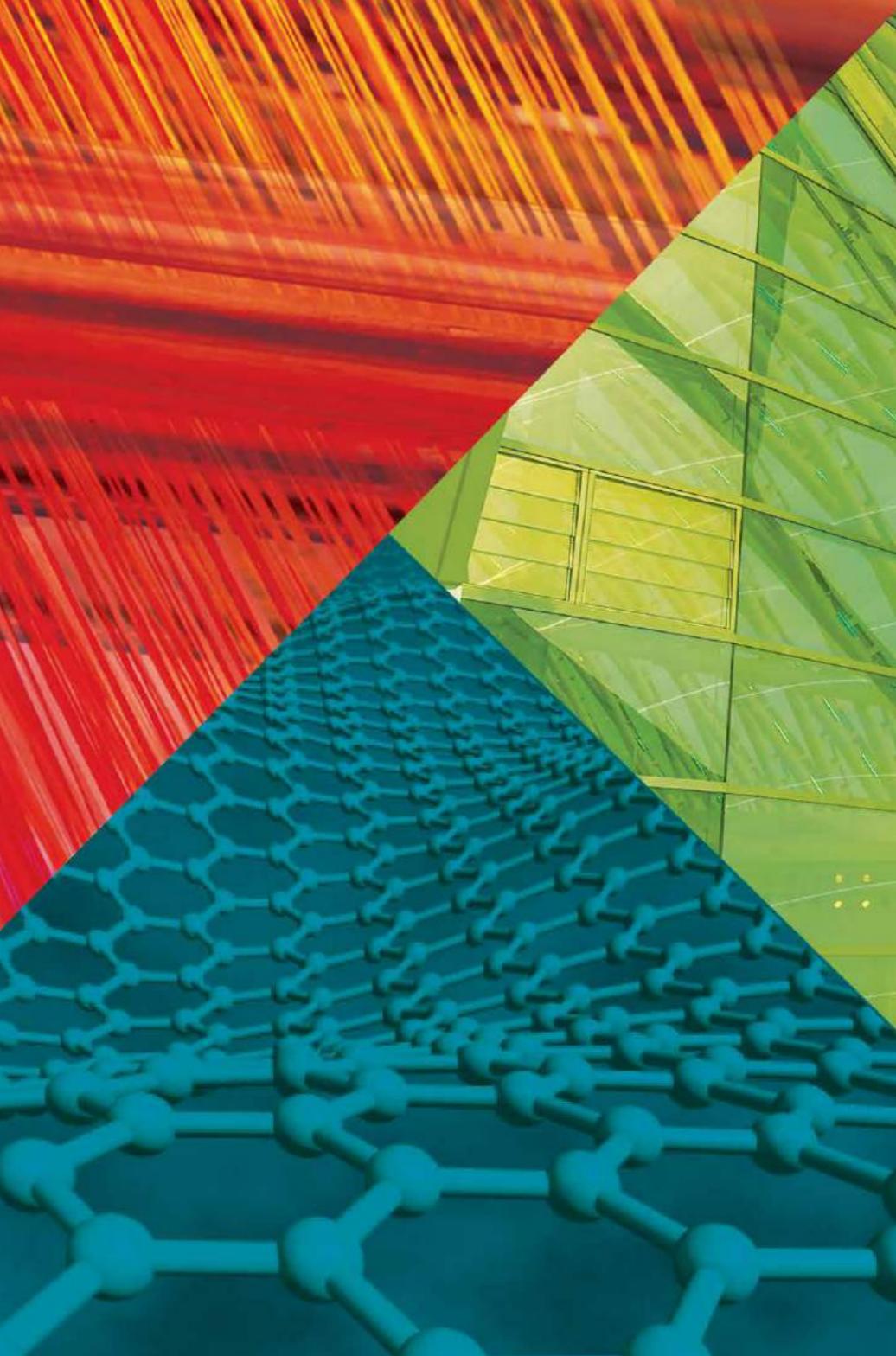




# ANNUAL REPORT

FY 2017





Mary Hennessy  
IFAI President and CEO  
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## Dear IFAI Members,

Welcome to the Annual Report of your association. As an owner of IFAI, you have a vested interest in what your organization has accomplished. We are pleased to report some of what happened in the 2017 fiscal year (June 2016 through May 2017).

