2020 Annual Meeting – General Session

December 8, 2020

Amit Ahuja

AMCA President

1. Opening Remarks

- November 2 — Air Movement and Air Control Divisions
- November 5 — ConstructConnect research results
- November 9 — AMCA COVID-19 initiatives
- December 8 — General Session
  - *Financial reporting*
  - *Board of Directors nominations*
  - *Committee structure reorg*

All meetings start at 8:00am CST

Introductions & Guidelines

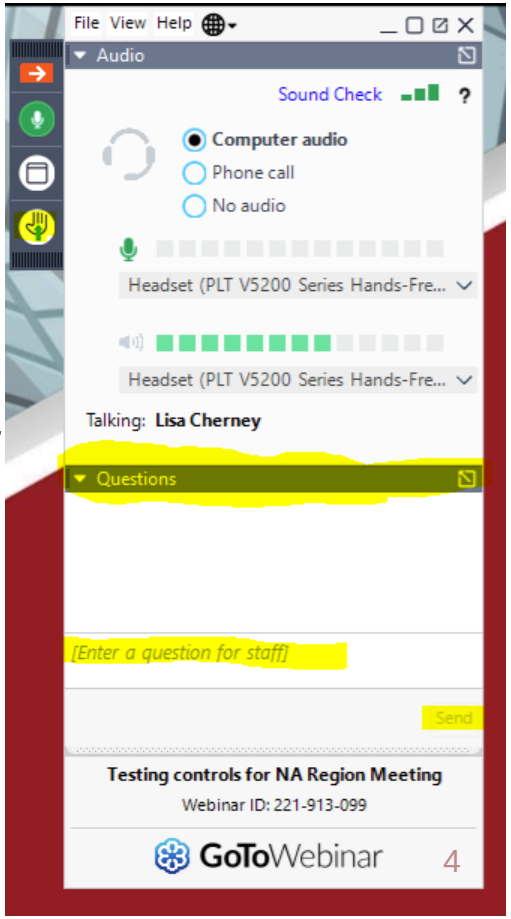
- Today's meeting agenda is attached in the "Handout" section of the attendee control panel along the side of your screen and can be opened/viewed on screen or printed from your computer.
- Audience will be muted during the program.
- Questions can be submitted anytime via the GoToWebinar platform and will be addressed at the end of the presentation. To submit a question:

  1. On the attendee control panel on the side of your screen, select the "Questions" drop down option. ➔

  2. Type your question in the text box and begin with the name of the person to whom your question is directed. ➔

  3. Click "Send". ➔

- Reminder: This program is being recorded.



2. Call to Order

3. Roll Call

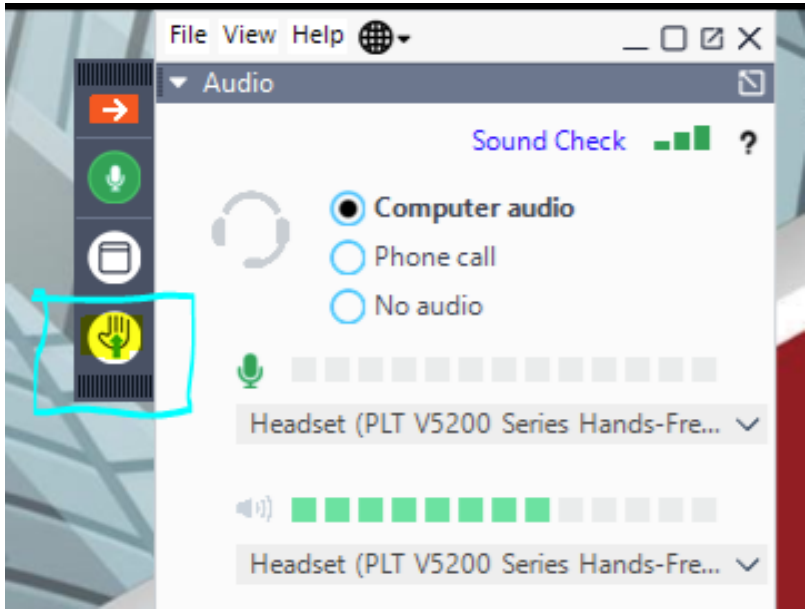
The GoToWebinar registration list will serve as the attendee roll call.

4. AMCA International Policies and Guidelines

Available on AMCAConnect:
https://www.amcaconnect.org/home/myamca/members-handbook-details

5. Adoption of Agenda

The agenda will be adopted by consensus. Please raise your hand on your control panel if you have any additions or objections.



6. Approval of Minutes from the Previous Meeting

A motion is in order

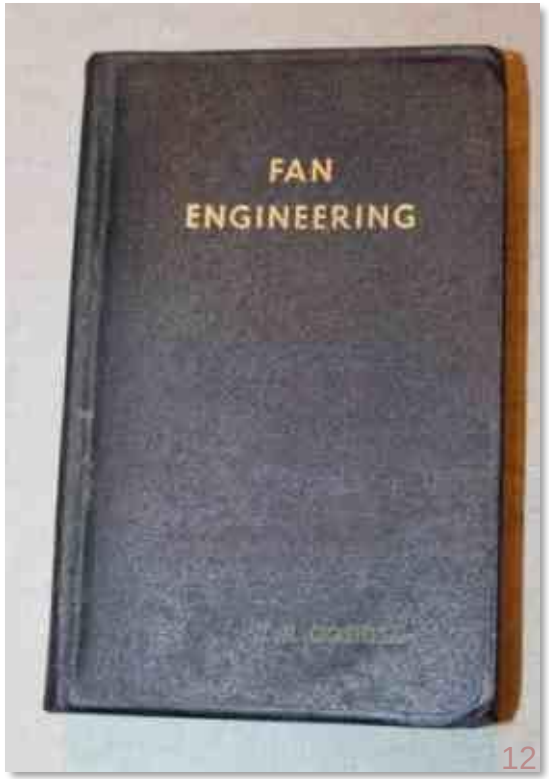
Mark Stevens

AMCA Executive Director

7. Moment of Silence

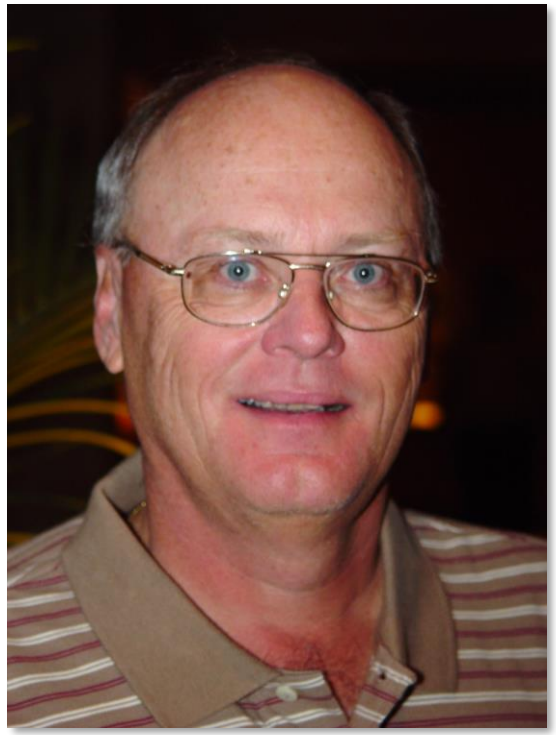
Bob Jorgensen

Buffalo Forge Company (retired)



Roger Lichtenwald

American Warming & Ventilating
(retired)



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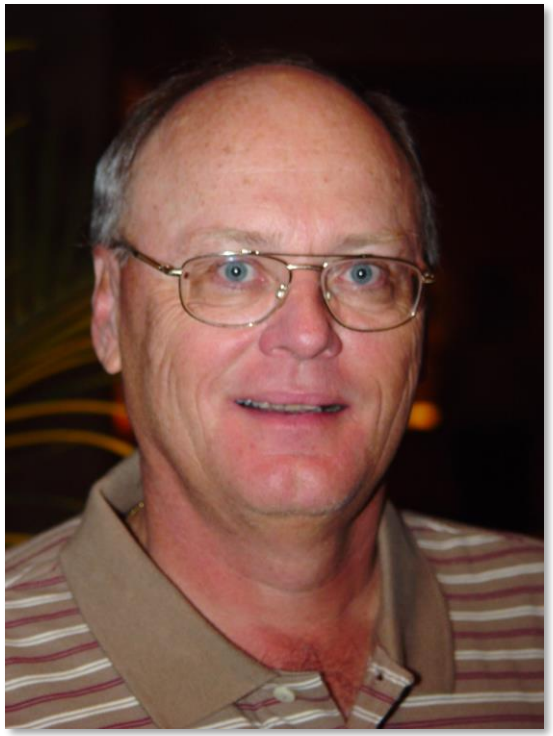


