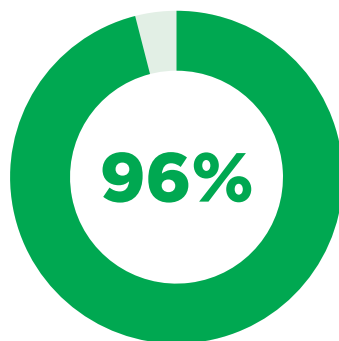


100%



of survey respondents would recommend NIA events to a peer

The percentage of survey respondents who indicated that networking with new/potential customers met or exceeded expectations



89%

of attendees who completed the survey learned new information



15

Hours of dedicated networking time at the events



To learn more about NIA Events, visit www.insulation.org/events or email events@insulation.org.



NATIONAL INSULATION ASSOCIATION®
**PREMIER INDUSTRY
MANUFACTURER**

NIA's PREMIER INDUSTRY MANUFACTURER WINNERS



NIA'S INSULATION PROJECT ART GALLERY SHOWCASE AND COMPETITION



FIRST PLACE
JT THORPE



SECOND PLACE TIE
• Gribbins Insulation & Scaffolding
• Insul-Tech, Inc.



Learn more about NIA's awards at
www.insulation.org/membership
or email membership@insulation.org.



NATIONAL INSULATION ASSOCIATION®
**NIA'S SAFETY
EXCELLENCE AWARD**

45
Applicants



- 10 Associates (Manufacturers)
- 27 Contractors
- 5 Distributors
- 3 Fabricators/Laminators
- 6 First-Time Applicants

64.4%

Achieved Platinum Recognition

26.7%

Achieved Gold Recognition

6.7%

Achieved Silver Recognition

2.2%

Achieved Bronze Recognition



100%

All applicants received a written
Safety Training Analysis Results
(STAR) Report from our
Safety Expert*

*Each applicant receives a personalized NIA
STAR Report™ — a document prepared by
NIA's General Counsel that provides feedback
and recommendations to help improve
workplace safety and safety culture.

CERTIFICATION COURSES

-  Understanding Mechanical Insulation (INTERMEDIATE)
-  Insulation Energy Appraisal Program™ (ADVANCED)
-  Thermal Insulation Inspector Certification™ (ADVANCED)

TOTAL PROFESSIONAL DEVELOPMENT HOURS AWARDED

1,753



158

Number of Certified Insulation Energy Appraisers™ as of December 31, 2025



151

Number of Certified Thermal Insulation Inspectors™ as of December 31, 2025

NIA'S EDUCATION CENTER



12,966

Course Pages Viewed



1,780

Registered Users



70

Hours of Education Available



1,986

Course Views



15-20

New Courses Added Each Year

88

Courses offered through the Premier Training Subscription and specifically curated for our industry



MOST POPULAR COURSE:
Mechanical Insulation Basics



Learn more about NIA's Education Courses at www.insulation.org/training-tools or email training@insulation.org.



Learn more about NIA's Education Center at www.niaeducationcenter.org.

INSULATION INDUSTRY ADVISORY COUNCIL (IIAC)

An informal forum for association executives from all insulation industry-related membership organizations that support the commercial, industrial, mechanical, and residential insulation industries. Participating organizations include:

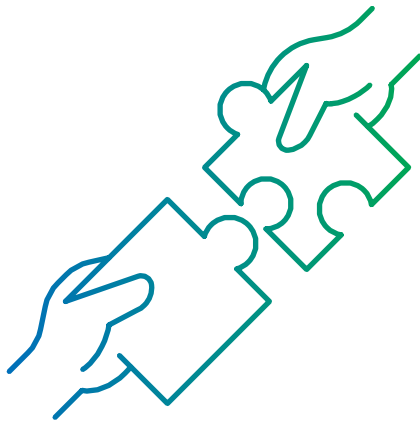
- American Chemistry Council (ACC)
- Cellulose Insulation Manufacturers Association (CIMA)
- EPS Industry Alliance
- Insulation Contractors Association of America (ICAA)
- National Insulation Association (NIA)
- North American Insulation Manufacturers Association (NAIMA)
- Polyisocyanurate Insulation Manufacturers Association (PIMA)
- Spray Polyurethane Foam Alliance (SPFA)
- Structural Insulated Panel Association (SIPA)

NIA SUPPORTS THE FOLLOWING ORGANIZATIONS

- Construction Safety Week
- Foundation for Mechanical Insulation Education, Training, and Industry Advancement
- High Performance Building Caucus (HPBC)
- Insulation Industry Advisory Council (IIAC)
- National Association of State Energy Officials (NASEO)
- National Association of Wholesaler-Distributors (NAW)
- National Center for Construction Education & Research (NCCER)
- U.S. Department of Energy (DOE)

LETTERS OF SUPPORT

- Supporting Corporate Transparency Act Reporting Relief, Letter to the U.S. Department of the Treasury
- Supporting Federal Investment in Building Energy Codes, Letter to Congressional Appropriations Committees
- Supporting Small Business Tax Policies, Letter to the U.S. House Ways and Means Committee
- Supporting Continuation of the ENERGY STAR® Program, Letter to Congressional Leadership



Learn more about NIA's Activities and Strategic Partners:
please visit www.insulation.org or email
niainfo@insulation.org.

