

1996 Annual Report

Media Coverage of Framing the American Dream™

Building Systems Magazine,
October 1995

Nations Building News,
November 27, 1995

Nations Building News,
December 18, 1995

Professional Builder,
January 1996

Builder, January 1996

Building Systems Magazine,
January 1996

Nations' Building News,
January 26, 1996

Nations' Building News,
January 28, 1996

**Home and Garden Television
(HGTV) 1996 NAHB Builder's
Show Program, February 18 &
23, 1996**

Nations' Building News,
February 19, 1996

Automated Builder, March 1996

Manufactured Structures,
March 1996

Building Systems Magazine,
March/April 1996,

Nations' Building News,
May 6, 1996

North Carolina Builder,
May 1996

Rural Builder, May 1996

Builder, June 1996

Professional Builder,
August 1996

**HGTV's Homebuilding Digest -
Floor Framing, airing July 17 &
20, 1996 in Prime Time**

**HGTV's Homebuilding Digest -
Roof Framing, July 31 &
August 3, 1996 in Prime Time**

Framing the America

Framing the American Dream™ was the largest project WTCA has undertaken in its history, and it was an exciting accomplishment. This project will keep paying dividends to WTCA members for years to come.

The publications and television production companies listed to the left provided free publicity on the use of component construction, based on interest created by our project.

Publications continue to contact us for information and interviews. The 1996 **Framing the American Dream™** project has turned into a media dream, advancing the merits of our industry. Beyond this, we were able to provide a significant charitable contribution to the Children's Miracle Network on behalf of WTCA in the form of two houses. This has been well worth our investment.

We have now completed our brochure and, with significant assistance from Alpine Engineered Products, we have created a comprehensive video that promotes our industry. We are very

excited about the potential these tools have to convert builders to using component framing methods.

One of our members, Wausau Homes, had five builders convert their building practices to component construction at the NAHB show, three of which said it was directly due to the **Framing the American Dream™** project.

We must now build on our success with this project and begin the process of securing 100% market share for component construction.

We still have much work to do, since roof trusses command only 58% of the market of residential roof construction, and floor trusses have a mere 8% market nationwide.

It took time and resources of many talented people to pull off this project so successfully. This embodies the concept that wise counsel from talented advisors with a variety of perspectives will lead to the greatest success. We thank all involved, especially our project sponsors.

Thank You

- ★ Maurie Buchanan, WTCA Marketing Committee Chair, for overseeing this entire project.
- ★ Dwight Hikel, Lenny Sylk, and Barbara Martin for their work with NAHB and the Building Systems Council.
- ★ Dwight Hikel for chairing the marketing subcommittee for the project.
- ★ Richard Watts for the concepts and design of the house.
- ★ Mike Klein of MiTek for the concept of craftsmanship through component construction.
- ★ Jerry Rouleau of Jerry Rouleau & Associates for media contacts.
- ★ Kim Krizak of Trussway for all of the engineering and 3-D drawing for our tour signs.
- ★ Frank Madden of Trussway for staging all the materials and delivering them to the Astroarena.
- ★ Eric Lundquist and John Herring for the tour layout.
- ★ Ken Smith for managing the component house construction.
- ★ Sammy Caserez of Raul Caserez Framing Company for managing the stick house construction.
- ★ Don Hershey and Jay Gillette of Imperial Components for working on the *Summary of Framing Facts*.
- ★ Michael Fagan, Mark Duffy and Don Kitzmiller of Alpine for their commitment to this huge video project.

n Dream™...A Huge Success



Supplier Sponsors

Platinum \$30,000+

MiTek Industries, Inc.
Alpine Engineered Products

Gold \$20,000

Georgia Pacific Corp.
Hurd Millwork

Silver \$10,000

Canadian Wood Council
Weyerhaeuser
Tee-Lok Corporation
Truswal Systems Corporation
Weldwood of Canada
Trus Joist MacMillan

Bronze \$5,000

Robbins Engineering
Winton Sales
Simpson Strong Tie Company
Trim-Joist
CompuTrus
MSR Lumber Producers Council
Tolko Industries, Ltd.
Union Camp Corporation

Contributor \$2,500

Lignum Sales Ltd.
CNA Insurance Companies
Gilman Building Products Company
Donohue Inc.
Brenda H. Malley, Artist
Superior Wood Systems, Inc.