8. Financial Statement & Budget Recap

Jim Meats

AMCA Treasurer

Paul Fajnor

Director of Finance

Statement of Activities
For the Years Ended June 30, 2020 and 2019

	2020 Actual	2020 Budget	Variance to Budget	2019 Actual	2020 vs. 2019 Actual
Revenue	$7,323,202	$7,348,800	($25,598)	$6,767,818	$555,384
Expense	(7,091,878)	(7,410,693)	318,815	(6,535,104)	(556,774)
	231,324	(61,893)	293,217	232,714	(1,390)
Non-Controlling Interest in Joint Venture	(316,511)	(286,296)	30,215	(320,799)	4,288
Net Increase/(Decrease) in Net Assets	($85,187)	($348,189)	$263,002	($88,085)	$2,898

Statement of Activities - Revenues
For the Fiscal Years Ended 2020 and 2019

Revenues, Gains and Other Support	2020	2019
- Dues	$ 1,883,910	$ 1,763,197
- Assessments	1,820,118	1,832,302
- Laboratory Services		
- AMCA Laboratory Testing Services	1,867,399	1,436,365
- AMCA Laboratory Accreditation Services	283,890	259,543
- Asia AMCA	817,908	726,027
- Independent Lab Testing Services – Net	11,884	38,587
- Other Revenue		
- Publications, Seals and Labels	149,684	126,874
- Certified Ratings Program	215,575	212,360
- Meeting Revenue	164,984	216,680
- Net Investment Income both realized and unrealized	79,193	109,902
- Other	28,657	45,981
Total Revenues, Gains and Other Support	$7,323,202	$6,767,818

Statement of Activities - Expenses
For the Fiscal Years Ended 2020 and 2019

	2020	2019
Expenses		
Administrative and General		
- AMCA - Association Services	$3,552,644	$3,245,764
- AMCA – Marketing/Member Services	966,540	816,134
- Laboratory Services/Technical Services	1,809,043	1,689,414
- Asia AMCA PTE., Ltd. Local Expenses	763,651	783,792
Total Expenses	$7,091,878	$6,535,104

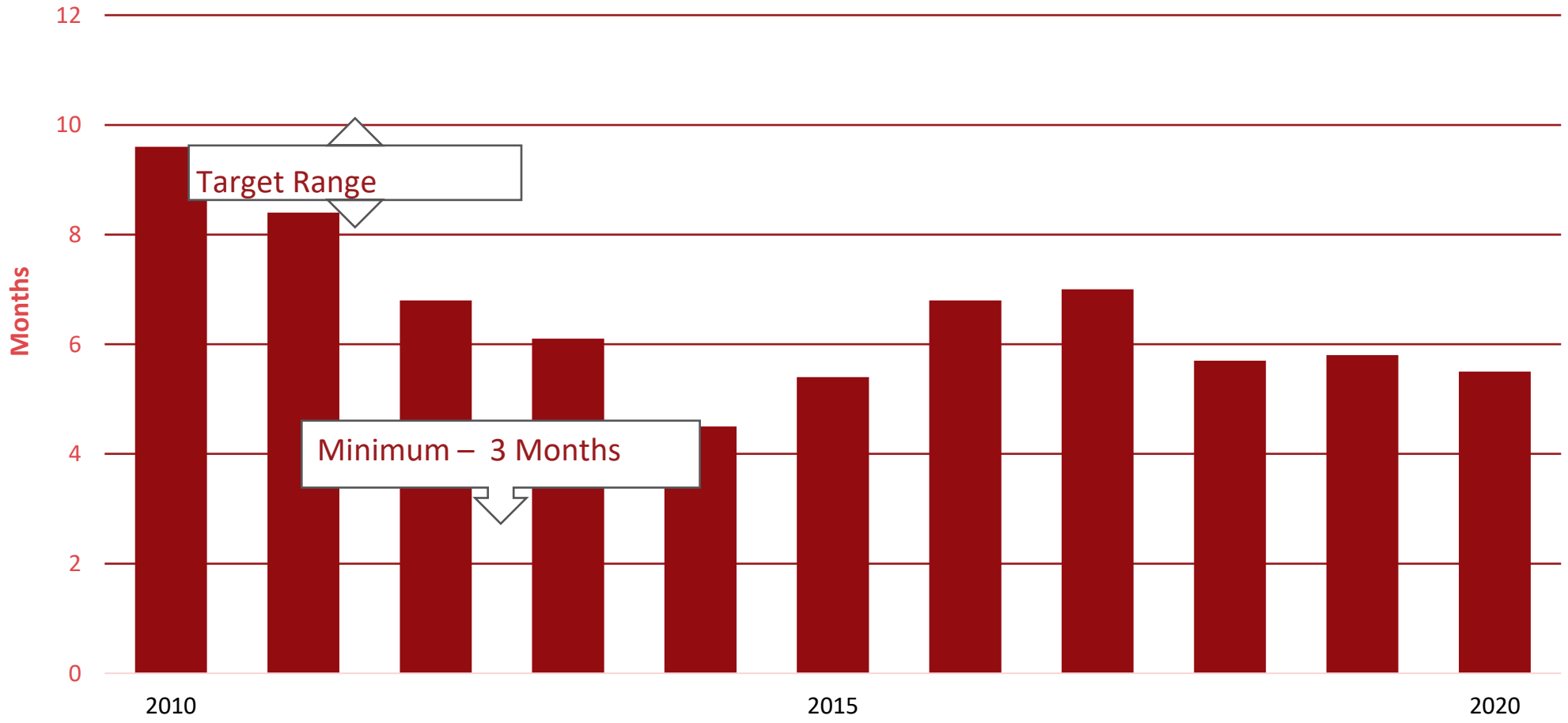
Balance Sheet: June 30, 2020 and 2019

ASSETS	2020	2019
Current Assets		
- Cash and Equivalents	$1,561,620	$1,501,892
- Investments	1,342,952	1,270,288
- Accounts Receivables - Net	664,279	662,882
- Other Current Assets including Inventory	132,049	281,134
Total Current Assets	3,700,900	3,716,196
Property and Equipment, Net	1,975,141	2,197,795
Long Term Receivable In Asia AMCA Pte. Ltd	300,000	300,000
Total Assets	$5,976,041	$6,213,991

Balance Sheet: June 30, 2020 and 2019

LIABILITIES & NET ASSETS	2020	2019
Current Liabilities		
- Accounts Payable	$ 105,031	$ 145,230
- Accrued Liabilities	602,382	530,202
- Accrued Independent Lab Fees	12,052	70,642
- Joint Venture Accounts	202,741	328,895
Total Current Liabilities	922,206	1,074,969
Net Assets – Unrestricted	7,241,855	7,010,530
Non-Controlling Interest in Joint Venture	(2,188,020)	(1,871,508)
Net Assets Unrestricted after Non-Controlling	5,053,835	5,139,022
Total Liabilities and Net Assets	$5,976,041	$6,213,991

Operating Expenses in Reserves (Number of Months)



Fiscal 2020-2021 Budget Highlights

- Board approved a balanced budget at their May 11th meeting
- Budget includes:
  - Continued commitment to the strategic plan, staff and infrastructure
  - Slight increase in membership count
  - Suite of new or expanded services
  - Backlog
  - Price increases effective July 1, 2020
    - Lab Services – 3%
    - Lab Accreditation – 3%
    - $950 Special Assessment for European Members – increased advocacy
  - Reduced/eliminated expenses

AMCA International Financial Statements

- Proposed Motion: To accept the 2019-2020 AMCA International Financial Statements as presented.