NIA AND THE U.S. DEPARTMENT OF ENERGY (DOE)

Relationship Overview and Proposed Integration with Better Plants

NIA has maintained a long-standing and productive relationship with the U.S. DOE rooted in a shared commitment to energy efficiency, industrial decarbonization, and workforce development. As a DOE Better Climate Ally, NIA engaged directly with DOE technical experts on the Emission Reduction Planning Framework and its five milestones, with particular emphasis on Milestone 3—identifying and prioritizing emissions reduction measures (ERMs). These sessions reinforced NIA's role not just as a trade association, but as a substantive technical partner in the national decarbonization conversation.

NIA brings to this relationship a deep portfolio of education and awareness resources specifically focused on mechanical insulation's measurable impact on energy efficiency and emissions reduction through our Insulation Energy Appraisal Program™ and the Thermal Insulation Inspector Program™. These programs train on evaluating energy loss and assessing insulation performance and installation according to the system specification. Together, these tools represent a proven framework for translating insulation awareness into actionable energy savings.

Building on this foundation, NIA opened initial discussions with DOE's Better Plants program to explore how NIA's education and training content can be integrated into Better Plants' existing delivery platforms. Specifically, NIA has identified the following Better Plants program vehicles as natural fits for this collaboration:

Virtual Training

NIA's energy appraisal and inspection content is well-suited for online delivery and can be adapted to reach facility energy teams and plant managers across Better Plants' national partner network.

Bootcamps

NIA's intensive, skill-building approach to insulation evaluation aligns directly with the Bootcamp format, offering participants hands-on, practical knowledge they can apply immediately on return to their facilities.

In-Plant Trainings

On-site delivery of NIA's insulation inspection curriculum presents a compelling opportunity to assess real systems in real conditions, creating an immediate and visible connection between insulation performance and energy outcomes.

Treasure Hunts

NIA's energy appraisal methodology is a natural complement to DOE's Treasure Hunt model, which identifies low-cost and no-cost energy savings opportunities. Insulation systems are consistently among the highest-ROI targets in any industrial facility, and trained inspectors can identify savings that other assessors often overlook.



NIA's goal in these discussions is straightforward: to ensure that mechanical insulation receives appropriate attention within the DOE's energy efficiency programs, and to equip the industrial facility partners with the knowledge and tools to capture the significant, often underutilized savings that proper insulation management delivers.



Learn more about NIA's Activities and Strategic Partners: please visit www.insulation.org or email niainfo@insulation.org.

NIA and the Association for Materials Protection and Performance (AMPP) partnership continued in 2025



In mid-2025, NIA's Contractor and Associate (Manufacturer) members and representatives of the Engineering/Owner community were surveyed to understand common "pain points" related to mechanical insulation challenges experienced in the field. Results of this survey were shared with members during the 2025 Fall Summit.



After review and discussion of survey results, four working groups for mechanical insulation installation standard practices/guidelines were formed to address the following:



Damaged Insulation

(Group Leader: Scott Sinclair, NIA Consultant)

Establishing recommended standards/guidelines for identifying, assessing, and repairing compromised insulation systems to restore performance and extend service life.



Flanges

(Group Leader: Lee Stuckenschmidt, Systems Undercover)

Developing installation standards/guidelines for insulating flanges, which are particularly vulnerable to heat loss, condensation, and corrosion under insulation (CUI).



Vapor Retarders and Vapor Stops

(Group Leader: Erica Schneider, Bartelt Insulation)

Covering the proper installation of vapor control layers that are essential for preventing moisture infiltration and protecting the integrity of below-ambient insulation systems.



Pipe Supports

(Group Leader: Darrell Peil, Knauf)

Addressing best practices for selecting pipe supports that allow for a continuous insulation system through the support, taking into account insulation compression, thermal bridging and future damage.

INSULATION STANDARDS DEVELOPMENT PROCESS

Through the joint working agreement between NIA and AMPP, the mechanical insulation installation standards/guidelines will be developed through NIA's Standards Working Groups, reviewed and approved by NIA's Technical Information Committee (TIC) and the NIA Board of Directors, and then sent over to the NIA/AMPP Standards Committee (SC) 27 for a full committee review before being submitted to the AMPP Standards Program Committee for final approval.

SC 27 LEADERSHIP

- **Jeff DeGraaf**
NIA Consultant, SC 27 Chair
- **Scott Sinclair**
NIA Consultant, SC 27 Vice Chair
- **Michael Pardo**
S&B Engineers and Constructors,
SC 27 Secretary



Learn more about the Insulation Standard Practice Development Process at www.insulation.org/resources/nia-insulation-standards



NIA connects with members and insulation end users year-round through our targeted communications and outreach.

