AAMA-IGMA Combined Org. Strategy
January 30, 2019

• Currently in the second phase of the plan development
• Planning to release the full proposal for member review in June 2019
• AAMA and IGMA membership votes to take place in July 2019
• Sessions are scheduled during the AAMA Annual and Summer Conferences allowing members an opportunity to seek clarification and provide feedback
New Organization Value

• Stronger industry voice
• Single-source access to critical information
• Better synergy for the whole finished fenestration product
• Direct access to Canadian market, codes and regulatory expertise
• Expanded technical competencies supporting educational opportunities
• Enhanced conference programming through expanded content offering
• Broader networking opportunities through combined events
• More resources by harnessing the intellectual knowledge of the associations
• A stronger financial position allowing for future investments in industry research, technical resources and educational programs
• Solidify organization’s position as the single source for the industry moving forward
The Evolution of AAMA

AAMA continues to change to address the changing needs of its members
- 1986, expanded window and door performance requirements beyond aluminum to include vinyl
- 1997, added an event to offer three meetings/conferences per year to address work faster
- 2002, reduced Board of Directors from 26 seats to 13 seats for more nimble decision-making
- 2005, achieved harmonized window and door performance standard (NAFS) with Canada
- 2009, added strategic focus on education programs
- 2017, modified conference structure for better balance of industry content and task group work addressing the diversity among participating companies and positions of individuals attending

• AAMA faces challenges today
  - Pace of work – document development and balloting
  - On-boarding new members into a complex association structure
  - Engagement of younger generation of member company employees
  - Offering opportunities for active association participation outside of national conferences

• Discussions regarding combining with IGMA yielded ideas AAMA could consider to enhance its current operations with or without a merger
Meeting between AAMA and IGMA Staff in November 2018 addressed:
- Dues Schedule
- Organizational Structure – Board of Directors, Governing/Policy Committees
- Document Development and Voting Procedures
- Conferences
- New Organization Names

Goals of the latest plan development:
- Identify structure and procedure that lends itself to creating a faster-paced, more nimble AAMA based on challenges faced in the past
- Deliver the same services and content from both organizations although potentially with adjustments to where and how these are accessed
- Establish structure that represents one unified association with one voice, not an organization within an organization
New Organization Dues Proposal

- Targets current AAMA and/or IGMA member dues fees at +/-10%
- Includes options to maintain level of participation elected today
  - AAMA Category 1, 2 or 3 member with or without an IGMA membership
- Shifts to tiered sales volume-based schedule with flat fees
  - Eliminates complexity of linear sales volume-based calculation
  - Includes 2% annual fee increase for budget planning and to avoid larger periodic increases

Note: New dues schedule would be effective with 1/1/2020 membership renewals
Definitions

• Board of Directors – top-level member governing body

• Steering Committee – groups established by the Board of Directors to govern specific operational segments of the organization

• Council – groups established by the Board of Directors to govern the daily work activities of specific product segments represented by the membership

• Committee – groups established by the Steering Committee(s) or Council(s) to provide oversight and coordination of work for specific product or scope segments (e.g., Finishes Committee, Hardware Committee)

• Task Group – any size team of members assigned a defined project (e.g., technical document development/revision, web page development)

• Work Group – small team of task group members assigned a very specific action item to complete and report back to the task group for voting
Board of Directors
Officers (4)  APC (3)  RPC (3)  GPC (3)  2 at-large

GOVERNING/POLICY COMMITTEES (U.S. and CANADA)

Code Action Steering Committee
Regulatory Steering Committee
Sustainability Steering Committee
Certification Steering Committee
Education Steering Committee
Innovation Steering Committee
Marketing Steering Committee
Technical Steering Committee

Architectural Products Council (includes CW)
Glass Products Council (IGMA) IG Technical Services IG Certification
Residential Products Council (includes MH)

U.S. Regions
Southeast USA
Western USA

Door Council
Skylight / Sloped Glazing Council
Wall Interface Council
Materials Councils