- Action: Seek approval

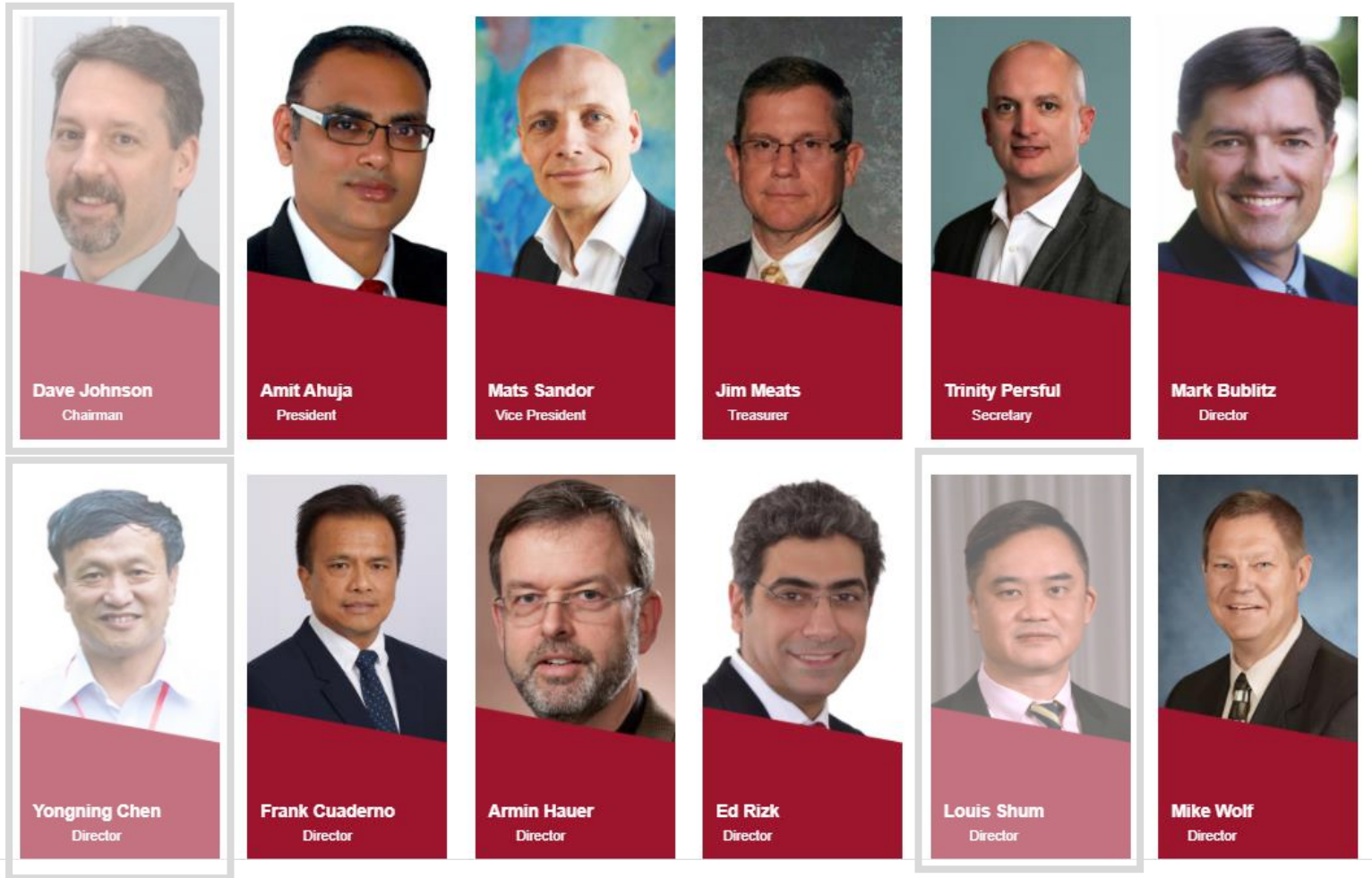
9. Nominating Committee Report

Mats Sándor

AMCA Vice President

Nominating Committee Report

AMCA Board of Directors Members

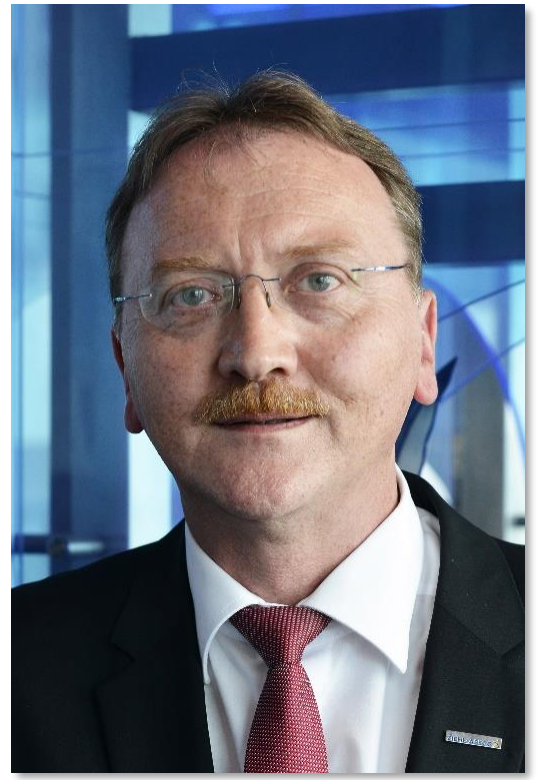


- 5 to 15 members
- Elected for 3 years
- All Divisions and Regions should be represented