Here are just a few of the exciting highlights:

- Divisions engaged in education, code work, government relations and networking for the benefit of members.
- There were more than 5,000 participants at IFAI Expo 2016 in Charlotte, NC, making that the best attended Expo since 2012.
- The Geosynthetics Materials Association (GMA) worked with IFAI staff to host Geotechnical Frontiers 2017 in Orlando, FL in partnership with the Geo-Institute, a division of the American Society of Civil Engineers (ASCE). More than 2,200 professionals attended.
- The Marine Fabricators Association (MFA) hosted the Marine Conference in Jacksonville, FL; the Tent Rental Division (TRD) held Tent Expo in Orlando, FL; the United States Industrial Fabrics Institute (USIFI), the Narrow Fabrics Association (NFA), and the Military Division (MIL) worked together to put on Outlook 2017 in Williamsburg, VA.
- For the third year in a row membership is growing, posting a net increase in the number of IFAI members.
- IFAI net assets reached more than \$3M, ensuring that your association will be in a strong financial position for the future.

With the inspired leadership of your IFAI Board of Directors, your association is investing in the future:

- New programs include workforce development in the Makers Division.
- Collaborative code work between the Professional Awning Manufacturers Association (PAMA), the Fabric Structures Association (FSA), and the Tent Rental Division (TRD).
- The introduction of a “members only” website portal that now contains thousands of searchable articles, a robust Small Business section, and a growing library of video training resources.

IFAI is successful because of the leadership of companies like yours. The programs we develop, the events we organize and the topics we cover in the magazines are the result of member input. We are member-owned and member-driven. If you are engaged in leadership, thank you. If you have not yet volunteered, I invite you to get involved.

We are pleased to count you among our members. There is strength in numbers and that’s the value of an association like IFAI. We are all stronger because we have the capacity to work together on the things that make each individual business more profitable. Thank you for your membership and support of IFAI.

Mary Hennessy



## What IFAI Market Segments Mean

IFAI exists to help the textile industry grow. For more than one hundred years, we've provided direct support to the industry, advocated in governmental circles, brought people together and helped businesses prosper through networking, trade shows and information sharing.

In recent years, we've realized that as the industry changes on a daily basis, we need to change right along with it. What worked yesterday might not work today and what's new today might help you tomorrow. We have to be flexible, so our members can succeed.

That's why we divided IFAI's thirteen divisions and three country sectors into four market segments. These groups make us more nimble – allowing us to provide more direct support through our publications and events.

In this publication, we'll divide up our division reports by **market segment**, and show you how IFAI supports member companies in each part of our evolving and changing industry. You'll see how it all fits together under the larger umbrella of Industrial Fabrics Association International.

## What IFAI Market Segments Are

### Advanced Textiles

Advanced Textile Products, Narrow Fabrics Institute, Military, U.S. Industrial Fabrics Institute

The Advanced Textiles market segment serves those divisions which deal primarily with technology and specialty fabrics – covering markets such as safety, medical, interactive, military, new technology, specifications, testing and much more. The new “smart” fabrics find a home in Advanced Textiles as well.

### Shade and Weather Protection

Fabrics Structures Association, Professional Awning Manufacturers Association, Tent Rental Division

This market segment supports those divisions which encourage the use of fabric structures, including awnings and other shade products, by architects, engineers, suppliers, fabricators and private users.

### Specialty Fabrics

Equipment Division, Fabric Graphics Association, Marine Fabricators Association, Tarp Association

The Specialty Fabrics segment is for those divisions and their members who supply and manufacture traditional market products from fabric, equipment and hardware to services needed to manufacture end products. These specialty fabrics include nautical interior and exterior items and tarps of virtually every kind.

### Geosynthetics

Geosynthetic Materials Association

The field of geosynthetics, which involves the use of textiles and textile products in civil and mechanical engineering, is one of the fastest-growing in the industry. This market segment supports those members located throughout the supply chain dedicated to this highly specialized market.

## Wherever You Go, There We Are

### Find an IFAI Member Through Our Worldwide Online Directory

One of the greatest benefits of belonging to an association is the ability to network. As part of our ongoing technology and website upgrade, IFAI has developed a new tool that will help any user find any IFAI member worldwide.

Our online Member Directory, powered by Google Maps, allows the user to sort by location, market segment, division and IFAI Buyer's Guide listing topics.

Membership means IFAI members worldwide can do business with you with just one click.

Visit [IFAI.com](http://IFAI.com),  
click on the  
Membership  
menu and select  
Member Directory.





## OUTLOOK Conference

The Outlook Conference is the textile industry's leading roundtable gathering place. Each year, the U.S. Industrial Fabrics Institute and Narrow Fabrics Institute sponsor the conference, which features legislative updates, regulatory information, networking and C-level discussions about the industry for the coming year. It's not to be missed.



