AAMA and IGMA Unification FAQ

October 15, 2018 - A late June meeting between AAMA and IGMA staff resulted in the development of preliminary plans for hosting events under the proposed combined organization that meld programming and services from the organizations’ currently independent conferences. It also marked the initiation of the proposed dues schedule development for the new combined organization.

Events:

1. **When will the first combined conference occur?**

   In preparation for the targeted July 2019 AAMA and IGMA member voting on the comprehensive proposal to combine the organizations, a combined AAMA and IGMA Summer Conference will be held June 17-20, 2019 in Victoria, British Columbia at the Fairmont Empress. A preliminary sample schedule illustrating how the AAMA and IGMA sessions may occur is available but is not a final representation of the meeting schedule for the event.

2. **What is the proposed frequency, duration and locations for conferences?**

   The current strategy is for the new combined organization to support three national conferences each year addressing the session content and member services currently provided by each organization’s independent events. Conferences will begin on Monday with optional events and a reception and the meeting sessions will occur Tuesday through Thursday culminating in the Board of Directors meeting Thursday afternoon.

   At least one Canadian location will be included on the national conference schedule each year. Southeast and Western Region Meetings will continue to be held at the end of national conferences, as applicable. Hosting shorter, more targeted events specific to particular member segments may also be considered.

3. **Will fees to participate in the conferences be increased?**
Member registration fees and hotel room rates are targeted to remain comparable to the fees assessed to AAMA and IGMA members today. Sponsorship opportunities are being re-evaluated which will likely yield a new menu of options and price points for members to consider.

4. Will there be any limitations on conference session participation?

Members of the new combined organization will be welcome to attend all sessions occurring during the conference regardless of the member company’s specific membership parameters. Voting will be limited based on membership elections. In some cases, the Board of Directors and/or governance committees operating directly under the Board of Directors may invoke an Executive Session which will be limited to just the members of that committee.

Dues:

1. How will member dues be impacted?

A dues schedule is being developed that will permit members options to establish a membership under the new combined organization that matches the current level of involvement they have elected today under independent AAMA and/or IGMA memberships. The goal of the new dues schedule is to target dues fee impacts of no more than +/-10%, but the specific fees and impacts are still being developed.

June 5, 2018 - The Boards of Directors for AAMA and IGMA have engaged in formal discussions with the goal of creating a new unified organization that can better serve the North American fenestration industry.

The AAMA and IGMA leadership is committed to open, frequent and transparent communication to ensure that the members of both organizations are fully informed on discussions to date and on the comprehensive proposal for the new organization.

General:

1. What will this new organization look like?
This is a preliminary model which preserves the activities of both organizations and is very familiar to the respective memberships. IGMA will be the Glass Products Group with equal ranking to the Architectural and Residential Products Groups. The Glass Products Group will supplant AAMA’s Glass Material Council. This group will continue all of IGMA’s current activities while expanding into other glass areas as new tasks and activities evolve. Activity reporting will be shared across all three Products Groups.

It is foreseen that each Products Group will have three representatives on the Board of Directors of the new organization, plus the four Board Officers and two members-at-large. Discussion is taking place regarding the development of guidelines to ensure the Board maintains majority representation by whole unit fenestration product manufacturers and IG unit manufacturers and includes representation by component producers.

2. **Why are AAMA and IGMA looking at creating a new organization?**

The new organization is being designed to bring added value to the membership. Organizations that will succeed going forward will embrace change and be able to respond quickly to new situations. Membership is evolving and changing as well. Both organizations have recognized for some time that there is a need to adapt to member requirements.
Both organizations represent the interests of the architectural and residential markets so it was a natural fit to maintain activities in both markets. IGMA has been exclusively focused on glass products (predominantly insulating glass) and AAMA has been focused on “whole product” performance along with other components and services such as finish application, sealants and hardware. IGMA brings the glass expertise to the new organization which will embrace all fenestration components and finished products.

3. **What is the targeted timing for completing the new organization proposal?**

The Exploratory Team, which consists of leaders from both organizations, is committed to having a final proposal ready for their respective member votes by June 2019.

4. **AAMA is predominantly a U.S. based organization while IGMA is a North American organization (though both organizations have international memberships). What will be the focus of the new organization?**

Both organizations are committed to a global outreach. Currently, most of the members are in Canada and the U.S. At the outset, offices will be maintained in both Canada and the U.S. with staff from both countries.

5. **What advantages does this new organization have over what exists today?**

Both organizations serve their membership through active involvement in standards development, code activities, and product certification in both the U.S. and Canada. By combining the two organizations, members will have stronger representation in both jurisdictions.