Patron \$1,000

Idaho Forest Industries
Frank Lumber Company, Inc.
Senco Fastening Systems
USP Lumber Connectors - Kant Sag/Silver
Anthony Forest Products
Haynes & Welch
Temple-Inland Forest Products
INTEC
Safety Maker, Inc.
Norbord Industries
Duo-Fast
Callahan & Associates, Inc.
Century Stair Co., Inc.
Taney Corporation

Component Manufacturer Sponsors

Double Platinum \$10,000+

Shelter Systems Limited
Trussway, Ltd.

Platinum \$5,000

Truswood, Inc.
California Truss Company

Denlinger, Inc.
Shoffner Industries, Inc.

Gold \$2,500

Advanced Component Systems
BCI Corporation
Florida Truss Mfrs. Associations
Imperial Components
Stark Truss Company, Inc.
Truss Systems, Inc.

Silver \$1,000

A-1 Roof Trusses, Inc.
A.C. Houston Lumber Co.
Carpenter Contractors of America
Edward Hines Components
Heart Truss & Engineering
Kintec Wood Truss Mfg., Inc.
Northwest Truss Mfrs. Assoc.
Olympic Structures, Inc.
Roof Truss Supply, Inc.
Shaw Components
Southern Components, Inc.
Structural Component Systems
Thorndale Roof Systems, Inc.
Trusco, Inc.
U.S. Truss, Inc.
Wisconsin Truss Mfrs. Association
Wood Structures, Inc.

Bronze \$500

Active Homes Group
Allwood Building Components
Associated Truss & Lumber
Bear Truss Co.
Better Living Components, Inc.
Blue Ox Industries, Inc.
Carolina Truss Systems, Inc.
Causeway Lumber Company, Inc.
Fabricated Wood Products, Inc.
Georgia Component Mfrs. Association
Holmes Lumber Company
Iowa Truss Manufacturers Association
Lumber Specialties, Ltd.
Marquette Fabricators, Inc.
Ottawa Roof Truss
Perfection Truss Company
Reliable Truss Company, Inc.
Richco Structures
Rycenga Homes
Schwulst Building Center, Inc.
Shelter Systems Corporation
Stone Truss Company
Superior Truss & Components
Truss Specialists, Inc.
Valley Building Components
Wickes Lumber Company
WTCA of Michigan

Contributor \$250

A & R Truss
Allstar Building Materials, Ltd.

Anderson Truss Company
Bear Creek Truss, Inc.
Becker Truss, Inc.
Best Homes, Inc.
Brunsell Lumber & Millwork
Cascade Manufacturing Company
Cavco Homes, Inc.
Central Kentucky Truss, Inc.
Component Building Systems, Inc.
Dakota Craft, Inc.
F.D. Borkholder Company, Inc.
Fort Smith Truss Company, Inc.
Gang-Nail of Visalia
Half Mile Lumber Co., Inc.
Idaho Truss & Component Co.
Letherer Truss, Inc.
Naples Lumber & Supply Company, Inc.
Northgate Trailer Industries Ltd.
Panel Truss
San Antonio Truss Company
Schaaf Lumber Company
Skyline Building Systems
Smokey, Inc.
Spensard Builders Supply
Timber Tech.
Truss Engineering Corporation
Turner Truss
Valley Components, Inc.
Vivco Components
Wendricks Truss, Inc.
Williams Bros. Lumber Co.
Wood Fabricators
Wood Tech, Inc.

Patron \$100

Charles C. Loose & Son, Inc.
Dolan Building Materials, Inc.
Dunkirk Supply Company
Eastern Building Components
Evergreen Truss Company, Inc.
Fairman's Roof Trusses
Glaze & Brother
Household Building Systems
Intermountain Truss
Keen Building Components, Inc.
Landmark Truss & Lumber
Milton Truss Company
Northwest Truss
Now Structures, Inc.
Pocono Truss, Inc.
Porter Industries, Inc.
Rogers Manufacturing Company
S. Ramsco, Inc.
Seminole Trusses, Inc.
Shelly Enterprises, Inc.
St. Joseph Truss Company, Inc.
Tempo Components, Inc.
United Building Systems, Inc.
Walnut Custom Homes
West Michigan Truss, Inc.
Western Mass Truss Company, Inc.
Truss Systems of Volusia, Inc.

