

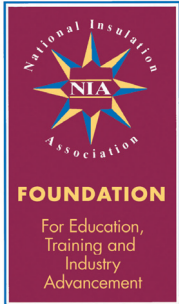


The National Insulation Association's

2021 ANNUAL REPORT



Foundation for Education, Training, and Industry Advancement



NIA's Foundation continued its work to promote the commercial and industrial insulation industry to end users, specifiers, architects, energy managers, plant operators, building owners, facility managers, government agencies, and strategically aligned partners.

The Foundation is a self-funded committee dedicated to the development of projects. The Foundation is funded primarily through voluntary contributions, and these funds are strictly used for Foundation-related initiatives. Foundation programs and activities are determined by the Foundation Steering Committee and approved by the NIA Board of Directors. Progress in 2021 included developments in the areas of strategic partner collaborations, outreach, education,

communications, and training; and a marketing program to encourage manufacturers to include the Thermal Insulation Inspector Certification in their specifications. All these programs were made possible through generous contributions from the following member companies and industry organizations.

Gold-Elite

(\$15,000 Voluntary Annual Contribution)

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

Gold

(\$5,000 Voluntary Annual Contribution)

- Alpha Engineered Composites, LLC
- Armacell
- Bay Insulation Systems, Inc.
- Caldwell Insulation, Inc.
- Eastern States Insulation Contractors Association
- Insulation Contractors Association of New York City
- Insulation Materials Corp.
- Irex Contracting Group
- Lamtec Corp.
- Southwest Insulation Contractors Association
- Thermal Insulation Association of Canada

Silver

(\$3,000 Voluntary Annual Contribution)

- Midwest Insulation Contractors Association
- R.P.R. Products, Inc.

Bronze

(\$1,000 Voluntary Annual Contribution)

- Advanced Industrial Services, LLC
- Advanced Specialty Contractors, LLC
- Atlantic Contracting & Specialties, LLC
- Delaware Valley Insulation and Abatement Contractors Association, Inc.
- Dover Insulation, Inc.
- Geo V. Hamilton, Inc.
- Heat Frost and Thermal Insulation Education Fund
- Hudson Bay Insulation Co.
- Ideal Products of America, LP
- I-Star Energy Solutions
- Kennedy Insulation Systems, Inc.
- K-FLEX USA, LLC
- L & C Insulation, Inc.
- Lewco Specialty Products, Inc.
- Luse Thermal Technologies
- Midwest Materials Co.
- Petrin, LLC
- Shook & Fletcher Insulation Co.
- Southeastern Insulation Contractors Association
- Western Insulation Contractors Association

Foundation Steering Committee

The Foundation Steering Committee oversees efforts to develop and implement strategies and recommend processes to advance and expand the commercial and industrial insulation industry. The committee is made up of Foundation contributors and consists of two Associate members, two Distributor/Fabricator/Laminator members, and two Contractor members, as well as one NIA staff person, a third-party marketing consultant (as determined by the Steering Committee), and one member of NIA's Executive Committee serving as Assistant Secretary. Membership category representatives serve alternating 2-year terms, except for the Executive Committee representative, whose term is determined by the Executive Committee.

2021 Committee Members

- Co-chair Dan Bofinger, *Specialty Products & Insulation*
- Co-chair David J. Cox, *Owens Corning*
- Wally Blewitt, *Knauf Insulation, Inc.*
- Matt Hymer, *Midwest Materials Co.*
- John Lamberton, *Irex Contracting Group*
- Marc Napolitano, *Insulation Materials Corp.*

Transitioning the Foundation to a 501(c)(3)

On May 4, 2021, the Internal Revenue Service (IRS) approved the Foundation for Mechanical Insulation Education, Training, and Industry Advancement as an independent entity with a 501(c)(3) nonprofit designation (Foundation). The benefits of this transition include potential funding from organizations that will only support 501(c)(3) organizations and the ability to apply for grants. A memorandum of understanding has been developed that would allow NIA to manage the Foundation, the 2022 budget was developed, bylaws and articles of incorporation have been drafted. The Foundation elected its own board of directors, which can be found on their webpage under www.insulation.org/foundationinfo.

Industry Measurement Survey Data Analysis

The biennial Industry Measurement Survey took place in January 2021, and statistical information for the mechanical insulation industry and metal building insulation industry was gathered and analyzed. This year's survey also includes new data related to the impacts of the COVID-19 pandemic. The full survey report can be found at <https://insulation.org/io/articles/nia-surveys-confirm-market-expectations-and-forecast-growth-in-2021-2022/>.