INSULATION OUTLOOK MAGAZINE



Insulation Outlook is the only global mechanical insulation publication, connecting NIA members with engineers, architects, facility owners, and industry professionals through:

- Insights on cutting-edge system design practices,
- Emerging industry trends, and the
- Latest insulation technologies and materials.



11
issues
and
92
articles and
columns

79%
of our almost 11,500
subscribers are
engineers, facility
owners, architects,
and end users

NIA NEWS, A MEMBERS-ONLY NEWSLETTER



With comprehensive coverage that ensures all members stay connected on key association developments, *NIA News* keeps members informed about:

- The latest activities, programs, and available resources,
- Legal, safety, and Foundation updates, and
- All upcoming meetings and events.

New Feature

Getting to Know Your NIA Team was introduced to help members get to know the people behind the services they rely on.

92
pages
and
48
articles

EMAIL COMMUNICATIONS

E-News Bulletins deliver targeted, time-sensitive updates twice monthly to members, subscribers, regional organizations, and strategic partners, focusing on upcoming activities, training opportunities, and health and safety information. All communications are directed only to company-designated employees. For changes to your company's distribution list, contact membership@insulation.org.

19
E-News Bulletin
Digital
Newsletters

15
Insulation
Discovery Series
(Sponsored
Content eblasts)

WEBSITES



6
Websites

insulation.org
niaeducationcenter.org
insulationoutlook.com
insulatemetalbuildings.org
insulationappraisers.com
insulationinspectors.com

Popular Pages

- Benefits of Insulation
- Membership Directory
- Simple Calculators
- Certified Appraisers
- Inspector Program

What Were Users Reading on the *Insulation Outlook* Archive in 2025?

- K-Value, U-Value, R-Value, C-Value
- ASHRAE Standard 90.1-2010 Increases Minimum Pipe Insulation Thicknesses
- Insulation and Temperature—A Useful Relationship
- Improving Firestopping for HVAC Duct Penetrations in Fire-Rated Walls

SOCIAL MEDIA



Find us at
NIAinfo

We gained
817
people

totaling
4,400
followers

reaching
71k
users

with
379
posts

resulting in
149k
impressions



INDUSTRY LEADERS



COMPETITIVE ADVERTISERS



BASIC ADVERTISERS

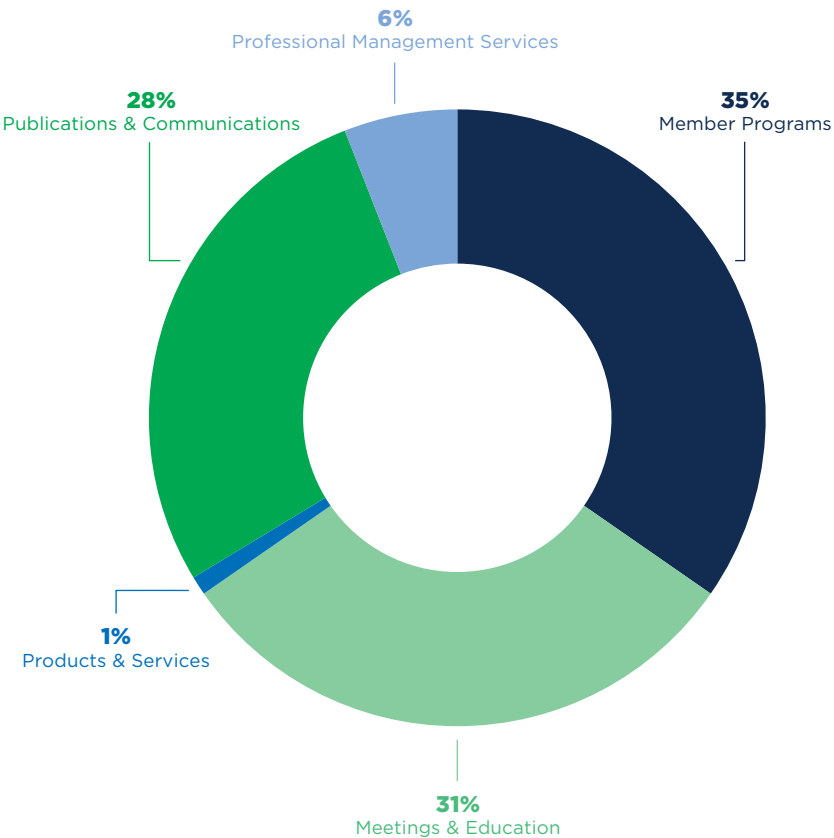




NIA REVENUE

Meetings & Education	\$890,311
Membership Programs	\$1,014,120
Products & Services	\$18,524
Publications & Communications	\$794,638
Professional Management Services	\$169,217
Total Revenue	\$2,886,810

*Investment balance as of December 31, 2025: \$936,408



NIA EXPENSES

Meetings & Education	\$1,342,150
Membership Programs	\$485,635
Products & Services	\$23,906
Publications & Communications	\$795,566
Professional Management Services	\$117,990
Total Expenses	\$2,765,247
Foundation Contribution	\$40,000

NIA's fiscal year is from January to December.

