Financial Seminar Guides Numbers Analysis

Know your numbers! Spend a day learning to manage your business through your financials. Learn the fundamentals about your financial statements and capture meaningful information from the balance sheet and income and cash flow statements.

How? At the AWI Financial Management Seminar, May 10 in Providence, RI, where you will learn to dive into the depths of financial management and emerge with newly found knowledge and confidence to take your business to its next level of success. Hosted by the AWI New England Chapter, the Financial Management Seminar is presented by industry peers with considerable experience in financial management of varying size projects for diverse companies.

Seminar Scope
Broaden your understanding of financial ratios and methods of accounting. Be introduced to operational accounting and various management tools to include accounts and cost codes, work in progress reports, cost to complete reports, backlog reports, and sales pipeline reports.

This course will bring understanding to financial projections, cash drivers, cash management and financial benchmarking with use of the AWI Cost of Doing Business Survey Report. If time allows, it will also review open book management,

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Coming Next Month
• Standards
• Spring Leadership Conference Wrap-up

Skills USA : OFFICIAL SPONSOR FOR 2019
ConsensusDocs : ENDORSED BY AWI
The CODBS is an exclusive benefit for AWI Manufacturing Members in good standing — and at no cost, only the time it takes you to participate.

**CODBS Take-Aways**

Participation will reward you with an excellent return on your investment of time to complete the survey. The Cost of Doing Business Survey Results:

- **CREATE** a fully secure, online database of your company’s financials.
- **DELIVER** a powerful trend-analysis tool.
- **ALLOW** you to compare your results across different industry breakouts.
- **ENABLE** printing of unique reports and trend data.
- **INCLUDE** a complimentary CODBS Results book.

Why should you participate? Review the many reasons why at right.

**COST OF DOING BUSINESS SURVEY**

Closes April 21
www.awinet.org

**WHY PARTICIPATE?**


**14 GOOD REASONS!**

- KNOW your own costs, digging deeper than ever before.
- MINE the information in the aggregated results.
- UNDERSTAND your competition.
- IDENTIFY strengths and weaknesses.
- TRIM and control expenses.
- TRACE industry trends against your financials.
- DETECT early warnings of any financial difficulties.
- PLAN cash flow.
- ASSESS overall company productivity and efficiency.
- EVALUATE your company’s HR vs. industry averages.
- GAIN reliable information for making financial decisions.
- DEVISE financial strategies going forward.
- SHOW evidence of the industry’s health when seeking credit.
- GROW your business!

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2019 AWI Sponsors

AWI thanks the 2019 annual sponsors for their additional support of AWI which helps to fund the association’s programs, publications and other services for members. AWI Manufacturing Members are encouraged to connect with these suppliers anytime at www.awinet.org whenever a need arises for their services.
The Architectural Woodwork Institute has recently published four new standards, which took effect on Friday, March 15, 2019.

The list includes AWI’s first American National Standards Institute (ANSI)-approved standard, ANSI/AWI 0620-2018 Finish Carpentry/Installation. Also released were the primer standards: AWI 100 – Submittals; AWI 200 – Care & Storage; and AWI 300 – Materials.

As of the effective date, the new standards supersede their respective sections of the Architectural Woodwork Standards, Edition 2, 2014 (AWS2). The new standards take effect in all projects which were bid prior to the effective date and in which Architectural Woodwork Standards, latest or current edition, is referenced.

Effective Dates
As of the effective date, the ANSI/AWI 0620-2018 Finish Carpentry/Installation replaces the installation portions near the end of each section of the AWS2.

Similarly, AWI 100 – Submittals takes the place of the requirements located in Section 1 of the AWS2, while AWI 200 – Care & Storage replaces the requirements set forth in Section 2 of the AWS2. Sections 3 and 4 of the AWS2 are replaced by the AWI 300 – Materials standard.

Projects bid prior to March 15, 2019 are still subject to the Architectural Woodwork Standards, Edition 2, 2104 (AWS2) as the standard of reference.

Projects bid on or after March 15, 2019 are subject to AWI 100, AWI 200, AWI 300, and ANSI/AWI 0620-2018, plus applicable remaining sections of the Architectural Woodwork Standards, Edition 2, 2014 (AWS2).

For projects where the Architectural Woodwork Standards, Edition 2, 2014 (AWS2) is referenced in the project specifications, the standard of reference remains the AWS Edition 2, 2014 regardless of bid date. Alternate standards must be clarified by RFI to the architect prior to use.