WTCA Priorities & Commitments

1996 Work Priorities

- Framing the American Dream™** downstream marketing.
 - ① Video promotion.
 - ② Educational slide program development and implementation.
 - ③ Press releases and articles.
- Educational programs.
 - ① Finalize scripts if not complete by December 1995.
 - ② Provide training sessions for the remaining eight chapters on our educational programs.
 - ③ Provide assistance to chapters in setting up programs in local markets.
 - ④ Provide regional programs (approximately eight for 1996).
 - ⑤ Price, promote and sell slide programs to WTCA members.
- Wood Solutions Fairs.
 - ① Participate financially, assist with planning, and act as a participating partner in the shows, along with the Canadian Wood Council, The American Forest & Paper Association, and APA—The Engineered Wood Association.
 - ② Two Fairs in 1996.
- Handbook revision completed by the end of 1996.
- Fax News promotions of our products.
- Chapter support, chapter growth, membership support.
- Truss Technician Training program, developing work-force talent to work in the truss industry.
- Quality Control program.

Management Committee

Rip Rogers, Chair

Paula Sund, Chair, Group Insurance Subcommittee

- ✓ We created and implemented our Business Management Seminars Series. Several seminars have been scheduled for 1996 and 1997. These include:
 - ① *Hiring Winners in the Wood Truss Industry*, with Mel Kleiman. Two seminars are scheduled: December 6, 1996 in Dallas, and March 7, 1997 in Atlanta.
 - ② *Risk Management & Liability Avoidance for the Truss Manufacturer*, with Kent Pagel. Two seminars are scheduled: January 17, 1997 in Las Vegas, and March 21, 1997 in Boston.
 - ③ *Risk Management II*, with Kent Pagel and Bob Bush. One seminar is scheduled: February 21, 1997 in Orlando.
 - ④ *The Fiscal Physical®*, with Steve LeFever. Three seminars are scheduled: December 6, 1996 in Orlando, February 28, 1997 in Seattle, and March 13, 1997 in Chicago.
- ✓ We produced WTCA's first-ever *Wage and Benefit Survey*. We have received 157 responses, and will soon have the final report prepared. As with the *Financial Performance Survey*, it will be provided to participating plants free-of-charge. The cost of the survey for members that did not participate will be \$1,600. The survey will not be available to WTCA non-members.
- ✓ We are preparing the 1997 *Financial Performance Survey* with changes to the survey form to make it easier for you to complete.
- ✓ We worked with the U.S. Department of Commerce Census Bureau to obtain a separate classification code for truss manufacturer businesses in the 1997 census. This will help us further identify the number of truss manufacturers in the U.S., and the economic size of the truss industry.
- ✓ Our Group Insurance Program with CNA continues to grow. CNA has developed a deeper understanding of the truss industry, which has resulted in competitive insurance pricing. Year-to-date 1996, this program has written \$2,464,000, which is over twice the amount that was written by this time last year. We are certain CNA will continue to serve our industry well.

We will provide other sessions depending upon the demand we receive during the year. Please contact WTCA for further details on these seminar sessions, or to set up a special session in your area.

ee Accomplishments

Marketing Committee

Maurie Buchanan, Chair

Eric Lundquist, Chair, Publications Subcommittee

Mark Eide, Chair, **Framing the American Dream™** Downstream Marketing Subcommittee

Ted Atwell, Chair, Educational Programs Subcommittee

Mike Casey, Chair, Industry Liaison Marketing Subcommittee

Mason Manning, Chair, Strategic Marketing Plan Subcommittee

WTCA's primary mission is to promote the expanded use of components. Our Marketing Committee is key to fulfilling this mission.