## WEBINAR

Monthly webinars are run by IFAI's Advanced Textiles Divisions on a wide variety of topics including: the Berry Amendment, military specifications, and a range textile technologies.



### Advanced Textile Products

209 members

- Sponsored Advanced Textiles testing booth at 2016 IFAI Expo.
- Partnered with division members to host webinars to spread knowledge at no charge to all industry professionals. Topics varied from flexible solar structures to antimicrobial innovations. These webinars drew in more than 900 registrants through the year.
- Sponsored annual Student Design Competition to highlight for rising stars in the industry; in 13th year of challenge award. Winning students were able to present their project at Expo 2016.
- An ATP membership analysis was released in the division's Quarterly Update to show what market and product segments members represent.
- Joined and further developing relationship with Advanced Functional Fabrics of America (AFFOA).

[IFAI.com/AdvancedTextiles](http://IFAI.com/AdvancedTextiles)



### Military Division

57 members

- Sponsored MUST (Military Uniform System Technology) program, an R&D program that works to improve the supply chain processes within the Military uniform and equipment industry.
- Gained added visibility with a booth at the Association of the United States Army (AUSA) tradeshow and give the opportunity for member companies to share exhibit space.
- Developed half-day programing materials for Outlook 2017.
- Hosted webinars in 2017 that were free to all industry professionals. These included topics such as the Berry Amendment and understanding MIL-SPECS.

[IFAI.com/Military](http://IFAI.com/Military)

AT Source is the voice of the Advanced Textiles market. This twice monthly e-newsletter points readers to the hot spots in the industry with articles that highlight innovative products and companies.

The Advanced Textiles Conference is the fastest-growing event at Expo. Each year, professionals from the industry gather for education tracks, networking and the annual Advanced Textiles Reception. It's a tremendous way to immerse yourself in an important area of the industry.



## Narrow Fabrics Institute

54 members

- Serve as industry sales agent for abrasion rods (also referred to as hex rods) for testing seatbelt abrasion resistance as stated in 49 CFR 571.209-Standard No. 209; and for testing webbing abrasion resistance as stated in ASTM D6770, Section 6.1.2.

### Accomplishments from NFI and USIFI's partnership:

- Opposed the Free Trade Zone requests that went against member interests.
- Co-authored a letter in support of amendments offered by Senator Kelly Ayotte [SA 1961 and SA 1962] to the FY 2016 National Defense Authorization Act (H.R. 1735) to fix the threshold to trigger the Kissell Amendment at \$150,000 and fix the threshold to trigger the Berry Amendment and its specialty metal variant at \$150,000.

[IFAI.com/NarrowFabrics](http://IFAI.com/NarrowFabrics)



## US Industrial Fabrics Institute

72 members

### Accomplishments from NFI and USIFI's partnership:

- Kept members informed of critical government relations activities.
- Represent member interests through ITAC participation and relationships with other non-profit and government organizations.
- Hosted USIFI/NFI Lobby days in February 2017 with 13 attendees
- Held the Outlook Conference in May 2017 at the Williamsburg Lodge in Colonial Williamsburg, VA.
- The Berry Amendment Textile Coalition organized a textile/metals/labor coalition to strike Section 807 of the FY 2017 National Defense Authorization Act (H.R. 4909).

[IFAI.com/USIndustrialFabrics](http://IFAI.com/USIndustrialFabrics)



The industry's 'show of record' brings hundreds of exhibitors and thousands of attendees to venues around the United States for three days which provide a complete look at the textile industry. Specialty Fabrics are perhaps the largest part of Expo, with the majority of the event's exhibitors and attendees gathering for education pertaining to this market segment.



This bi-monthly publication is dedicated to custom canvas professionals and the work they do on boat interiors and exteriors. Marine fabric craftsmanship is truly an art and IFAI proudly supports the work of this industry through the official publication of the Marine Fabricators Association.



### Equipment Division

62 members

- Focused programming on training and division partnerships to create workshops.
- Held Sewing Maintenance Workshops in partnership with the MFA Marine Conference and Western Canvas Products Association (WCPA) Expo and Meeting to offer hands-on education and training for sewing machine operators.
- Sponsored EQP Workshops at IFAI Expo 2016, which featured hands-on training for cutting, welding and sewing.
- Facilitated programming board discussions for EQP members.