Standards Online
These standards are available for download at www.awinet.org under the “Store” tab. A redline edition of the AWS2 with watermarks denoting the appropriate standard which supplants each section is also currently available at www.awinet.org.

For more information, AWI members may contact the AWI National Testing Center by phone at 229-389-2544 or email at help@awinet.org.

Founded in 1918, the American National Standards Institute (ANSI) is a private nonprofit organization that administers and coordinates the U.S. voluntary standardization and conformity assessment system. www.ansi.org
Like many previous attendees at AWI Education Outreach Programs, 15 estimators who attended the AWI Advanced Estimating Seminar in Kent, Washington on February 28 and March 1 were turned on by education. The one and one-half day interactive seminar was conducted at Flowform Countertops and hosted by the AWI Washington Chapter.

This NEW Advanced Estimating Seminar focuses on equipping attendees with tools and knowledge to improve the efficiency of their estimating department. Lecture, reinforcement laboratory activities and group collaboration provide numerous learning opportunities with practical applications that may have immediate impact. Seminar leaders urged attendees to think big picture and create solutions to impact desired areas and unique ways each ran their businesses. It is very interesting that there is no single way to perform the relevant tasks. While performing group exercises, attendees also brought to the table different practices within their companies.

**COURSE CONTENT**

**Day 1**
- Introduction and Icebreaker
- What Does Our Customer Want from Us?
- Direct Cost vs. Selling Price
- Estimating Process
- Developing Process Lab
- Letters that Lead to Numbers
- Getting the Most from Your Software
- Paperless Process
- Implementing Analysis
- Review and Questions

**Day 2**
- Morning Warm-Up
- The Data Loop
- Process Verification Lab
- Estimating Communication
- Estimating Showdown
- Review and Wrap-Up

Day 1 concluded with a Happy Hour and a shop tour of Flowform Countertops, followed by dinner. Day 2 ended mid-day after lunch. The seminar provides ample opportunities for attendees to network and discuss common challenges, best practices, and tried and tested solutions for optimal project estimating.

**Attendee Accolades**
Course completion surveys asked attendees to identify what they liked most about the seminar. Here is what they wrote:
- "Relates to real world problems"
- "Speakers"
- "Group interaction"
- "Discussion about business strategy"
- "Volume of very organized information"
- "Great overview"
- "Hands on activities"
- "Printed notebook for jotting down notes"
- "Good Structure"
- "Software"
- "Explanation of CM and how to bid for slow times."

One attendee advised that the seminar encouraged him to think about aspects of architectural woodwork estimating that he had not thought through in depth earlier.

**Turned on by Education**
A previous Advanced Estimating Seminar attendee, Matthew Madigan of Madigan Millworks, spoke to NewsBriefs in June 2018 about his take-aways from the seminar. “What impressed me the most was the diverse experiences and insights of all the presenters and the contrasting and unique ways each ran their businesses.”

What impressed me the most was the diverse experiences and insights of all the presenters and the contrasting and unique ways each ran their businesses.
Event Sponsors
AWI is grateful to two sponsors that helped defray costs of the recent education program. Sponsors were: AWI National Supplier Member and Annual Sponsor Brooklyn Hardware Manufacturing of Portland, OR, and AWI Washington Chapter Member FloForm Countertops of Kent, WA.

Seminar Speakers

**Luke Remmert** is President of Remmert & Company, Inc., based in Tuscaloosa, AL. After growing up in the woodworking business, Luke attended Auburn University where he obtained a degree in Building Science with a minor in Business Administration. Luke spent four years after college working with a large commercial general contractor where he worked in preconstruction and project management. In 2011, Luke rejoined Remmert & Company, which was founded in 1947, where he oversees sales, estimating, engineering, and purchasing.

*Remmert & Company has been an AWI Manufacturing Member since 2009, and is a Quality Certification Program Licensee.*

**John VanErem** is Vice President and owner of RCS Millwork, L.C. of Kansas City KA. The company was founded in 1966, and currently has 100 employees. John brings 15 years of industry experience to the table. He is an active member of the AWI Heart of America Chapter.

*RCS Millwork has been an AWI Manufacturing Member since 1990, and is a QCP Licensee.*

**Doug Hague** has served in the industry as a drafter/engineer and CNC programmer and spent nine years teaching at Pittsburg State University, with a focus in the area of CAD/CAM software instruction. Currently, he serves as the Director of Education for AWI. His efforts have been recognized by WMIA with the esteemed award of Educator of the Year and he was a recipient of the Woodworking Network inaugural 40 under 40 Award.
Wisconsin recently added 10 MORE Woodwork Career Alliance (WCA) accredited skill evaluators (ACE) to its ranks.