Accomplishments

- ✓ The **Framing the American Dream™** brochure, video, and educational program are complete.
- ✓ Significant marketing of component construction was accomplished through press releases and articles, primarily due to the success of **Framing the American Dream™**.
- ✓ WTCA received prime time TV exposure through HGTV features on floor and roof construction.
- ✓ WTCA assisted with the Wood Solutions Fairs funding (\$30,000) and planning. We had a booth at these fairs and provided a presentation on truss construction and design responsibilities. Over 1,500 architects and engineers attended the Dallas and Chicago events.
- ✓ All publications policies were reviewed. Pricing and shipping & handling schedules were updated.
- ✓ The *Partition Separation* Brochure was completed.
- ✓ A joint marketing program for the SFPA Floor Truss brochure was created.

- ✓ Martin Bassani of TrussPros created a WTCA World Wide Web page on behalf of WTCA. The address is: [HTTP://WWW.TRUSSPRO.COM/WTCA/](http://WWW.TRUSSPRO.COM/WTCA/)
- ✓ A revised *Handling, Installing & Bracing* video was completed with the help of Michael Fagan of Alpine Engineered Products.
- ✓ WTCA's educational program training sessions were presented to WTCA Chapters in the Capitol Area, Iowa, Pacific Northwest and New England, as well as the ERC.
- ✓ Publication sales programs were expanded to include promotions through IRIS Communications and Building Tech Bookstores.
- ✓ We are in the process of developing a close working relationship with the newly formed Canadian Wood Truss Manufacturers Association (CWTA), with whom we have much in common. The first stage will be to develop a joint publications program and attending each others' meetings to share information. This has proven to be very beneficial to both groups in the early stages.
- ✓ We continue to write and review the editorial content for **WOOD-WORDS**, working with Rachel Duran of Knight Enterprises.

Educational Programs Provided in 1996

Wisconsin Frame Builder's Association (Engineered Wood Products)

Construction Business and Technology (Bracing)

BOCA Spring Conference (Fire & Bracing)

SETMA (Truss Industry CEU Workshop and Panel Discussion)

Atlanta Home Builders Association (Truss Construction)

University of Wisconsin Residential Construction Seminar (Truss Construction)

BOCA Fall Conference (Truss Installation)

Inland Empire Building Official Seminar (Fire)

State of Washington Fire Marshall Program (Fire)

Northern Los Angeles Counties Fire Department Program (Fire)

Wood Truss Council of America



Presents

Inspecting Wood Trusses
For

BOCA's 1996 Annual Conference
Providence, RI

WTCA

Membership Committee

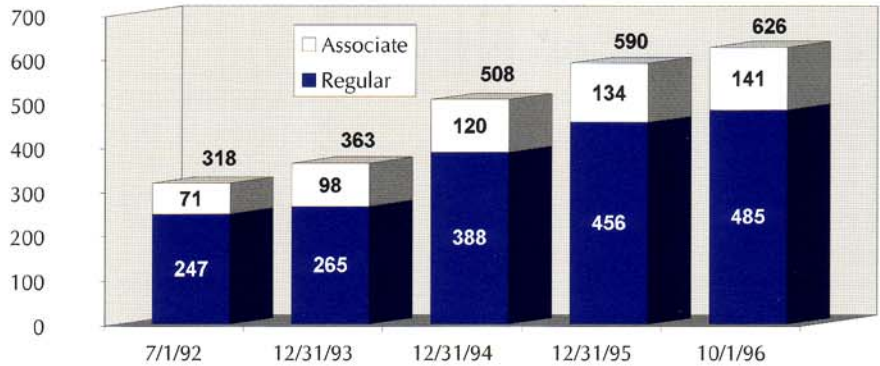
Richard Brown, Chair

Terry Burcaw, Vice-Chair

Our growth continues. Currently, we represent 485 truss manufacturers, which is 34% of the estimated total of approximately 1,440 truss manufacturers nationwide. Our goal remains to represent the majority of truss manufacturers, so that our united voice will be as strong as possible when we talk with our suppliers and local and national legislators. This is one of the best ways we can make a difference on behalf of our industry.