Aluminum  Fiberglass  Vinyl  Wood / Cellulosic Composite

New Organizational Chart Proposal
Proposed Board of Directors

OFFICERS

- President/Chairman
- Vice President/Vice Chairman
- Treasurer
- Immediate Past President/Chairman

Architectural Products Council

Glass Products Council

Residential Products Council

At Large

Architectural Products Council

Glass Products Council

Residential Products Council

At Large

Architectural Products Council

Glass Products Council

Residential Products Council
<table>
<thead>
<tr>
<th>Current AAMA Governing Committees</th>
<th>Proposed New Org. Governing Committees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Certification Policy Committee</td>
<td>Certification Steering Committee</td>
</tr>
<tr>
<td>Code Action Committee</td>
<td>Code Action Steering Committee</td>
</tr>
<tr>
<td>Education &amp; Training Steering Committee</td>
<td>Education Steering Committee</td>
</tr>
<tr>
<td>Board Research Committee</td>
<td>Innovation Steering Committee</td>
</tr>
<tr>
<td>Marketing Steering Committee Membership Committee</td>
<td>Marketing Steering Committee</td>
</tr>
<tr>
<td>Sites &amp; Programs Committee</td>
<td></td>
</tr>
<tr>
<td>Regulatory Affairs Committee</td>
<td>Regulatory Steering Committee</td>
</tr>
<tr>
<td>Sustainability Steering Committee</td>
<td>Sustainability Steering Committee</td>
</tr>
<tr>
<td>Document Management Committee</td>
<td>Technical Steering Committee</td>
</tr>
<tr>
<td>Finance Committee</td>
<td>Board of Directors</td>
</tr>
</tbody>
</table>
Steering Committees Overview

• 3 Co-Chairs representing each of the Product Councils (APC, GPC, RPC)
  – Exception: Board of Directors Chairman serves as Certification Steering Committee Chairman

• Designated number of voting and alternate roster positions allocated across membership product interests relevant to Steering Committee scope

• Candidates apply for Steering Committee voting and alternate positions
  – Eligibility criteria tied to experience defined for each Steering Committee

• U.S. and Canadian topics addressed by all Steering Committees as applicable

• Scope and operating/voting procedures based on AAMA process for:
  – Code Action Steering Committee
  – Regulatory Steering Committee
  – Sustainability Steering Committee
  – Education Steering Committee (scope is expanded)
  – Innovation Steering Committee
  – Marketing Steering Committee (scope is expanded)

• AAMA Certification Policy Committee operates as it does today but under the Certification Steering Committee
## Technical Steering Committee

<table>
<thead>
<tr>
<th>Roster</th>
<th>Operation</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Technical (TSC)</strong></td>
<td><strong>Scope:</strong> (includes duties of AAMA DMC)</td>
</tr>
</tbody>
</table>
| • 3 Co-Chairs (APC, GPC, RPC)  
• 20 voting members (10 alternates);  
  2 voters/1 alternate per Council | • Final review of all technical standards for:  
  - Neutrality  
  - Glaring deficiencies  
  - Justification for stringency changes  
  - Staff-identified substantive issues  
  • Set technical standard revision schedule  
  • Approve technical interpretations  
  • Address misconduct re: standards use |

### Roster
- 3 Co-Chairs (APC, GPC, RPC)
- 20 voting members (10 alternates); 2 voters/1 alternate per Council

### Operation
- **Scope:** (includes duties of AAMA DMC)
  - Final review of all technical standards for:
    - Neutrality
    - Glaring deficiencies
    - Justification for stringency changes
    - Staff-identified substantive issues
  - Set technical standard revision schedule
  - Approve technical interpretations
  - Address misconduct re: standards use
- **Quorum:** >50% of voting members
- **Successful vote:** 80% of established quorum

---

All Steering Committee seats are by application and based on eligibility qualification.
Council Roster Voter Qualifications

- Is a finished fenestration product or insulating glass unit manufacturer
- Makes a product that is directly addressed by the Council
- Makes a product that is incorporated into a product directly addressed by the Council
- Makes a product that is used to install a product addressed by the Council
- Offers a service that is used by companies making products directly related to the products addressed by the Council or incorporated into such products
- Provides equipment used in the manufacture of products that are directly addressed by the Council or incorporated into such products