[IFAI.com/Equipment](http://IFAI.com/Equipment)



### Fabric Graphics Association

87 members

- Held a Lounge and Learn session on Silicone Edge Graphics in partnership with the International Sign Association (ISA) at the ISA Expo 2017.
- Hosted the "Outdoor Graphics" webinar.

[IFAI.com/FabricGraphics](http://IFAI.com/FabricGraphics)

The Marine Fabricators Association sponsors this important event, which helps division members grow business through education. From business strategies to design concepts and canvas innovations, the Marine Conference is a well-respected event with proven impact on the bottom lines of attendees.

There's only one Review. Since 1915, IFAI's flagship publication has chronicled the entire supply chain through features, education, and information in what truly is the textile industry's publication of record.



## **Marine Fabricators Association**

269 members

- Hosted Marine Fabricators Conference in January 2017 with record-setting attendance numbers.
- Sponsored popular Annual Fabrication Excellence competition with 82 projects entered
- Hosted three regional workshops, which drew in total 62 attendees and 43 exhibitors.
- Working on updates to exterior canvas section to be featured in the 2018 MFA Time Standards Manual to serve as a benchmark shop owners can use to set fabrication times.

[IFAI.com/Marine](http://IFAI.com/Marine)



## **Tarp Association**

108 members

- Increased member exposure at the Mid-America Trucking Show by:
  - sponsorships opportunities
  - member giveaways for fleet owners and truck drivers
  - distributing the TA membership directory
  - Marketed a direct link to [IFAI.com/TarpSmart](http://IFAI.com/TarpSmart) to drive traffic to the on-line TA directory
- Informed trade show participants on state and federal truck-cover laws at Mid-America Trucking Show.

[IFAI.com/Tarp](http://IFAI.com/Tarp)

# FABRIC ARCHITECTURE

This is the official publication of the Professional Awning Manufacturers Association (PAMA) and the Fabric Structures Association (FSA). Published as a monthly e-newsletter, Fabric Architecture is devoted to promoting the benefits of fabric as an innovative building material.

# IFAI tent EXPO

Held every two years, Tent Expo is the primary event for the shade and weather protection industries to gather for tent displays, exhibits, seminars, hands-on education and networking. IFAI supports the industry through this event and Tent Conference, which is held in even-numbered years.



## Fabric Structures Association

175 members

- Taught 10 American Institute of Architects Continuing Education Courses.
- Joined the National Association of State Fire Marshals.
- Offered Student Design Challenge for fourth year.
- Partnered with Professional Awning Manufacturers Association to create an Educate the Professor Event specific to fabric structures and awnings.

[IFAI.com/FabricStructures](http://IFAI.com/FabricStructures)



## Tent Rental Division

294 members

- Hosted Tent Expo 2017 in Orlando, FL which garnered more than 600 attendees, 41 tent displays and over 50 booth exhibitors.
- Joined the National Association of State Fire Marshals.
- Attendance at the Fire and Building Action Code Action Committee's meeting for the International Code Council.
- Continued work with the Special Event Work Group sponsored by the F-CAC committee of the ICC.
- Engaged in non-engineered tent study with Clemson University.
- Updated the TRD Procedural Handbook.
- Revamping all educational modules for trainings.
- Joined the Federation of Employee & Workers of America (FEWA).

[IFAI.com/Tent](http://IFAI.com/Tent)

# intents

IFAI supports the Shade and Weather Protection segment through this bi-monthly publication, dedicated to those who stage and host safe, successful tented events. Informative articles, industry news, trend reporting and features make this publication a strong advocate for an important and fashionable industry.

## IFAI EXPO

### Shade and Weather

As is the case with IFAI's other market segments, Shade and Weather Protection has a strong presence at the annual IFAI Expo. Exhibitors, education offerings, speakers, new product displays and of course, unbeatable networking are just a few ways Expo supports the shade industry.



### Professional Awning Manufacturers

322 members

- Maintained six active committee groups in various areas of the industry.
- Taught 22 American Institute of Architects Continuing Education Courses.
- Provided education at Zone Conferences.
- Continued code committee efforts.
- Active in the Attachments Energy Rating Council (AERC).
- Conducted first division webinar in partnership with the Attachments Energy Rating Council (AERC).
- Announced second annual PAMA Student Design Challenge for the 2017 school year.
- Partnered with Fabric Structures Association to create Educate the Professor Event.
- Partnered with the Equipment Division to conduct a Sewing Maintenance Workshop in Orlando.
- Joined the National Association of State Fire Marshals.