Juergen Albig

AMCA Board of Directors Nominee

Ziehl-Abegg SE
Director Product Development
Europe Region



Charlie Black

AMCA Board of Directors Nominee

Ruskin Company
Director – Sales & Marketing
North America Region

Mark Saunders

AMCA Board of Directors Nominee

Pottorff
VP – Sales & Marketing
North America Region

Asokdas Damodaran

AMCA Board of Directors Nominee

Systemair India
Managing Director
Asia Region

Louis Shum

AMCA Board of Directors
Re-Nominated to Complete His Term

G.E. Aluminum Technology Co.
Technical Director
Asia Region

Nominating Committee Report

Amit Ahuja
President

Mats Sandor
Vice President

Jim Meats
Treasurer

Trinity Persful
Secretary

Mark Bublitz
Director

Frank Cuaderno
Director

Armin Hauer
Director

Ed Rizk
Director

Mike Wolf
Director

Juergen Albig
Director

Charlie Black
Director

Mark Saunders
Director

Asokdas M. Damodaran
Director

Louis Shum
Director

5 to 15 members

Elected for 3 years

All Divisions and Regions should be represented

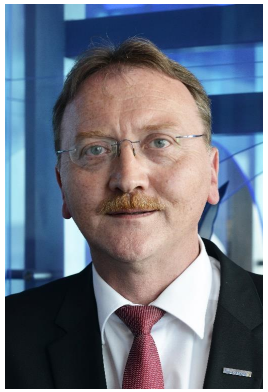
14 members

8 North America
2 Asia
2 Middle East
2 Europe

10. Election of Board Members

A motion is in order

New AMCA Board of Directors



11. Retiring Chairman – AMCA Board of Directors

David Johnson

Retiring Chairman - AMCA Board of Directors

12. Committee Restructure & Bylaws Changes

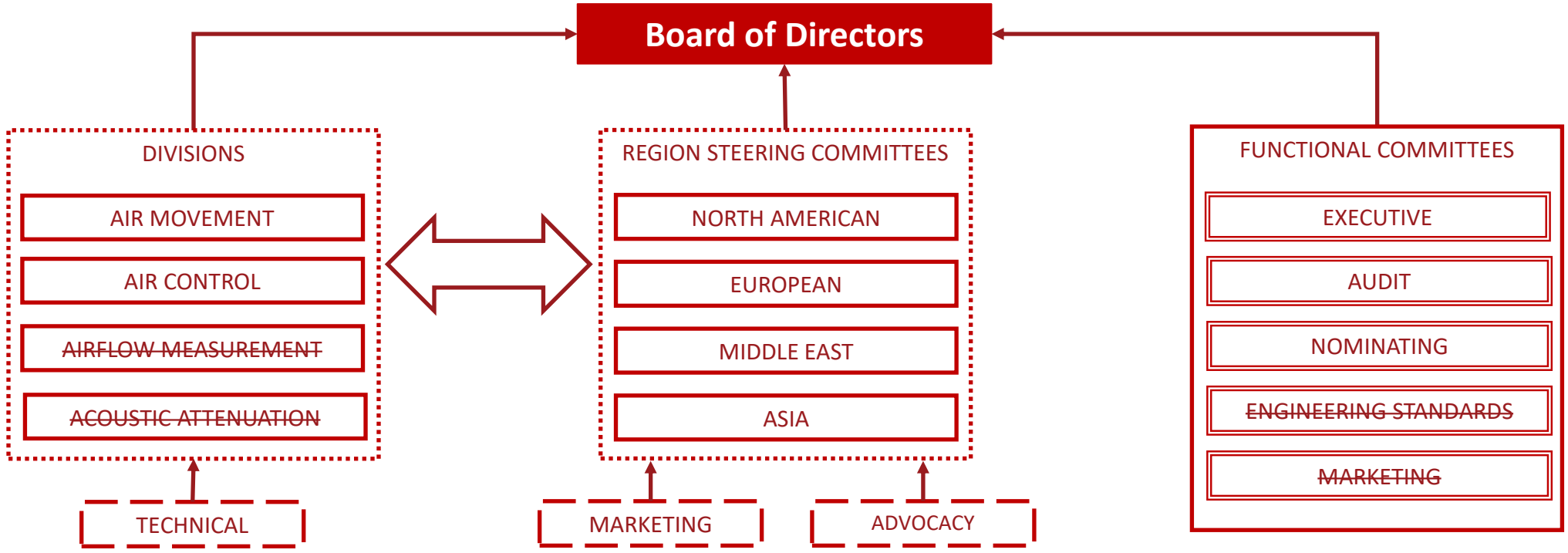
Mike Wolf

Committee Task Force

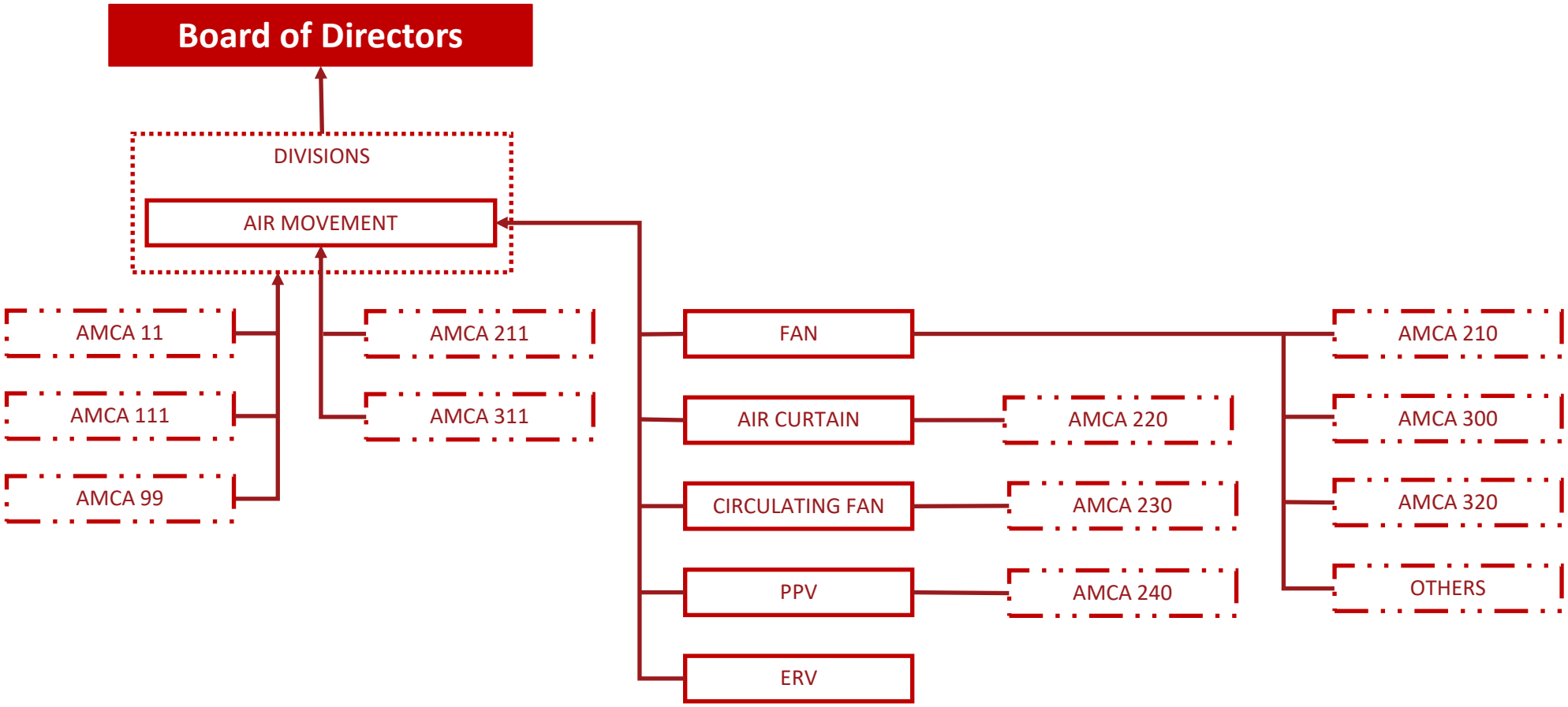
Why Reorganize?

- Increased committee activity in all regions
  - Growth arrived, but we needed a better committee map
- *Reorganization* needed to:
  - Facilitate and energize member engagement
  - Ensure that the steering committees connect the Board of Directors to the regions
- The AMCA Board looked at every facet of AMCA's existing structure
  - Some restructuring required changes to the Bylaws