6. **AAMA and IGMA both have great brand recognition in the marketplace. Are we going to lose that?**

It is envisioned that the AAMA brand and Gold Label and the IGMA/IGMAC brand will be retained so members and certification program licensees are assured that they continue to receive the same recognition for their products in the marketplace. The current strategy targets operating each IG certification program separately under the combined organization.

7. **Is this a “done deal?”**

No, it is not. The Exploratory Team (which consists of equal representation from both organizations) and the staff are working on a comprehensive proposal. Progress on the proposal will be communicated frequently with plenty of opportunity for member feedback and input. Once the proposal is finalized, a
formal vote for the members of both organizations will be held. Full details on what will constitute a successful vote will be provided to the members.

Staff:

1. **Will the staff be down-sized to account for functional overlaps between AAMA and IGMA personnel?**

   No, the current staff will be retained and adding one to two positions to account for the increased codes and standards work in Canada and the U.S. has been discussed. Compensation packages for all employees will be maintained irrespective of where the staff member is located. Growth opportunities benefit all staff members.

Member Impacts:

1. **How will membership fees be impacted? Will it cost me more to be a member?**

   The staff of both organizations are working on a plan for one streamlined membership fee which will be included in the comprehensive proposal for combining the organizations. Through 2019, the membership fee schedules for both organizations will be maintained as they currently exist.

2. **Will there be any restrictions on or limitations to member services or access to information provided by AAMA or IGMA to their respective memberships?**

   For 2019, it is expected that each membership will remain separate, so there may be restricted access for companies that are a member of either one or the other. There are cross-over members between the two organizations and they will see no impact or restrictions to all member services. The Exploratory Team and staff are working to develop a new organization that encompasses and builds upon the strengths of the individual organizations. Members of both organizations can anticipate expanded services in codes and standards development and representation, educational programs, marketing services and networking opportunities.

3. **How are conferences going to work? AAMA has three national conferences each year and IGMA has two (one U.S. and one Canadian).**

   The preliminary expectation is that there will continue to be two to three general conferences per year likely lasting four to five days each, possibly with shorter, more targeted events held a few times throughout the year. Activities will be delineated by Product Groups. PG members who are primarily interested in the AAMA-based activities may attend a set number of days and those primarily
interested in IGMA activities may attend for another set number of days, with some overlap to allow for cross-communication and enhanced networking access.

4. **AAMA usually has its meetings in the U.S. while IGMA meets in Canada and the U.S. How do you plan on addressing the cross-border transparency and ensuring equal access to both the U.S. and Canadian members?**

The first joint meeting is scheduled for summer 2019 in Victoria, BC. Staff has already started working on the future schedule and programs. AAMA has signed contracts through fall 2020 which must be honored. The Glass Products Group (IGMA) may also meet outside of the proposed combined program. The current strategy is to target at least one event in Canada each year.

5. **IGMA regularly conducts research on behalf of its membership. Will that work continue?**

The new organization will engage in R&D. IGMA has established a mechanism to fund ongoing research and development through a $200 R&D fee invoiced at the same time as the annual membership fee. AAMA supports R&D activities through voluntary member contributions committed at the time of annual membership renewal. In both cases, the R&D funds are maintained separately from the operating fund. An appropriate funding mechanism to maintain a focus on membership-selected future products and developments will be addressed.

6. **How will voting be handled for topics unique for residential, architectural and glass? Such topics could include voting members who are not aware of the implications on any of these separate groups or for Canadian or U.S. interests.**

Currently AAMA maintains an open system allowing members to elect specific segments in which to actively participate and vote. IGMA addresses voting through governing committees with appointed rosters. The Exploratory Team and staff will be looking at these mechanisms to identify a process that ensures that those who are most knowledgeable and impacted by a specific issue are fairly positioned to drive that activity while still allowing for broad member input and influence.

7. **Where should questions be directed?**

Both organizations are committed to frequent and transparent communication to their membership. All members are encouraged to contact Margaret Webb (IGMA Executive Director), Janice Yglesias (AAMA Executive Vice President) or members of either Board of Directors for answers to questions.
About AAMA
The American Architectural Manufacturers Association (AAMA) is the source of performance standards, product certification and educational programs for the fenestration industry. Founded in 1936, AAMA is the leading trade association representing over 300 members producing window, door, skylight, sloped glazing, curtain wall and storefront products and components for both the residential and commercial construction markets across North America. For more information, please visit https://aamanet.org.

About IGMA
The Insulating Glass Manufacturers Alliance (IGMA) is the North American association of insulating glass manufacturers, suppliers of component materials and other industry-related professionals dedicated to upgrading product performance by promoting awareness of technological developments in the industry. In 2000, IGMA was created as a result of a successful merger between the Insulating Glass Manufacturers Association of Canada (IGMAC) and the Sealed Insulating Glass Manufacturers Association (SIGMA). Today, IGMA represents 140 members across North America. For more information, please visit www.igmaonline.org.