These woodworking teachers completed their training and accreditation at Madison College, Madison, WI. They are now certified to award WCA tool stamps and credentials to their students. Wisconsin has more than 50 ASEs, the most in the country. Spurred by funding from the Wisconsin Department of Workforce Development, high schools in the state can receive up to $1,000 per student for each WCA credential awarded.

Seven high schools were represented from across southern Wisconsin at the training, including Kenosha (Indian Trails and Bradford HS), Kettle Moraine, Belleville, Madison (La Follette HS), Beloit, and Stoughton. In addition to the high school teachers, Rick McDonough, a retired boat builder with 37 years of industry experience, attended. Rick volunteers at Hands On Deck, a non-profit organization based in Green Bay, WI, which uses boatbuilding to teach and inspire at-risk youth.

Also in attendance was Bill Esler, from the Woodworking Network. Bill spoke to the attendees about the need for skilled graduates for the wood industry. Madison College instructor and WCA Chief Evaluator, Patrick Molzahn led the training.

Upcoming ASE Training Sessions
April 26
The MiLL National Training Center
Colorado Springs, CO

WCA ASE training is offered as an optional upgrade on the third day of the three-day MiLL Academy event. For more information and to register visit https://themillco.org/academy.

July 17-20
AWFS Fair
Las Vegas Convention Center
Las Vegas, NV

The WCA will host seven ASE training sessions in its exhibit booth during the AWFS Fair. Morning and afternoon sessions are scheduled for July 17-19. A morning session will also be offered on July 20. Each session is limited to four seats. For more information and to register, contact Scott Nelson, WCA president, at snelsonwca@gmail.com or call 402-610-6043.

To find out how to schedule a WCA ASE Training event at your local school or business, contact Scott Nelson at snelsonwca@gmail.com or call 402-610-6043. Learn more about the WCA and its credentialing program at www.woodworkcareer.org.

High schools in Wisconsin can receive up to $1,000 per student for each WCA credential awarded.
AWI Supports Workforce Development
At PSU Wood Tech Company Day

AWI Executive VP Phil Duvic, Chief Member Services Officer Cassey Gibson, Technical Director Ashley Goodin and Education Director Doug Hague joined 31 companies that participated in the 12th Annual Wood Tech Company Day hosted by Pittsburg State University Wood Technology Program, Feb. 21-22 at the university’s Kansas Technology Center.

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Ten months ago the AWI Quality Certification Corporation (QCC) set out to elevate its presence within the design/build industry, and its efforts are paying off.

QCC Executive Director Randy Estabrook engaged the services of Limelight Marketing of Pittsburg, Kansas to enhance its social media image, freshen its website, and introduce a blog about woodwork.

Updated Website
Check out the new QCC website, www.awiqcp.org, and you’ll find a site that is fresh and new and offers more accessibility to many frequently used functions. Among them are many requests on how architects and contractors can find licensed QCP companies. The updated website has a new upper drop down menu option titled simply “FIND A...” By clicking on that link the drop down reveals “PROJECT” for completed projects and “QCP FIRM” for licensed companies.

Additional improvements include the coordination of keywords used throughout QCP’s different marketing channels like YouTube, Instagram, Facebook, Twitter and of course www.awiqcp.org, as well as updated graphics and layouts to simplify access. You can even sign up for QCC’s newsletters, Quality Times and Quality Review, on the website’s home page.

Monthly Blog
QCC’s successful outreach is working to engage more woodworkers, as well as architects, designers and specifiers. Its recently launched blog and news section provides design professionals and woodworkers with insights and the latest updates on the architectural woodworking industry. New blog content will be published each month providing answers to commonly asked questions, giving advice on working within specifications, and keeping readers updated on the latest news.

Check out the Quality Certification Program (QCP) in the following communication channels:

- Website: www.awiqcp.org
- Instagram: AWI_QCP (https://www.instagram.com/AWI_QCP)
- Twitter: https://twitter.com/awiqcp
- LinkedIn: AWI Quality Certification Program (https://www.linkedin.com/company/1775092/admin/updates/)
- Facebook: Architectural Woodwork Institute-QCP (https://m.facebook.com/Architectural-Woodwork-Institute-QCP)

The AWI Quality Certification Program (QCP) is a valuable quality assurance tool for interior architectural woodwork, one of the most highly visible aspects of many construction projects. QCP assesses whether the millwork provided meets the project’s specifications and industry standards. The American Subcontractors Association (ASA) endorses the QCP. www.awiqcp.org