Extreme Weather Emphasizes the Power of Insulation

In response to the loss of power and water associated with the extreme weather experienced in Texas, Louisiana, and the Midwest in February 2021, NIA volunteered its expertise to help legislators craft state and federal legislation to avoid future climate catastrophes. NIA also offered to assist any affected plant or facility with the design of their insulation systems. In addition, NIA asked President Biden, Governor Greg Abbott (TX), and Governor John Bel Edwards (LA) to issue executive orders to mandate, at a minimum, proper insulation system installation on a variety of systems and facilities. Additional information about this effort can be found at <https://insulation.org/io/articles/prioritizing-insulation-protecting-people-systems-and-investments-in-all-seasons/>.

Building up Industry Training and Education Resources

With funding and support from the Foundation, NIA has been working on exciting new projects to bring additional updated resources to our members and the industry. NIA completed the transition of the *Mechanical Insulation Design Guide* (the *Design Guide*, formerly known as MIDG), to www.insulation.org, as well as moving Mechanical Insulation Basics (formerly known as E-Learning Modules), which are a pre-requisite for the Thermal Insulation Inspector Certification, to our website. For more information, visit the Education and Training section on page 24.

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, 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 2021, 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 following:

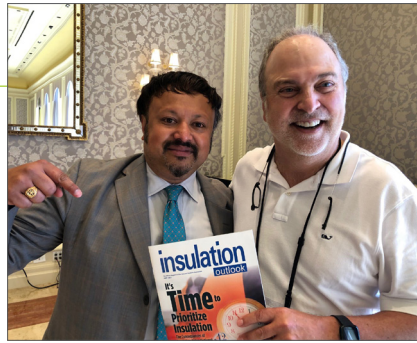
- NIA advocated for small businesses in support of the Main Street Tax Certainty Act of 2021, to make permanent the Section 199A 20% deduction for qualified business income. This bipartisan legislation will help ensure permanent tax parity for the millions

of employers organized as S corporations, partnerships, and sole proprietorships. It will also provide certainty to the countless businesses that have been devastated by the coronavirus pandemic.

- NIA joined 13 other insulation industry groups that called upon Congressional leadership to modernize the Internal Revenue Code Section 25C tax incentive for residential energy-efficiency improvements. Led by bipartisan efforts, the Home Energy Savings Act (S.2588/H.R.4506) represents a strong framework for updating this important credit.
- NIA and 115 other organizations urged U.S. Senate and House leadership to protect family-owned businesses from tax increases by defending stepped-up basis and opposing any changes to current law. The letter, with an accompanying economic study, illustrated how repealing stepped-up basis by imposing capital gains taxes when assets transfer ownership at death would force many family-owned businesses to liquidate assets or lay off employees to cover the tax burden. This new tax would be imposed on top of any existing estate tax liability, further compounding the negative impacts and creating a second tax at death. [Click here to read the letter and report.](#)
- NIA monitored the congressional infrastructure bill, paying close attention to the proposed funding for building energy efficiency. Money is currently earmarked to support areas of workforce development and training, energy auditing, and retrofits. Working together, NIA and the rest of the IIAC will be following the progress of this bill and will be ready to present, in a united front, the benefits of insulation and initiatives that would support the objectives of the bill.
- NIA contributed information to the commercial, industrial, and mechanical segments of the updated



OC's Jake Aelker and Kylie Miller Borg get BBQ in Kansas City.



Anirban Basu (Sage PolicyGroup) and Dave Cox at the SEICA Spring Meeting.



Bob Fligg of L&L Insulations and former Air Force flight instructor with a T-38.

American Chemistry Council Insulation Industry Report, Contributions of Insulation to the U.S. Economy in 2020, published by the Economic and Statistics Department of the American Chemistry Council. To access the report, visit <https://insulation.org/wp-content/uploads/2022/02/Contributions-of-Insulation-to-U-S-2020.pdf>.

Strategic Partnerships and Coalitions

Activities in 2021 included:

- Entering into a memorandum of understanding with the Energy Management Association (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. Department of Energy (DOE).
- Reconnecting with the DOE's Industrial Assessment Center (IAC) representatives, meeting in person at the 2021 NIA Convention to discuss opportunities to work together in 2022, 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 2021.

Work continued with guide specification organizations such as MasterSpec, Midwest Insulation Contractors Association (MICA), and Process Industry Practices (PIP) for inclusion of inspection language in their respective documents. In addition, we are happy to report that the following NIA Associate member companies have either included or are in the process of including inspection language in their guide specifications:

- 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, please visit <https://insulation.org/training-tools/inspectorprogram/recommending-inspectors>.