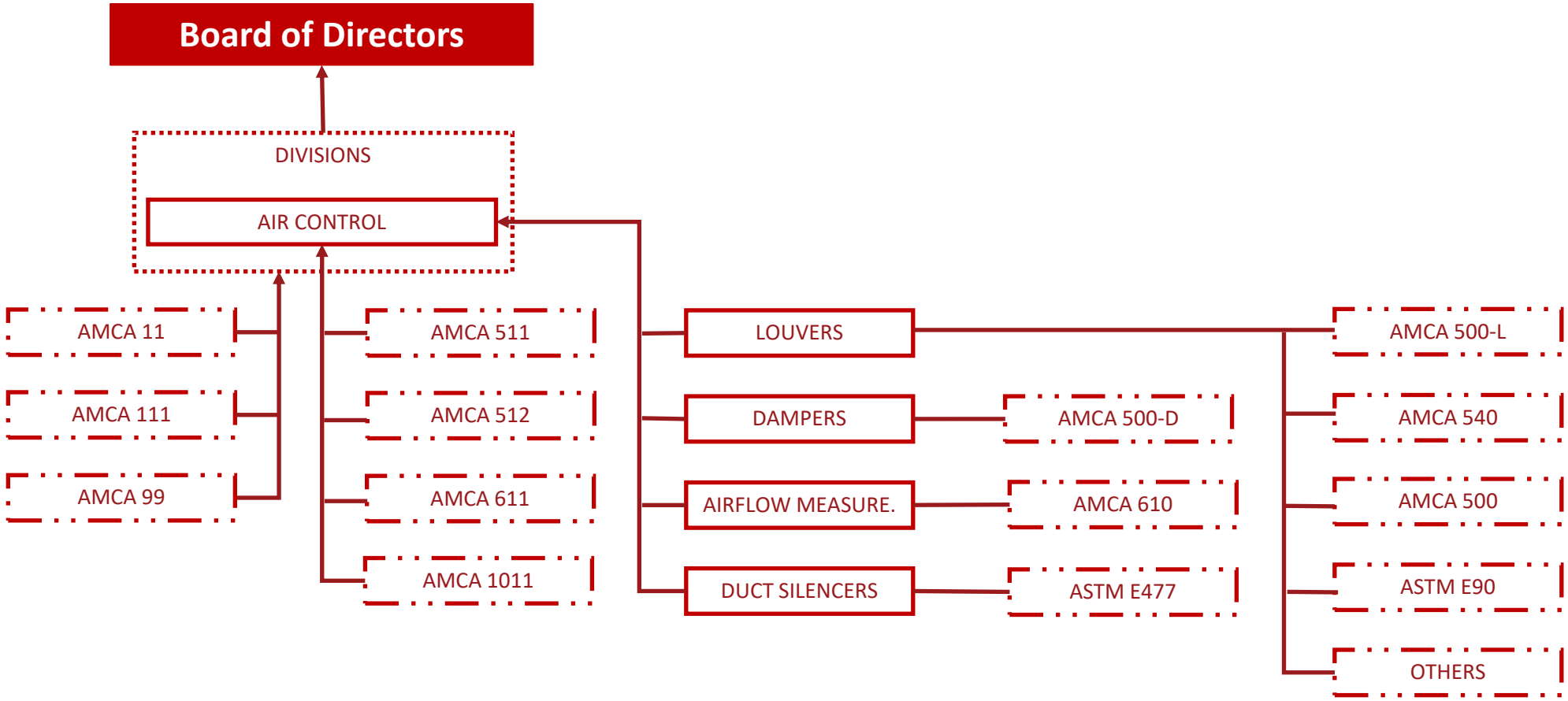
General Committee Structure - Proposed



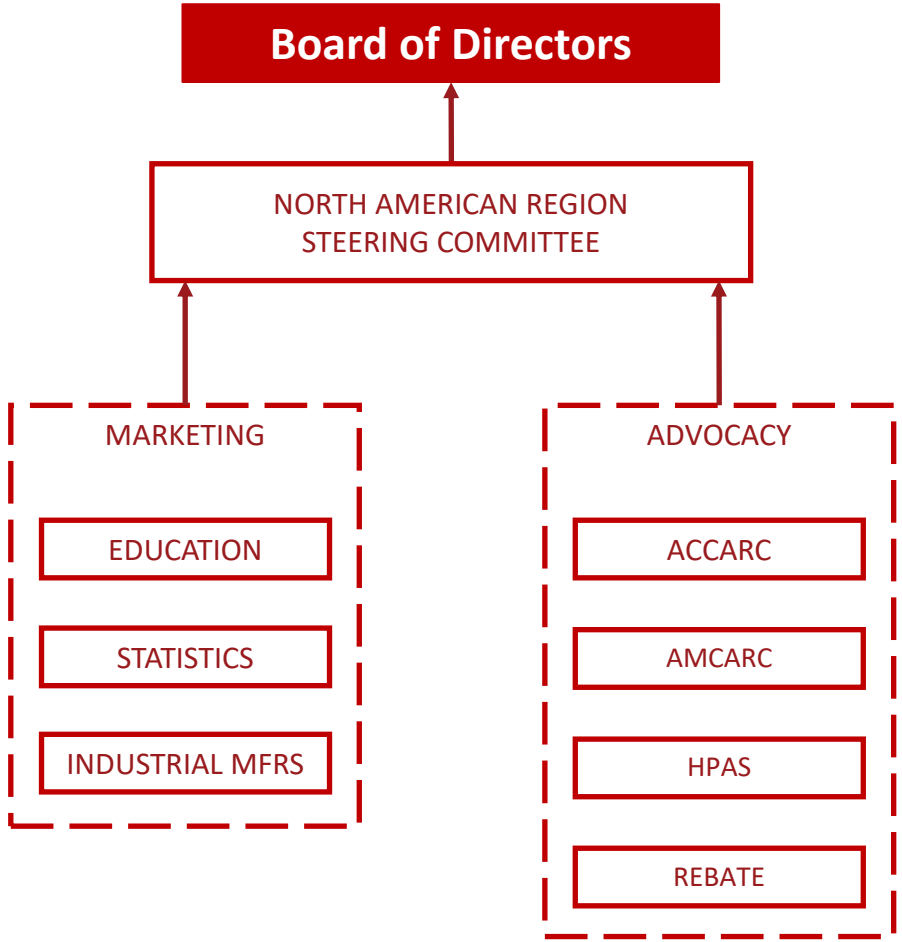
Air Movement Structure - Proposed



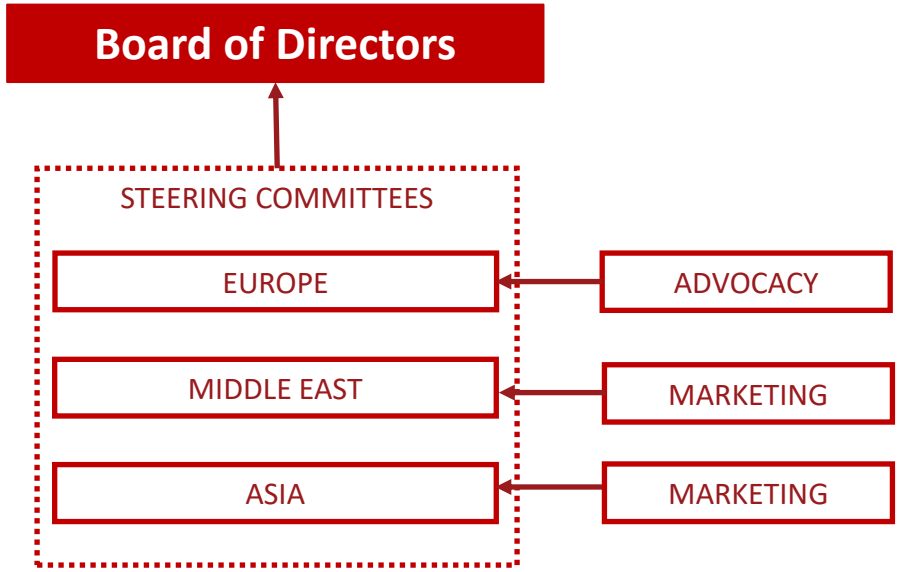
Air Control Structure - Proposed



North American Reg. Steering Committee



Other Regional Committee Structures



Recommended Bylaw Changes/Motion

Expanding the Definition of Associates

- Proposal to add “A company that designs and sells a product under AMCA’s scope, but subcontracts assembly and fabrication.”
  - Expands the eligibility of some companies to become associates. Associates are not members and cannot vote on association-wide issues or hold leadership positions, but they can serve on committees.
  - Article III, Section 7

Steering Committee Proposals

- Have Steering Committee Chairs also be Chairs of Regions
  - Strengthens the connection between the Board – Steering Committees – Regions
    - Article VII, Section 5
- Appoint Steering Committee Chairs to the Nominating Committee
  - Instead of appointing Region Chairs to the Nominating Committee, appoint Steering Committee chairs
    - Article IX, Section 2c

Committee Chair Term Limit

- Proposal to add “The term of the chair is two years. The chair may not serve more than two consecutive terms.”
  - Article 9, Section on Committee Chairs

Engineering Committees

- Proposal to mandate product section engineering committees and remove the association-wide engineering committee.
  - Article 9, Section 2B

Marketing and Advocacy Committee

- This moves marketing advocacy responsibilities to the regions.
  - Article 9, Sections 2D and 2E (new)

What's Next

- Letter ballot to the membership
  - Within 30 days of December 8
  - Quorum: 20%
    - Abstentions count towards the quorum
  - Approval: 66% of "ayes" plus "nays"

