

2021

2021

ANNUAL
REPORT





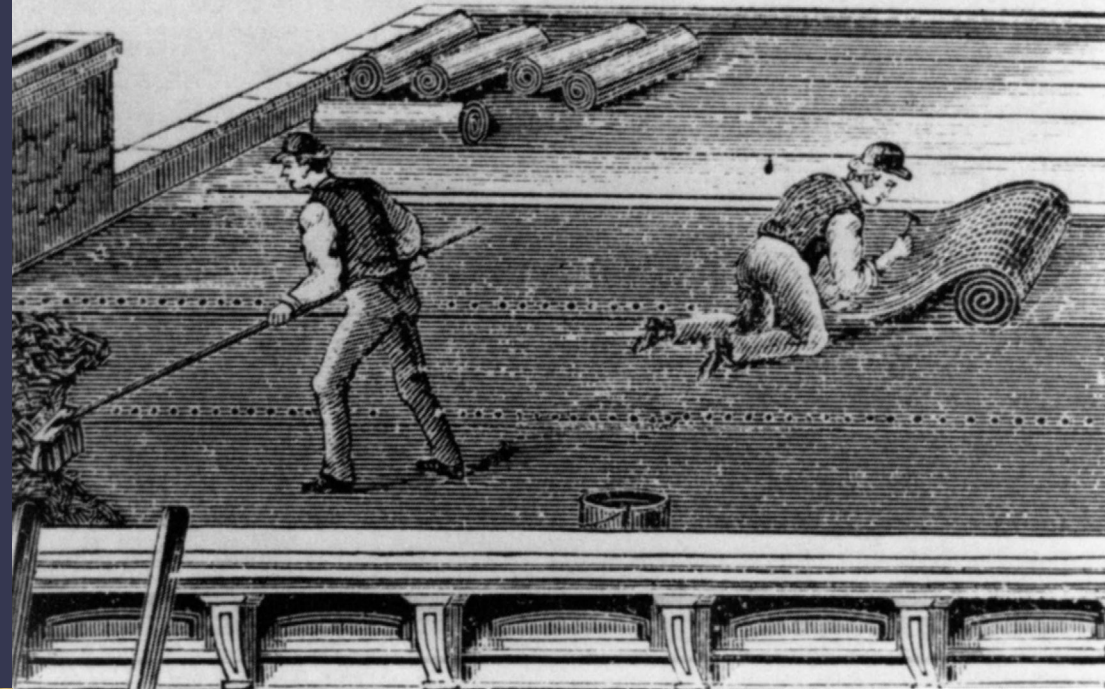
This year, NRCA has continued its important work of assisting members by providing technical and safety information; offering workforce recruitment and retention tools; developing more educational and training resources; and developing additional certifications to continue the vision of recognizing the roofing industry's professionalism. NRCA staff and leadership met with government officials to advocate for supply chain assistance, immigration improvements and other vital issues. It has been an honor serving as your chairman, and I am proud of all we accomplished. The future at NRCA is bright as we continue to develop programs to benefit our members and the industry and represent our members in Washington, D.C.

- Rod Petrick, 2020-22 Chairman of the Board



VISION

Since 1886, the National Roofing Contractors Association has been the home for generations of entrepreneurial craftsmen and enterprises, who shelter and protect America's families and businesses and each other. Our vision is the recognition of our members as professionals and to unite the industry to that purpose.



MISSION STATEMENT

NRCA values its members and staff, safety, integrity, hard work and quality. It will advance toward its vision by ensuring consensus decisions are determined through active deliberation inside the committee process.