- ✓ This year, Texas, North Florida, and Alabama became chapters of WTCA. Las Vegas is in the process of becoming a chapter. Chapters continue to be our best communication link with our members, with each chapter having representation on the Board.
- ✓ WTCA attended chapter meetings in Georgia, the Northeast, Kentucky, Wisconsin, the Northwest, Texas, Las Vegas and South Florida.
- ✓ We held meetings with local truss groups in Arizona, Northern California, Inland Empire (in Spokane), Southern California, Tennessee and Central Florida. These groups, along with the Greater Bay Truss Association (in Tampa), Chicago, and North Carolina, are considering becoming Chapters of WTCA.
- ✓ We attended the Florida Building Material Association Truss Division Annual Meeting.

WTCA Membership 1992 to Present



- ✓ We visited 51 non-member truss manufacturers during our travels, bringing them up to date on WTCA's activities and the many benefits of membership.
- ✓ Increasingly, one of our major objectives will be to provide greater assistance to our chapters. This will include assisting chapters in setting up local and regional educational programs.
- ✓ We attended the Alpine Engineered Products and Truswal Systems Truss Manufacturers annual seminars.

To our members, thank you for working with us! To those who have not yet become members, we are the only organization in the market that knows your business thoroughly and will take the difficult stands for your best interest. Please become involved with us, and help guide us as we work on behalf of the entire industry to strengthen it.

Quality Control Committee

Don Hershey, Chair

- ✓ WTCA worked with our **WTCA QC** Beta Test Sites, including: Atlas Components, BCI Corporation, Brunsell Lumber, Imperial Components, Richco Structures, Shelter Systems Ltd., and Southern Components, to complete the database program **WTCA QC** version 3.0.
- ✓ We developed a combined database of inspection information using Beta site data to review truss industry performance and provide statistical feedback to committee members and some of our supplying industries.

- ✓ **WTCA QC** version 3.0 was finalized in June, and is now being implemented. A training session was held on September 21, 1996, where 14 companies came away with the tools needed to more effectively manage their in-plant quality.
- ✓ Additional **WTCA QC** training sessions are planned for December 7, 1996 in Atlanta; January 18, 1997 in Washington DC, and February 1, 1997 in Louisville. We will provide other sessions based on need. Please contact WTCA for further details on these sessions, or to develop a special session.

Engineering Review Committee

David Harris, Chair

- ✓ WTCA held three day-long ERC meetings in November, June and September.
- ✓ We funded \$20,000 of TPI's Repetitive Member Research Project, which will provide more efficient use of lumber in trusses, to yield a more competitive product in the market.
- ✓ We are a member of TPI committees working on truss testing, design analogs, design specification for temporary bracing, HIB-9X revisions, and vibration. We have also recently been included as a voting member of the TPI Technical Advisory Committee. We continue to work closely with TPI to ensure sound engineering within the industry, while maintaining our marketplace competitiveness.
- ✓ We developed and submitted an ICBO code change for Section 2343.6 to eliminate the need for truss labeling.
- ✓ We assisted Charlie Hoover of Alpine Engineered Products in writing a wind load design paper that seeks to provide a uniform approach for the truss industry for performing wind analysis.
- ✓ We are working on a uniform industry approach to various loading conditions that impact the truss industry marketplace.
- ✓ We are involved in the American Forest & Paper Association work on the Wood Frame Construction Manual, and were successful in incorporating truss span tables and details; the Load and Resistance Factor Design supplement (working with TPI on a Truss Supplement); and fire performance issues (with AF&PA's Fire Committee).
- ✓ We have been directed by the Board to "investigate the disparity between the TPI simplified method of design and other design methods, and come back to the board with a recommendation." To that end, the September meeting included presentations on recent truss testing and analysis by Conroy Lum of Forintek Canada Corp., Eric Jones of Canadian Wood Council and Steve Cramer of the University of Wisconsin. This information will be used as a basis to formulate a strategy to accomplish our mission.
- ✓ We provided a presentation on what the ANSI/TPI 1-1995 standard means to our industry at the Florida Building Materials Association Truss Division Summer Conference.
- ✓ We provided a seminar on *WTCA 1-1995, Standard Responsibilities in the Design Process Involving Metal Plate Connected Wood Trusses*, for the Florida Engineering Society. WTCA will be writing a commentary on the Florida Department of Regulation rules regarding the design of trusses.
- ✓ We assisted with two incidents involving partition separation, while working on membership development in Idaho.