[IFAI.com/Awnings](http://IFAI.com/Awnings)



**Industrial  
Fabrics  
Foundation**



**2017 IFAI  
INTERNATIONAL  
ACHIEVEMENT  
AWARDS**

### Awards and Honors

The International Achievement Awards (IAA) and Industrial Fabrics Foundation (IFF) Innovation Award set the standard for excellence in a wide range of categories and disciplines. Awarded each year at IFAI Expo, these honors are highly sought-after and continue to pace the industry.

# Geosynthetics

This bi-monthly publication is devoted to advancing this fast-growing market segment. Whether it's products, services or applications you're looking for, and whether you're an engineer, distributor, contractor or developer, you'll find everything you need in Geosynthetics. This publication is designed with professionals in mind and is a powerful advocate for the geosynthetics field.

# Geotechnical Frontiers

Held every six years, Geotechnical Frontiers is the place to be for anyone interested in either the geosynthetic industry or growing a business related to it. Co-organized by our Geosynthetic Materials Association and the Geo-Institute, the event broke previous records with 2,100 attendees and 193 exhibitors. More than 900 abstracts were submitted for presentation.



## Geosynthetic Materials Association

70 members

- Successfully advocated for geosynthetic language to be included in the 2016 WIIN Act, Section 1173 titled "Study on Performance of Innovative Materials".
- Presented "2017 GMA Leader of the Year Award" to U.S. Rep. Garret Graves (R-LA, 6th Dist.).
- Actively reviewing geosynthetic specifications in 9 states, direct result of state and local lobbying efforts.
- Conducted 52 meetings on Capitol Hill, 24 US Senate and 28 US House. Key legislation targeted: Trump Infrastructure Plan, FAA Reauthorization Bill, Tax Reform.
- Strengthened relationship with FAA; submitted geosynthetic specifications and assisted in the design of a 300ft test section.
- Actively participates as friends of the following committees; AASHTO SOM TS-4e, ASTM D35, and NITPEP's Geosynthetics (GTX-REGEO) and Erosion Control Products (ECP).
- Developed stronger relationships with external partners such as; American Road & Transportation Builders Association (ARTBA), National Asphalt Pavement Associations (NAPA), and Society of American Military Engineers (SAME).
- Increased size of GMA Executive Council to 14 members.
- Established the biennial Robert M. Koerner Award and Lecture Series. Dr. George Koerner (son) received the inaugural award at Geotechnical Frontiers.



## Makers Division

58 members

Nationwide workforce development initiatives supporting industrial sewing. Continued partnership with The Makers Coalition Foundation.

- Supported by Industrial Fabrics Foundation (IFF) Grant.
- Expanded Industrial Sewing Training Curriculum.
- Building curriculum partnerships to teach industrial sewing. Programs launched in Texas, Seattle, Michigan, and Wisconsin.
- New jobs board hosts contract sewers and industrial sewing operators.
- New video education initiative.

[IFAI.com/Makers](http://IFAI.com/Makers)

## Membership Survey Results

Here are some highlights from IFAI's biennial Membership Survey:

- Our "Membership Satisfaction Score" reached an all-time high of 4.0 on a five-point scale.
- 88 percent of respondents plan to renew their memberships.
- 91 percent of respondents see the relationship with our divisions as "improving, good or excellent".
- 80 percent of respondents would recommend IFAI to a colleague.

**Thank you for supporting your association!**



**IFAI Canada**

Division



**IFAI New Zealand**

Country Sector



**IFAI Japan**

Country Sector

IFAI Canada and IFAI's Japan and New Zealand country sectors exist to advance the industry in these countries. The IFAI Canada Division represents the Canadian specialty fabrics industry. IFAI Japan represents the Japanese specialty fabrics industry. The Outdoor Fabrics Products Association of New Zealand (OFPANZ) represents the specialty fabrics industry in New Zealand.