HIGHLIGHTS FROM THE YEAR:

JUNE 1,

2021

MAY 31,

2022



More than
1,000

National Roofing Week
shirts were sold,
generating more than

\$5,000

in additional revenue



NRCA welcomed

37

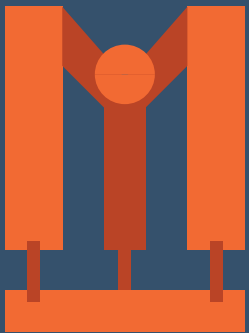
new students to Future
Executives Institute,
Class 10





25

students graduated from
the Future Executives
Institute, Class 9, at the 2022
International Roofing Expo®



NRCA University
launched a

3-day

Fall Protection
Competent Person
Training course

The
association
launched
**NRCA's
Cyber
Liability
Insurance
Program**



209

member
companies
participated in
National Roofing Week 2021



34

states and Washington, D.C.,
were represented during
Roofing Day in D.C. 2022,
with the top five states
including:

Ohio,
California,
Florida,
Texas
and
Maryland



Thanks to efforts during 2021-22, as many as

20

states will have SkillsUSA student roofing contests in 2023

NRCA held **16 webinars** with **1,266** participants



NRCA added **36** new Qualified Trainers through six Qualified Trainer Conferences

More than

3,100

individuals enrolled in Training for Roof Application Careers, and 202 people completed the program





NRCA added 7 new One Voice members

Angi
Denver

Captive Resources LLC
Itasca, Ill.

Furman Insurance and Acrisure Partner
Pompano Beach, Fla.

Harness Software
Stouffville, Ontario

Limitless Roofing GPO
Richardson, Texas

Metal-Era
Waukesha, Wis.

RoofersCoffeeShop
Yorba Linda, Calif.



NRCA held

11

CERTA Train-the-trainer
classes, authorizing

82

new trainers
and reauthorizing

41

existing trainers



4,085

CERTA
applicators were
certified



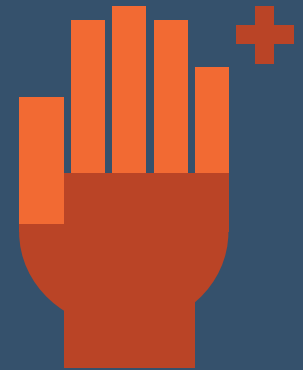


NRCA's Legal Resource Center held a record-setting virtual annual legal conference with

255
participants

DECKS to DOCKETS

LEGAL CONFERENCE



The number of new volunteers getting involved in the committee process increased

10%



NRCA exhibited at
20
industry events



250,818
new users visited
NRCA's website



561,385
visits to nrca.net



NRCA | **ProfessionalRoofing**

E-NEWS



This Week in D.C.

NRCA strives to help you meet your workforce challenges. Also, employers can petition for additional H-2B visas for the second half of fiscal year 2022. [+Read more](#)



26,039

E-News
subscribers



176,229

visits to *Professional
Roofing* magazine's
website

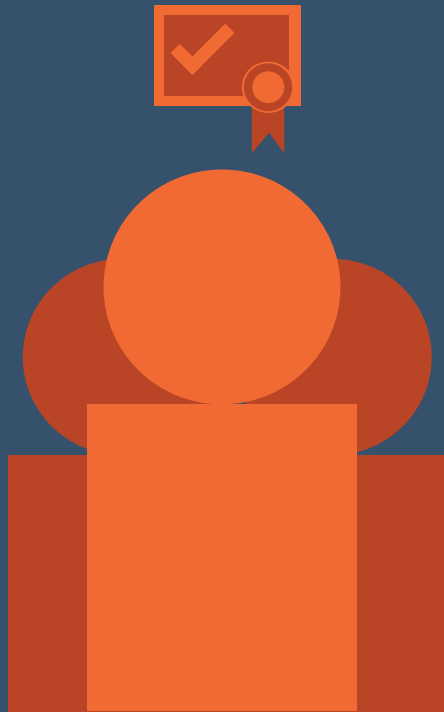


11,327

visits to
everybodyneedsaroom.com

337

member
companies are
participating
in NRCA's ES-1
certification
program



**New
publications:**

*The NRCA Roofing Manual:
Architectural Metal Flashing
and Condensation and Air
Leakage Control—2022*