Truss Technician Training Committee

Mike Ruede, Chair

- ✓ WTCA Staff worked with a subcommittee consisting of Mike Ruede of A-1 Roof Trusses, Greg Moburg of Central Kentucky Truss, and Steve Cabler of MiTek, to define this WTCA program and lay the foundation for its implementation.
 - ✓ Staff worked with Ross Bergeron, RJB Enterprises, to develop the initial curriculum for the course, based on Ross's experience in providing similar programs. We also received significant contributions from Dave Brakeman, Alpine; Terry Burcaw, Rt. 41 Truss; Steve Cabler, MiTek; Bill Jotham, Structural Connections Inc.; Steve Kennedy, Lumber Specialties; Kenny Paganow, A-1 Roof Trusses, Inc.; Don Scott, Truswal Systems; David Harris, Shoffner Industries, Inc.; and Greg Gonzales and Steve Woods, Imperial Components.
 - ✓ On September 26-27, 1996, twenty-one managers of truss manufacturer engineering departments and truss plate manufacturer engineers met to critique our approach and to provide guidance on developing the final program.
 - ✓ Four Level I courses are scheduled as follows: December 11-14, 1996 in Chicago; January 8-11, 1997 in Orlando; February 19-22, 1997 in Phoenix; and March 19-22, 1997 in Newark. Depending upon demand, other sessions will be scheduled this year. Please contact WTCA for further details on these courses, or to develop a special session.
- We are excited about this program because it meets a need that has been expressed by our members, and it will provide greater professionalism and skills to help our industry achieve its maximum potential.

Lumber Producers Advisory Council

Mike Casey, Co-Chair

Jim Olmedo, Co-Chair

Don Hershey, Co-Chair

- ✓ We have attended each of the Wood Products Promotion Council meetings with the goal of fostering closer cooperation with our lumber suppliers to advance the market for our products.
- ✓ We contributed \$5,000 to partially fund a market research program on the use of wood building materials in residential construction, as performed by NAHB Research Foundation.
- ✓ We assisted with the MSR Lumber Producers Council workshop, providing a session on the truss manufacturer's perspective.

- ✓ We are members of the Southern Pine Marketing Council and the Southern Forest Products Association (SFPA) Engineered and Framing Committee. We represent WTCA's point of view in the development of SFPA programs.
- ✓ We contributed \$650 to the 1996 Construction Materials and Technology Institute, which provides educational seminars to students on wood construction.
- ✓ We are reviewing the mission of the Lumber Producers Advisory Council with the goal of defining exactly how we can more effectively interact with our lumber suppliers to best exchange information and advance lumber and truss interests collectively.

NAHB Liaison Committee

Dwight Hikel, Chair

- ✓ We attended the fall NAHB Board Meetings to develop working relationships with the Building Materials Task Force Committee, NAHB Research Foundation, Home Builders Institute, and the Codes and Standards Committee.
- ✓ We provided the Building Materials Task Force with a copy of the **Framing the American Dream™** brochure and a preview of the **Framing the American Dream™** video. Both the brochure and video were very well received.

- ✓ We provided the Building Systems Council with our **Framing the American Dream™** brochure. BSC will be distributing 2,500 brochures to builder members.
- ✓ We are working with Building Systems Council (BSC) on our **Framing the American Dream™ II** educational project for the parking lot of the 1997 Builders Show.
- ✓ BSC sent out our press release on **Framing the American Dream™ II** to NAHB's local HBA's.