13. Executive Director’s Report

Mark Stevens

AMCA Executive Director

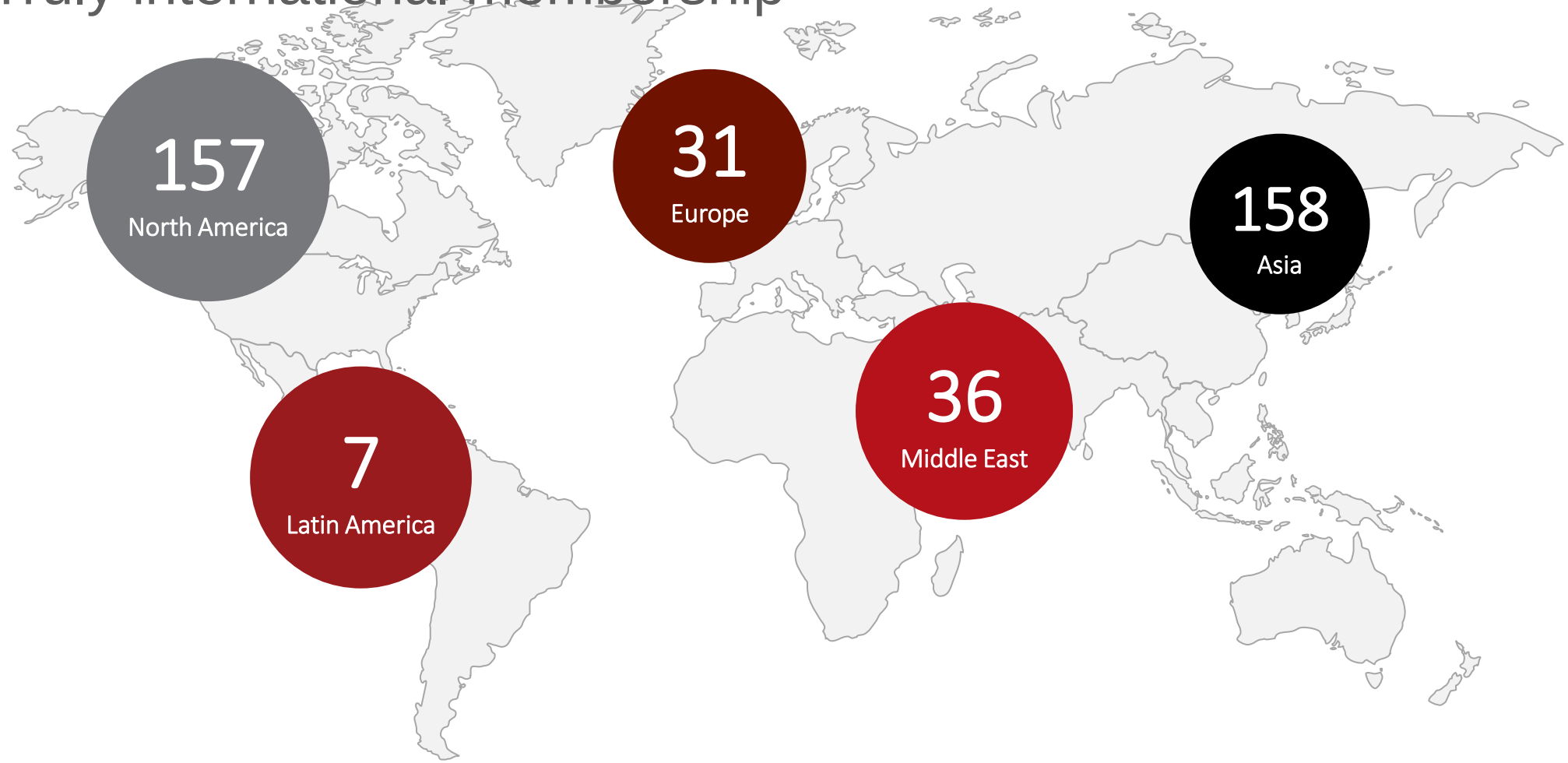
AMCA Strategic Plan

AMCA's Mission

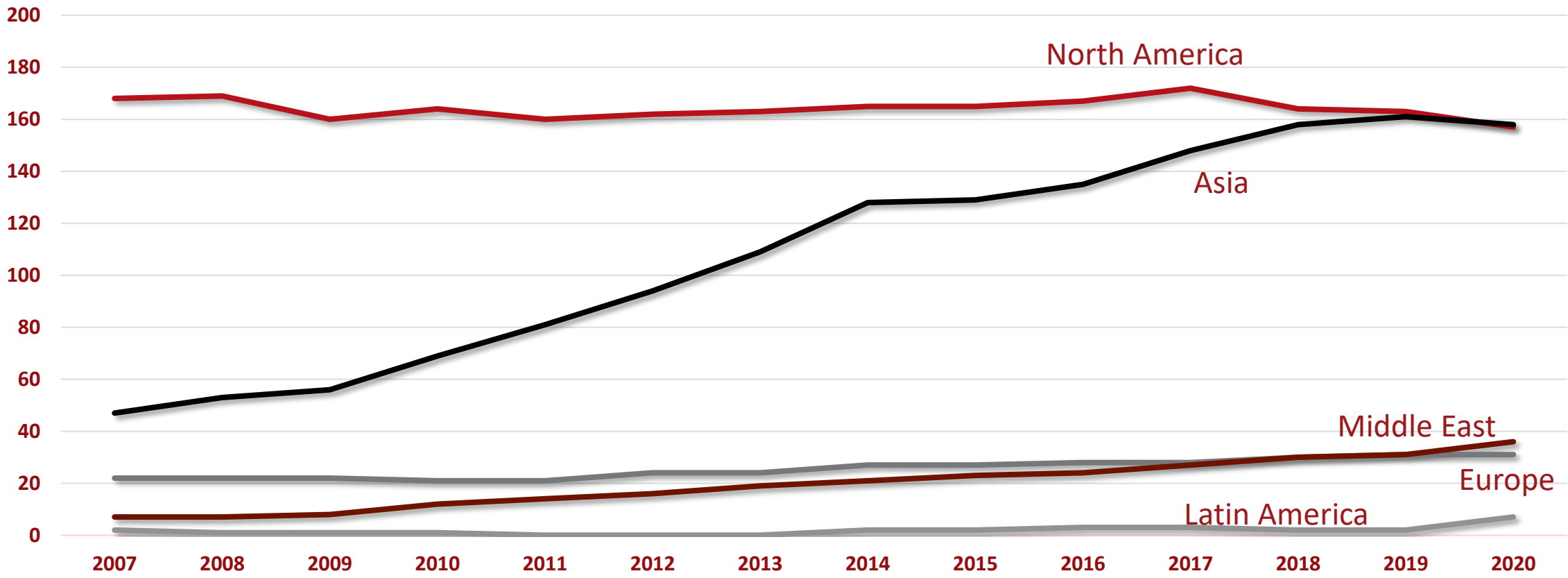
To advance the knowledge of air systems and uphold industry integrity on behalf of AMCA members worldwide.

Global reach. Local touch.