NRCA Construction Details:
CAD Files—2022

*The NRCA Metal Wall Panel
Systems Manual*

2019 and 2020 Spanish
versions of The NRCA
Roofing Manual



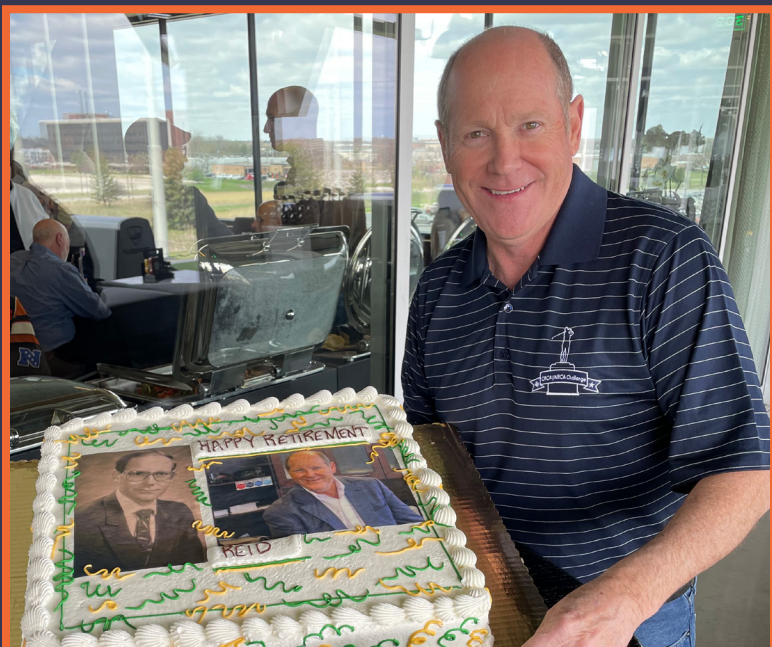
NRCA's Technical
Services
department
responded to

2,100

requests for
technical
assistance and
problem analyses



A YEAR IN PHOTOS



NRCA CEO Reid Ribble retired May 31, 2022, after leading NRCA for five years.



Winners at NRCA's booth during the 2022 International Roofing Expo® in New Orleans



ROOFPAC's "Salute to the Big Easy"
cocktail reception and live auction



National Roofing Week's We are Family
Raffle winner The Roof
Masters, Vista, Calif.



National Roofing Week's We are Family
Raffle winner A. Brooks Construction Inc.—
Kanga Roof, Bristol, Pa.



National Roofing Week's We are Family Raffle winner O'Neal Companies, Lake City, Fla.



NRCA's Industry Image and Outreach Committee during NRCA's Fall Committee Meetings



NRCA ProCertification® on-site testing at NRCA's 134th Annual Convention and the 2022 International Roofing Expo®



NRCA's Installation Dinner during NRCA's Midyear Meetings



NRCA's CTE/Workforce Development Committee during NRCA's Midyear Meetings



NRCA's new director orientation



NRCA's Texas members meeting with Sen. Ted Cruz during Roofing Day in D.C. 2022



The Roofing Day in D.C. 2022 "Invite a Friend" winner won a \$200 Amazon gift card for inviting a friend to the event.



The Roofing Alliance held a faculty retreat to educate professors about the roofing industry and opportunities available.



Five teams participated in the Roofing Alliance's eighth Construction Management Student Competition.



The first student roofing contest through SkillsUSA happened in Virginia. Students installed a thermoplastic system on the same mockup used for NRCA ProCertification.®



FINANCE/ MEMBERSHIP



For NRCA's complete financial statements for fiscal year ending May 31, 2022, and the independent auditor's report, [click here](#).

Despite continued challenges in the industry, NRCA's new memberships increased nearly **10%** compared with the previous year. NRCA recruited more than

**12 new members
per week**

from June 1, 2021, to May 31, 2022.