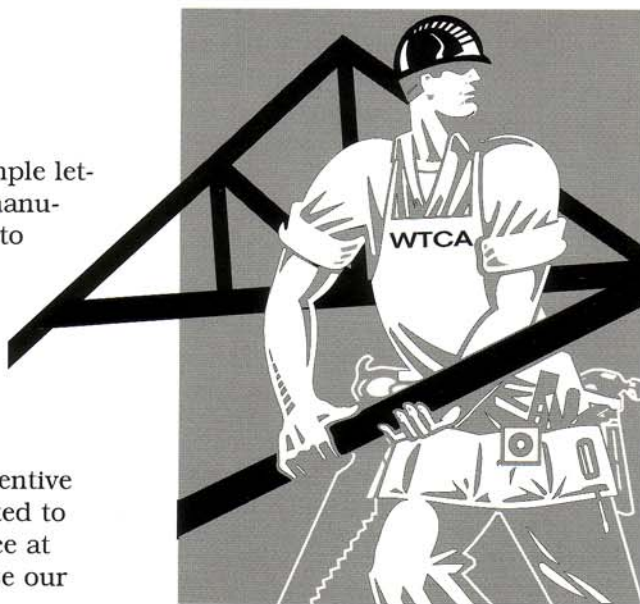
BCMC Committee

Don McElvogue, Chair

Roger Gibbs,
Exhibitor Co-Chair

Richard Brown,
Program Co-Chair

- ✓ We prepared a sample letter for our truss manufacturer members to encourage their supplying lumber mills and/or brokers to attend the BCMC show.
- ✓ A membership incentive program was created to promote attendance at BCMC and increase our industry unity.



BCMC continues to grow, with this show having the greatest number of exhibitors and the largest floor space BCMC has ever taken in Louisville. We continue to provide valuable educational programs so that you take home solid value that will help you operate your business more profitably.

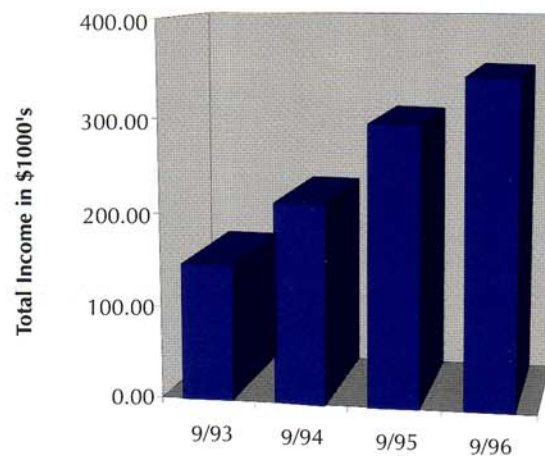
This committee and the staff of Knight Enterprises (led by Kim Swartzendruber), deserve every member's thanks for making the show something our industry can be proud of and for its financial contribution, which enhances our ability to do the work we do on behalf of our industry.

Financial Statements

Income Statement

	1/1 - 9/30/93	1/1-9/30/94	1/1-9/30/95	1/1-9/30/96
Income				
Membership Dues	\$105,693.36	\$128,727.78	\$188,636.99	\$208,116.55
WTCA Publication Sales	\$21,625.18	\$76,577.82	\$72,862.84	\$92,655.40
Handbook Development Contributions	\$7,700.00	—	—	—
Other Income	\$11,430.89	\$7,490.49	\$34,586.06	\$43,864.98
Total Income	<u>\$146,449.43</u>	<u>\$212,796.09</u>	<u>\$296,085.89</u>	<u>\$344,636.93</u>
Expenses				
Administrative Expenses	\$107,800.84	\$116,957.96	\$127,929.17	\$149,791.03
Publications	\$8,884.08	\$40,129.43	\$33,726.35	\$47,864.05
Marketing Committee	—	—	\$23,313.68	\$44,095.33
Meetings	\$3,670.26	\$8,230.28	\$6,179.79	\$7,657.02
Handbook Development	\$32,960.78	—	—	—
Membership	—	\$12,916.38	\$13,487.58	\$31,454.12
Quality Control Program	—	—	\$6,924.31	\$30,201.10
Special Projects	\$4,637.58	\$25,014.15	\$29,860.41	\$64,241.32
Total Expenses	<u>\$157,953.54</u>	<u>\$203,248.20</u>	<u>\$241,421.29</u>	<u>\$375,303.97</u>
Net Operating Income (Deficit)	<u>\$11,504.11</u>	<u>\$9,547.89</u>	<u>\$54,664.60</u>	<u>(\$30,667.04)</u>

