SIPA President’s Message

Al Cobb
President
The SIPschool
History of SIPA

1990: SIPA established with 16 members

1997: SIPA and APA construct the first SIP demonstration home at IBS

1999: Oak Ridge National Laboratory conducts first whole-wall R-value testing on SIPs
IBS Demonstration Homes

- 1997 – 2001
- Parking lot at IBS
History of SIPA

2000: Bill Wachtler signs on as Executive Director

2002: First Building Excellence Awards competition

2006: SIPA releases the HUD-funded Prescriptive Method.

2007: SIPA/APA code change proposal is adopted into the IRC
<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>First SIPA AIA Continuing Education presentation made available to members</td>
</tr>
<tr>
<td>2008</td>
<td>Builder’s Guide to SIPs published</td>
</tr>
<tr>
<td>2011</td>
<td>SIPA Announces Registered Builder Program</td>
</tr>
</tbody>
</table>
## SIPA Membership

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Manufacturers</td>
<td>29</td>
<td>29</td>
<td>28</td>
</tr>
<tr>
<td>Suppliers</td>
<td>22</td>
<td>22</td>
<td>21</td>
</tr>
<tr>
<td>Dealer/Distributors</td>
<td>16</td>
<td>18</td>
<td>18</td>
</tr>
<tr>
<td>Associates</td>
<td>11</td>
<td>12</td>
<td>10</td>
</tr>
<tr>
<td>Builders</td>
<td>61</td>
<td>66</td>
<td>66</td>
</tr>
<tr>
<td>Design Professionals</td>
<td>77</td>
<td>78</td>
<td>72</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>207</strong></td>
<td><strong>225</strong></td>
<td><strong>215</strong></td>
</tr>
</tbody>
</table>
AIA Continuing Education

• 3324 architects in 2013
• Basic and advanced courses
• Available face-to-face and online
• 689 architects YTD in 2014
Aspect Ratio and Creep Testing

• Creep testing – Funded by USDA Forest Products Laboratory (FPL)
• Aspect Ratio Testing – Joint funded by SIPA and FPL
Technical Achievements

• ANSI Standard for SIP walls completed
  – Major step towards larger code adoption
• One hour fire-rated assemblies available for SIPA members
• ASTM Standard
International Builders’ Show

• 20’ x 20’ SIPA exhibit
• Unified SIPA presence and messaging
NYSERDA Deep Energy Retrofit

- Grant-funded project through NY State
- Partnership between SIPA and Home Innovation Research Labs
- 10,000 sq. ft. multifamily building in Albany
- Retrofit Guide
SIPA Executive Director

Jack Armstrong
• Former Director of Marketing Communications in North America for BASF
• Past SIPA Board member and Marketing Committee Chair
• Former Business Manager of the BASF EPS division
Zero Energy Ready Home

• Program training builders on net zero energy ready home construction
• SIPA members have hosted training, become certified trainers
• Training tomorrow 10:15am – over 50 attendees
Looking Forward

• SIPA Production Survey preliminary results:
  – SIPA members 5% growth
  – Decline for non-SIPA members

• Increasing energy codes

• Coordinated effort to advocate code adoption at state level
Strategies for Growth in 2014

• Inclusion of alternative SIP skin manufacturers and efforts to expand SIPA membership
• SIPA Design Guide
• Retrofit Insulated Panel/nail-base marketing
• Strengthen SIPA technical standards and data to better compete in the marketplace
Strategies for Growth in 2014

- SIPA Canada
- Continue building relationships with other building trade associations
- Leverage partnership with Green Builder Media
- Use digital and social media to expand AIA Continuing Education program