Resignations and terminations of memberships were down by slightly more than

17%

compared with the previous year



NRCA membership grew

3.9%

overall compared with the 2020-21 fiscal year—the average is

2.4%

year-over-year



3,611

total membership as of May 31, 2022



656 new members



Overall membership composition:

76% Contractors

12% Architects, engineers, consultants

6% International

2% Manufacturers

<1% Industrial/institutional, service providers, distributors, manufacturer representatives and raw materials providers



ROOFING ALLIANCE



As the foundation of NRCA, the Roofing Alliance focuses on four core values:

education and **training**
technology and **research**
sustainability
and **philanthropy**



The Roofing Alliance welcomed

5 new members:

Benchmark Inc., Cedar Rapids, Iowa

Gorman Roofing Services, Phoenix

IB Roof Systems, Grapevine, Texas

Kelly Roofing, Bonita Springs, Fla.

R. Adams Roofing Inc., Indianapolis



Approved

\$117,248

in new project
funding



With this funding,

53

projects have been
funded to date for a
total of nearly

\$5.9 million



The Roofing Alliance
awarded

\$65,000

in annual scholarships;
since its inception, it
has awarded

\$1 million to 155 students





Clemson University created a formal Roofing Certificate program for students, and funding was approved to develop a roofing manual to support these courses.

In collaboration with Arizona State University and the Arizona Roofing Industry Foundation, funding was approved to develop a Ph.D. candidate (roofing industry fellowship) who will engage in research projects and teach undergraduate student construction classes. This will also help to increase the pipeline of higher education roofing specialists in the U.S.



S O C I A L M E D I A



ARE YOU THE BEST ROOFING PROFESSIONAL?

[Click Here to Learn More About NRCA ProCertification](#)

NRCA invested **\$40,125** on social media ads that resulted in more than **2.1 million** total impressions



National Roofing Week 2021:

- 513,011** impressions
- 71,884** engagements
- 247** new followers gained

NRCA social media platforms (Facebook, Twitter, LinkedIn and Instagram)

Impressions: **5.2 million**

Engagement: **438,282**

Total followers across all platforms: **53,646**

NRCA-Ruferos de los buenos Facebook page and NRCA en español Instagram feed:

Impressions: **136,184**

Engagement: **9,659**

Total followers across both platforms: **5,021**



NRCA

PROCERTIFICATION®



NRCA launched the
**NRCA ProCertified®
Architectural
Metal Flashing and
Accessories Installer
certification**



In partnership with the Metal
Construction Association and Metal
Roofing Alliance, NRCA launched the
**NRCA ProCertified Metal Panel
Roof System certification**



**The first certified
installers**
are now being renewed

406
installers are
in the process
of getting
certified or
already received
their NRCA
ProCertifications



Digital ID cards and
certificates are available for
**installer and foreman
certifications**



ADVOCATING FOR THE ROOFING INDUSTRY

Advocacy events raised more than **\$450,000** in funding to benefit ROOFPAC, the voice of the roofing industry in Washington, D.C.



NRCA advocated for increased funding for Perkins Career and Technical Education Grants, and in March 2022, Congress approved nearly

\$1.4 billion for fiscal year 2022—an increase of **\$45 million** compared with the 2021 funding level



NRCA succeeded in **blocking historic tax increases** proposed by the Biden administration and Congress in 2021, including proposed increases on corporations, pass-through businesses and changes in the estate tax



More than **200** roofing professionals attended **160** congressional meetings during Roofing Day in D.C. 2022 held April 5-6 in Washington, D.C.



WHAT MEMBERS SAY ABOUT NRCA



“Join NRCA. The association provides so many valuable resources that guide you in the right direction. Don’t hesitate to ask questions.”

Refugio Alvarez
King of Texas Roofing Co. LP



“I like the camaraderie of members. I have met so many great people and have a wide range of people I can call; they will listen and provide support no matter what the situation.”

Doug Duncan
Nations Roof



“I am an active member of NRCA because of all the resources the association offers to help our business. The relationships I have built over the years are invaluable; I always know I can call someone if a question or problem arises.”

Cheryl Chapman
Empire Roofing





NRCA