Total Operating Income 1993 to Present



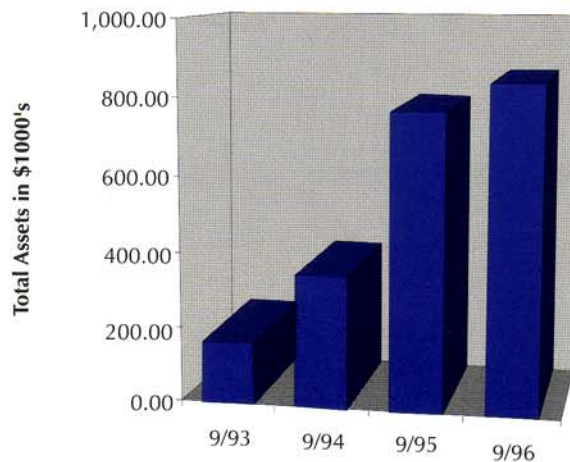
Building Component Manufacturers Conference (BCMC) — Annual Totals

	1993	1994	1995	1996
Total Income All Sources	\$377,599.00	\$425,008.00	\$533,346.90	figures
Total Convention Expenses	\$189,807.00	\$210,407.00	\$290,320.77	not yet
Net Income	<u>\$187,792.00</u>	<u>\$214,601.00</u>	<u>\$243,026.13</u>	<u>available</u>

Balance Sheet

	9/30/1993	9/30/1994	9/30/1995	9/30/1996
Current Assets				
Checking & Savings Accounts	\$114,463.58	\$229,898.30	\$334,857.96	\$482,292.60
Reserve Savings	—	\$73,034.78	\$256,002.74	\$319,892.71
Operating Accounts Receivable	\$6,994.11	\$7,052.29	\$5,884.38	\$28,536.16
A/R for <i>Framing the American Dream</i>	—	—	\$120,525.00	—
Inventory	\$3,076.99	\$3,941.15	\$3,075.67	\$6,515.60
Wood Truss Handbook Printing	\$34,000.00	\$24,804.00	\$17,041.29	\$5,056.47
Depreciable Assets	—	\$10,308.01	\$6,896.22	\$5,601.44
Prepaid Expenses	\$7,502.00	\$1,518.17	\$31,194.76	\$1,689.00
Total Assets	<u>\$166,036.68</u>	<u>\$350,556.70</u>	<u>\$775,478.02</u>	<u>\$849,583.98</u>
Current Liabilities				
Operating Accounts Payable	\$16,375.69	\$16,400.13	\$27,127.09	\$68,596.59
Accrued Expense - Handbook Printing & Dev.	\$44,615.35	—	—	—
Sales Tax Payable	—	\$83.59	\$105.90	\$82.77
Deferred Membership Dues	\$33,019.80	\$63,033.83	\$81,874.92	\$85,983.22
Wood Truss Handbook Pre-Printing Sales	\$7,260.00	—	—	—
QTI Contingent Contract Payable	\$8,500.00	—	—	—
Funds held for <i>Framing the American Dream</i>	—	—	\$128,975.00	\$87,089.92
Special Funds	\$2,350.00	\$7,875.57	\$6,794.30	\$10,922.35
Total Liabilities	<u>\$112,120.84</u>	<u>\$87,393.12</u>	<u>\$244,877.21</u>	<u>\$252,674.85</u>
Fund Balance				
Balance as of January 1	\$65,419.95	\$271,884.87	\$480,503.55	\$632,651.37
Surplus (Deficit) 1/1 to 9/30	(\$11,504.11)	(\$8,721.29)	\$50,097.26	(\$35,742.24)
Net Fund Balance 9/30	<u>\$53,915.84</u>	<u>\$263,163.58</u>	<u>\$530,600.81</u>	<u>\$596,909.13</u>
Total Liabilities and Fund Balance	<u>\$166,036.68</u>	<u>\$350,556.70</u>	<u>\$775,478.02</u>	<u>\$849,583.98</u>

Total Assets 1993 to Present



1996 Board Members & Past Presidents

OFFICERS

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