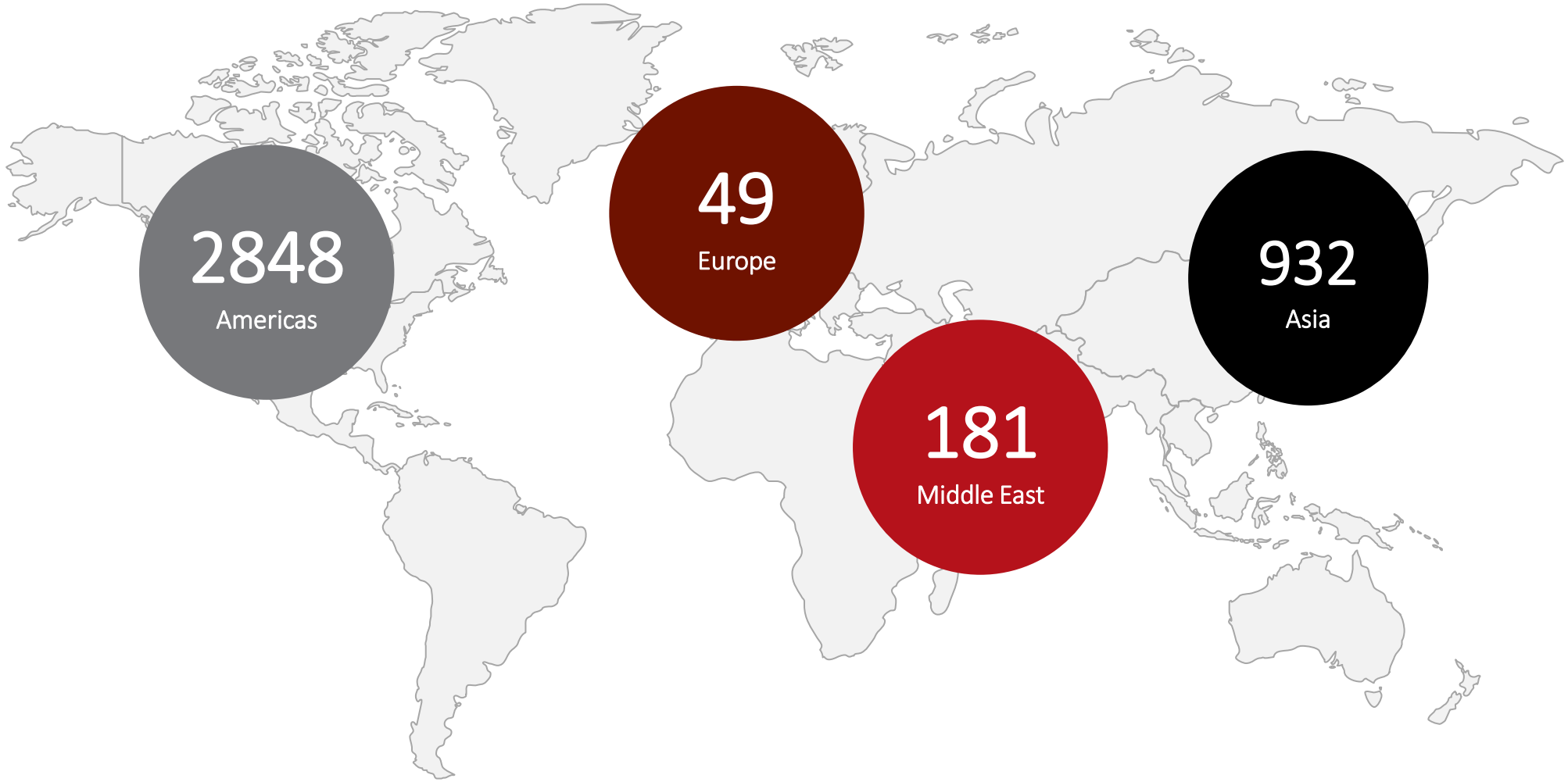
Truly international membership

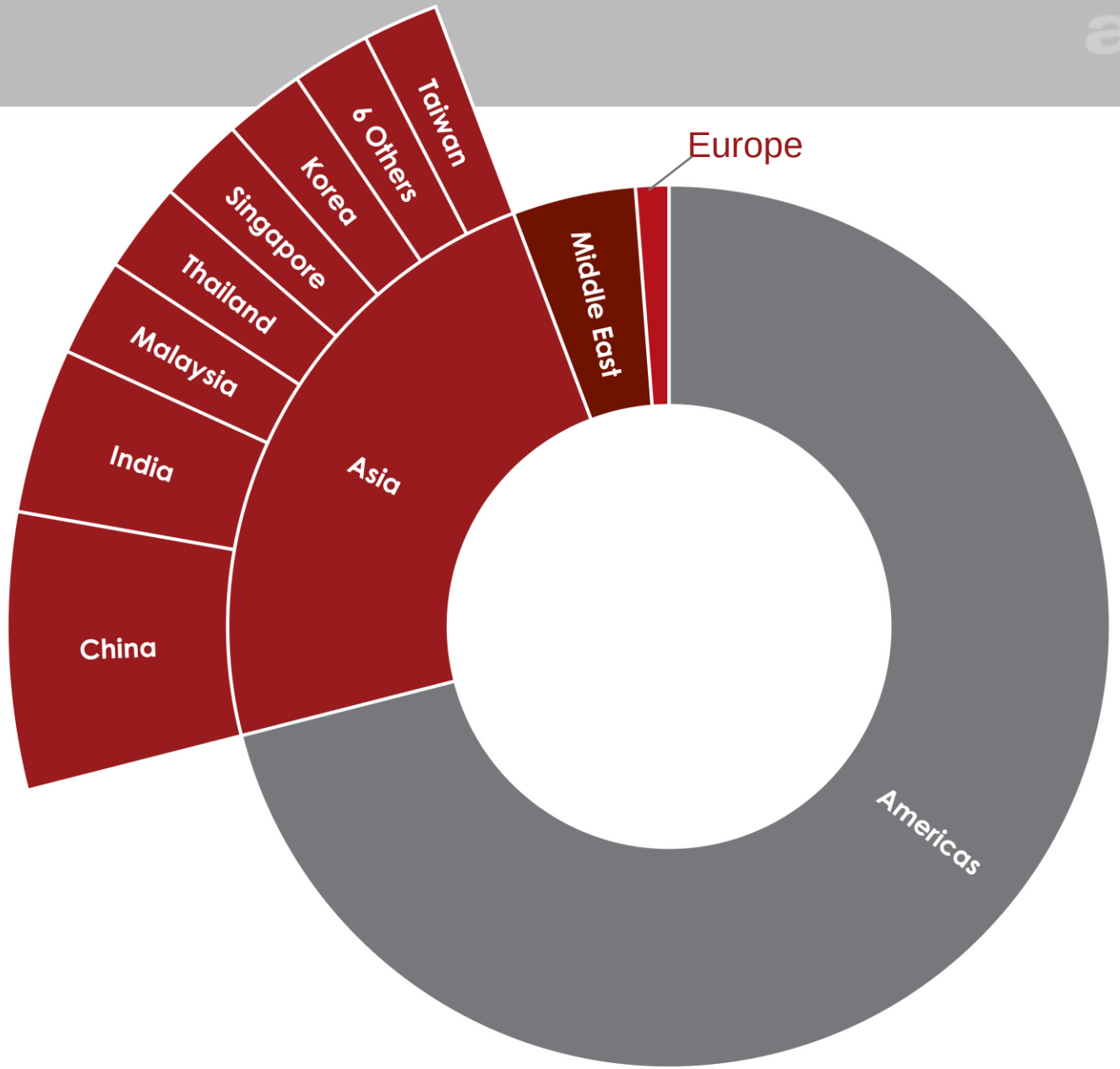


Where We're Growing

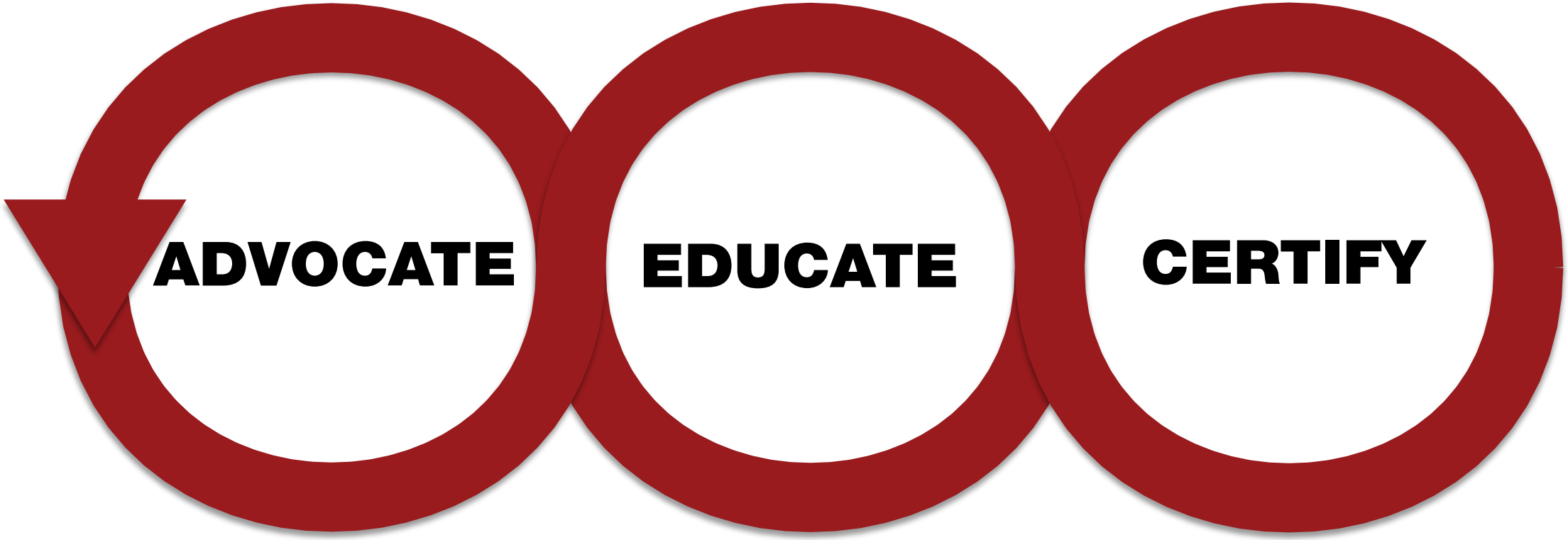


Global Certifications




Taiwan
6 Others
Korea
Singapore
Thailand
Malaysia
India
China
Asia
Middle East
Europe
Americas

Three Strategic Priorities



Ensure members are properly represented on legislative and regulatory arenas

Improve the understanding, application and performance of air systems

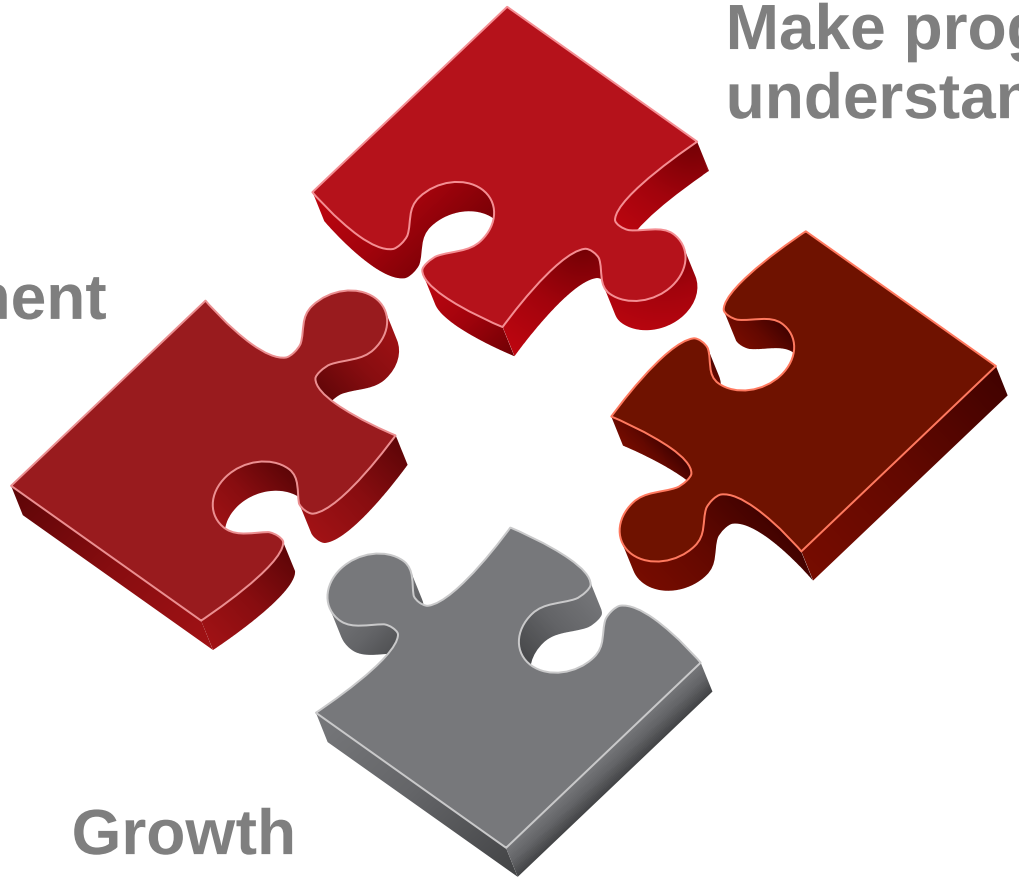
Ensure products and laboratories perform as specified

	CRP & Lab	Advocacy	Education	Operations
Senior Leadership Team	Nazme	Mike Joe Nazme (ISO, FEI)	Robb	Paul
Non-lab Non-senior	Tim M. Tim O. Greg David Andy	Scott (content, publishing) Aaron (NA Advocacy) Tim M. (ISO, ASHRAE, FEI) Shruti (pub development)	Lisa Tim M. (speaker/writer) Andy (stats program) Scott (content, publishing)	Courtney (membership) Janet (meetings/admin) Bruce (IT) Andy (membership)
Testing Operations	Reilly Christian Dan Esteban Johnny Jim			