## IFAI Board of Directors

**Chairman**, Katie Bradford, MFC, IFM  
*Custom Marine Canvas*

**1st Vice Chairman**, Steve Ellington  
*Glen Raven Custom Fabrics LLC*

**2nd Vice Chairman**, Kathy Schaefer, IFM  
*Glawe Tent and Awning Company*

**Immediate Past Chair**, Scott Campbell  
*Rainier Industries, Ltd.*

**President**, Mary J. Hennessy  
*Industrial Fabrics Association International*

### Directors

Amy Bircher, *MMI Textiles, Inc.*

Brian Rowinski, *Rainier Industries Ltd*

Craig Zola, *Herculite Products, Inc.*

David Segal, *Edward Segal Inc.*

Dennis Bueker, *Keyston Brothers*

Gifford Del Grande, *AEC Narrow Fabrics*

Roy Chism, *The Chism Co., Inc.*

Scott Massey, *Awning Cleaning Industries/  
APCO Products LLC*

## Division Advisory Board Leadership

### Advanced Textiles Products

**Chair**, Bud Weisbart, IFM  
*ARTech, Div. of A&R Tarpaulins Inc.*

**Vice Chair**, Amit Kapoor  
*First Line Technology*

### IFAI Canada

**Chair**, Brydon Roe  
*Shade Sails of Canada*

**Vice Chair**, John Conroy  
*House of Canvas Products*

### IFAI Japan

**Chair**, Toshio Katayama  
*Daiichi Hanpu Co., Ltd.*

**Vice Chair**, Hideyuki Nishikawa  
*Sankei Corporation*

### IFAI New Zealand/OPFANZ

**Chair**, Kylie Glenn  
*Cool Awnings*

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**Chair**, Steven Kaplan  
*Kaplan Sewing Machine Co. Inc.*

**Vice Chair**, Traci Evling  
*JTE Machine Systems Inc.*

### Fabric Graphics Association

**Chair**, Valerie Cuchna, *Fabric Images Inc*

**Vice Chair**, Dan Dix  
*Herculite Products Inc.*

### Fabric Structures Association

**Chair**, Andrew Trowbridge  
*Ronstan International*

**Vice Chair**, Marc Shellshear, *Value Vinyls*

### Geosynthetic Materials Association

**Chair**, Keith Gardner  
*Crown Resources LLC*

**Vice Chair**, Fred Chuck  
*HUESKER Inc.*

### Makers

**Chair**, (open)

### Marine Fabricators Association

**Chair**, Steve Szenay  
*Serge Ferrari North America Inc.*

**Vice Chair**, Jonathan Chakales  
*Marlen Textiles*

### Military

**Chair**, Nick Rivera, *MMI Textiles Inc.*

**Vice Chair**, Sherry Mardin  
*BondCote Corporation,  
A Heytex Group Company*

### Narrow Fabrics Institute

**Chair**, Michael Woody, *Trans-TEX LLC*

**Vice Chair**, Ethan Boron  
*BioThane Coated Webbing*

### Professional Awning

#### Manufacturers Association

**Chair**, Michael Gatti, *Weblon Inc.*  
*Div Herculite Products Inc.*

**Vice Chair**, Jasen Falahee  
*Marygrove Awnings*

### Tarp Association

**Chair**, Bruce Fetter, *Fetter Enterprises Inc.*

**Vice Chair**, Roger Romero  
*Buckles International*

### Tent Rental Division

**Chair**, Mike Holland, *Chattanooga Tent Co.*

**Vice Chair**, Brian Richardson  
*L & A Tent Rentals Inc.*

### United States Industrial Fabrics Institute

**Chair**, Ted Anderson  
*BondCote Corporation,  
A Heytex Group Company*

**Vice Chair**, Jim Egan  
*Graniteville Specialty Fabrics*

## Consolidated Statements of Financial Position

May 31, 2017 and 2016

<b>ASSETS</b>	<b>2017</b>	<b>2016</b>
<b>CURRENT ASSETS:</b>		
Cash and cash equivalents	\$465,814	\$452,469
Investments	\$4,258,632	\$3,584,863
Accounts receivable, net	\$487,322	\$448,454
Inventory	\$18,012	\$25,905
Prepaid expenses	\$466,086	\$325,608
Deferred tax asset	\$107,600	\$67,400
<b>Total current assets</b>	<b>\$5,803,466</b>	<b>\$4,904,699</b>
Property and equipment, net	\$2,259,980	\$2,401,867
Other assets	\$400	\$400
<b>TOTAL ASSETS</b>	<b>\$8,063,846</b>	<b>\$7,306,966</b>
<b>Liabilities and Net Assets</b>		
<b>CURRENT LIABILITIES:</b>		
Accounts payable	\$253,477	\$308,245
Accrued expenses	\$388,070	\$357,999
Deferred revenue	\$4,220,906	\$4,091,426
<b>Total current liabilities</b>	<b>\$4,862,453</b>	<b>\$4,757,670</b>
Net assets-unrestricted	\$3,201,393	\$2,549,296
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$8,063,846</b>	<b>\$7,306,966</b>

