Working Together: SIPA & BSC
Jack Armstrong
SIPs Hero
In 2020, the Building Systems Hospitality Lounge hosted more than 523 unique IBS registrants representing 338 companies.

- Unique attendees increased by 76%
- 77% of these attendees had volume of $1 million+
- 58% were owners or upper management
- Primary business is single family home building
Attendee Profile - Business

- Single Family - Spec/Tract Building: 21%
- Single Family - General Contracting: 12%
- Single Family - Custom Building: 28%
- Single Family - Green Building: 7%
- Multifamily: 23%
- Remodeling: 10%
- 55+ Housing: 8%
- Prefabricated Components Mfr.: 13%
- Land Development: 10%
- Architect/Planner/Designer: 8%
- Trades/Subcontractors: 8%
Attendee Profile - Title

- Owner, Principal or Partner: 24%
- President & CEO: 20%
- VP/General Manager: 14%
- Director/Manager: 9%
- Construction Management: 10%
- Architect, Designer, Engineer: 5%
- Sales & Marketing: 7%
- Administration/Purchasing: 5%
- Other: 6%
Jerry Rouleau Awards for Excellence in Home Design

Winner, Panelized Home between 2,001 – 3,000 sq. ft., FisherSIPS
Jerry Rouleau Awards for Excellence in Home Design
Winner, Multifamily Project, Premier Building Systems
Jerry Rouleau Awards for Excellence in Home Design

Entry of Distinction, Panelized Home between 3,001 – 4,000 sq. ft., Insulspan/PanelWrights
2020 Building Systems Housing Summit
September 27-29
W Hotel – Midtown Atlanta
Jerry Rouleau Awards for Excellence in Home Design
Winner, Multifamily Project, Premier Building Systems
Expanded Audience: New Recruits

- You will drive the **evolution** of offsite construction through **strategic, comprehensive and relevant integration** into systems-built housing.
- Your **inclusion** of off-site construction industry practices will **transform and optimize** the future of your business.
- You are **home building experts**. Only at Summit do you have access to **cutting-edge off-site construction industry insights and information** that can help you **implement solutions** that **address some of your most pressing business challenges**: Labor shortages, quality control, shifting payments, weather implications, etc.
Serving Our Core Constituents

- You **revolutionized** the home building industry.
- You are home building **rebels**.
- You are the **pioneers** and the **leaders** of the off-site construction industry.
- As true **entrepreneurs**, you wear many hats, and Summit educational programming is geared toward supporting your c-suite role and providing the must-know information on industry trends, forecasting, marketing, etc. to help **you work on your business, not in your business**.
- At Summit you can reconnect with your off-site construction industry “**forefather**” friends, and revel in your rebellion and success.