Certification

Make program easier to understand

Better enforcement



Process improvement

Growth

Certification

- Changes to Publications 11 and 211
  - Clarifying ambiguous text
  - Closing loopholes where they exist
  - Strengthening enforcement
  - QR Codes in catalogs
- Lab and CRP Staff Communication
  - 2 Different staffs
  - Better handoffs
  - Established and on-going

Certification

- FEI Bubble Calculator
  - Complete
  - On AMCA website
- Motor Calibration Facility Upgrade
  - Some sizes installed
  - Need balanced line voltages
- Lab 210 Software – calculation of FEI
  - Complete

Certification

- Proactive Violation Search
  - Focusing on product selection programs
  - Starting in Middle East, Europe and US
  - Larger issue than first thought
  - Needs more focus
- AMCA Standard 301 Calculator
  - Complete
  - On AMCA website

Certification

- CRP Modules
  - Not started
- CRP A, B, L, M Web Pages
  - Complete
- ASHRAE 1769 Project
  - Under Tim Mathson
  - New engineer, David, now dedicated to project
  - Virtual test for PMS on December 3rd

Certification

- Simultaneous Air & Sound Testing
  - Big project
  - Likely not complete by July 2021
- Threshold Re-Testing
  - Just launched

Advocacy

1. Legislative & regulatory
2. Standards development
3. Publications
4. Industry relations

Advocacy

- FEI North America
  - FEI test procedure petition submitted to DOE
    - But likely superseded by Biden administration – i.e., resuming full regulation
  - FEI in all model energy codes and standards starting 2019
  - Moving to state energy codes
    - Florida and Oregon have FEI
    - California Title 24 2022 likely
    - FEI Rebate Program launched in Seattle
    - FEI proposed to Uniform Mechanical Code
    - Lack of FEI certifications is dragging FEI advocacy.

Advocacy

- FEI International
  - In-person and online symposia given to India, Malaysia, and Singapore
  - China - opposed FEI for US DOE petition & did not choose FEI for new China metric
  - Europe – very complicated landscape
  - Middle East - good reactions to webinars for ASHRAE chapters in Dubai, Bahrain
- Organize Committees
  - At the finish line

Advocacy

- ISO Harmonization
  - AMCA 210 and 300: stable
  - AMCA 201: inside technical report, getting improved
  - AMCA 240: progressing
  - AMCA 207: inside ISO 12759
  - AMCA 208: progressing
  - DIN rejects all things AMCA
- Statistical Program
  - D+R Contract in place

Advocacy

- Hire Advocacy Manager for North America
  - Aaron Gunzner hired
- Early Warning/Synthesis and Reporting/Member Engagement
  - In place, but needs more automation
  - Staff working on “proactive insertion” communications approach for state energy

Advocacy

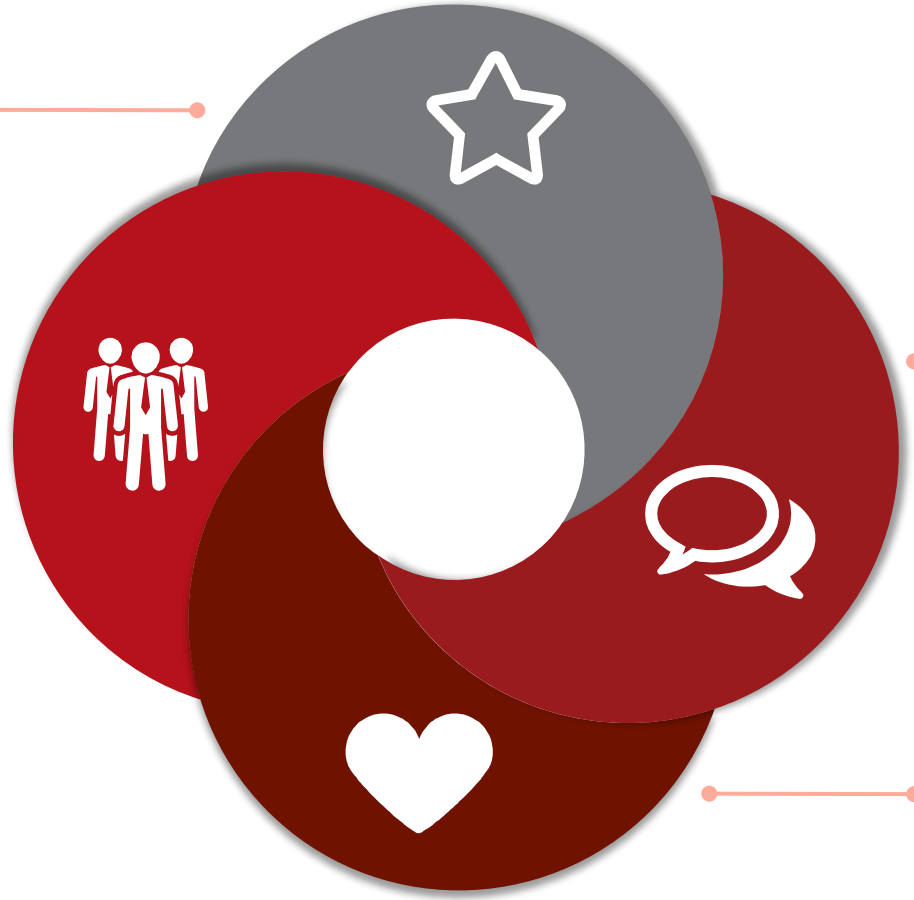
- North American Industry Relations
  - SMACNA and ACCA supported DOE petition
  - MOU with ASHRAE signed
  - NEMA co-signed a position paper that supports us on CAISEMS, working with them on IEC 61800-9-2
  - AHRI commented heavily on AMCA 214 but participated well in AMCA 214 Committee
- Advocacy Briefs
  - Worked well for IECC votes for FEI
  - Retooled for state advocacy
  - Others being developed.

Education

- Internally and externally promoting knowledge of air-systems and certification

White papers &
Inmotion™

Engineering conferences



Online training modules & webinars with PDHs

Credits & credentials

Education

- Statistical Program
  - Revamped program has not improved take-up
  - May appear on next strategic plan too
- FEI Promotion
  - Ongoing
  - Inmotion
  - HPAC Engineering
  - Construction Specifier
  - Past ASET Conferences
  - Local conferences
  - *Pivoting toward COVID-19*

Education

- Influence Engineers to Specify AMCA
  - Built up a decent social media following through Josh and pop-up webinars
  - Pop-Up Webinars have replaced visits to engineering offices. These appear to be just as, if not more, effective than personal visits.
- Young Engineers
  - Conducted two webinars with Rutgers and national engineering student network
- Speakers Bureau Volunteers and Content
  - Exploded with Pop-Up Webinar production

Education

- Hire Education Manager
  - Lisa Cherney hired
- MasterSpec
  - Review complete; submitted to, and accepted by, Masterspec
- Webinar Series
  - Not part of the original initiatives but have been tremendously successful.

Education

- Modules
  - 2 AMCA developed Premium modules complete (System Effect and Fan Acoustics)
  - FEI nearing completion
  - Queue for future modules developed and in development
  - AMCA *insite* ™ webinars are also available for PDH credit in module format
  - 3 Freemium modules also available with more in development

What's Next – New Plan Due in 2021

- Meet with Regional Steering Committees in first half of 2021
- Board and Past Presidents meet in summer 2021
  - Develop major initiatives
- Tactic plan developed in follow-up meeting
  - Based in strategic plan initiatives
- AGM 2021
  - Strategic Plan and tactics presented to membership for approval

14. International Donations to AMCA Lab

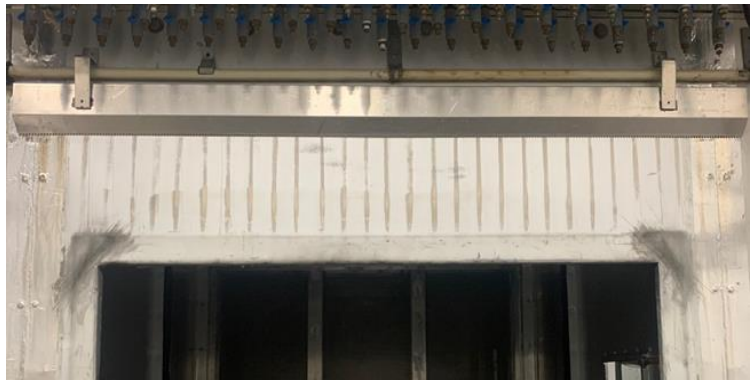
Donations

Diffuser for Wind Driven Rain

Thank You!

Greenheck Fan Corporation

Comb Device for Water Penetration Test



Belts and Pulleys for ASHRAE RP1769

15. Next Meeting

Mats Sándor

AMCA Vice President

16. Questions

17. Closing Remarks and Adjournment