Additional Considerations:
- To be re-affirmed during membership renewal each year.
- All Councils maintain an interested parties list for members not meeting qualifications who want to receive comment-only ballots.
- Membership level must align with desired participation
Document Development Workflow

Technical Steering Committee

Specialized Committee (e.g., Finishes Committee)

only if applicable

Council

Task Group/Committee
Document Balloting

• In all cases, votes are limited to one vote per company membership

• Task group ballots* sent to voting members on task group roster
  – No minimum response rate; requires 2/3 approval of non-abstention responses

• Council ballots* sent to voting members on Council roster
  – Requires responses from >50% of the active voters; requires 2/3 approval of non-abstention responses

• Specialized committee* ballots sent to voting members on committee roster
  – Example: Finishes Committee, formerly the AAMA Finishes Steering Committee
  – Appointed roster, requires >50% response rate and 2/3 approval of non-abstention responses

• Technical Steering Committee ballots
  – Quorum is >50% of voting members; successful vote is 80% of established quorum

* Comment-only ballots sent to corresponding members on rosters at each level as applicable
2019 Joint Summer Conference

- Meeting schedule designed to integrate certain high-interest content while running remaining content side-by-side during Monday through Thursday timeline

- Integrated sessions scheduled so that AAMA and IGMA registrants may attend
  - Speakers, breakfasts, lunches and receptions/evening social events
  - Ignite Sponsor Presentations (available to any AAMA or IGMA registrant) during Monday’s Lunch
  - AAMA Architectural and Residential Products Meeting
  - IGMA Glass Safety Awareness
  - Regulatory Affairs Committee (U.S. and Canadian content; includes ASHRAE and EWC)
  - Code Action Committee (U.S. and Canadian content)
  - IGMA Leadership Development

- Fees and sponsorships
  - AAMA or IGMA member (includes spouse): $825 early bird/$950 regular
  - Non-member: $1,600
  - Revised sponsorship opportunities to be offered to help offset reduced registration fee revenue
Conferences Post Merger Vote – if Approved

• 3 national conferences each year – two in the U.S. and one in Canada

• Meeting schedule designed to reflect newly approved combined organizational structure during Monday through Thursday timeline
  – May consider extending to Monday through Friday timeline to mitigate session conflicts and/or to add more time for independent task group work
  – Monday through Friday national conferences would require AAMA regional meetings to be addressed as one stand-alone in-person meeting and one webinar each year per region

• Fees and sponsorships
  – AAMA or IGMA member (includes spouse): $825 early bird/$950 regular
  – Non-member: $1,600
  – Revised sponsorship opportunities to be offered to help offset reduced registration fee revenue
Proposed New Organization Name Options

“A” can be Association or Alliance; “International” and “Global” are interchangeable

- **AAMA . IGMA***
- Association of Glass and Fenestration Manufacturers (AGFM)
- Fenestration and Insulating Glass International (FIGI)
- FenGlass Global (no acronym)
- Glass and Fenestration Industry Alliance (GIFA)
- Global Fenestration and Glass Alliance (GFGA)
- Global Glass and Fenestration Alliance (GGFA)
- International Association of Fenestration Manufacturers (IAFM)

*Option selected by joint AAMA-IGMA Exploratory Team, at least at the margin of the change; possibly consider different name with a more complete brand evolution at a future date
AAMA and IGMA February Conferences

**AAMA**
- Time during Opening General Session to explain latest components of plan
- Two one-hour breakout discussion sessions with M. Webb and J. Yglesias hosting

**IGMA**
- Discussion session occurred at IGMA Winter Conference on Thursday, February 7
Remaining Plan Development
Targeted for March/April 2019 Initial Planning

• Bylaws
• Codes and Regulatory Affairs
• IG Certification
• Personnel
• Accounting/Banking Logistics
• Combination Timeline and Steps (assuming dual approval votes)