

## 2020 NIA Membership Application

Check all boxes that apply and send your completed form with the appropriate payment to NIA, 516 Herndon Parkway, Suite D, Herndon, VA 20170; Phone: (703) 464-6422; Fax: (703) 464-5896; Email: [membership@insulation.org](mailto:membership@insulation.org)  
Standard dues rates in **bold/black**. Discounted cash/check dues rates in **bold/green**.

**15 for 12 Membership Special!**  
Join NIA now through October 5, 2020, and get 15 months of membership for the price of 12. With approved application and dues payment, membership will be valid until December 31, 2021.

This promotion is valid for first-time members only.  
This application will be reviewed for prior membership status with NIA.

### Active Member\*\*

Contractor, Distributor, Fabricator, or Laminator. Any person, firm, partnership, corporation, or legal entity, a part of whose business is the contracting, distributing, fabricating, or laminating of commercial or industrial insulation, fire proofing, or firestopping, and/or environmental remediation products or services, shall be eligible to become an Active Member of the Association. Annual dues are based upon the total revenue generated by such business. If you have more than one location you may add them to the Branch Location section below.

#### Check the appropriate Active Member type (check one):

Contractor     Distributor     Fabricator     Laminator

#### Check your labor type:

Merit     Union     Both     Not Applicable

#### Check the appropriate dues category:

Revenue (\$ millions)	Annual Dues	Revenue (\$ millions)	Annual Dues	Revenue (\$ millions)	Annual Dues	Revenue (\$ millions)	Annual Dues
<input type="checkbox"/> 0-3	<b>\$872 / \$855</b>	<input type="checkbox"/> 6+--10	<b>\$2,213 / \$2,170</b>	<input type="checkbox"/> 15+--20	<b>\$4,850 / \$4,755</b>	<input type="checkbox"/> 30+--50	<b>\$11,118 / \$10,900</b>
<input type="checkbox"/> 3+--6	<b>\$1,295 / \$1,270</b>	<input type="checkbox"/> 10+--15	<b>\$3,478 / \$3,410</b>	<input type="checkbox"/> 20+--30	<b>\$6,931 / \$6,795</b>	<input type="checkbox"/> 50+	<b>\$14,351 / \$14,070</b>

*The dues category you select will reflect the amount of dues you pay each year for renewal and the revenue category that will appear with your company's listing in the Membership Directory & Resource Guide.*

#### Check your company's area of expertise:

<input type="checkbox"/> Acoustic Products/Services	<input type="checkbox"/> Commercial Insulation	<input type="checkbox"/> Firestopping	<input type="checkbox"/> Marine	<input type="checkbox"/> Power
<input type="checkbox"/> Asbestos Abatement	<input type="checkbox"/> Distribution	<input type="checkbox"/> Heat Tracing	<input type="checkbox"/> Metal Building	<input type="checkbox"/> Refractory
<input type="checkbox"/> Building Envelope	<input type="checkbox"/> Fabrication	<input type="checkbox"/> HVAC Insulation	<input type="checkbox"/> Insulation Laminator	<input type="checkbox"/> Removable Insulation
<input type="checkbox"/> Cold Storage	<input type="checkbox"/> Fire Proofing	<input type="checkbox"/> Industrial Insulation	<input type="checkbox"/> Paintings/Coatings	<input type="checkbox"/> Scaffolding

### Associate Manufacturer Member\*\* (Dues \$3,784 / \$3,710) (Non-Voting) Request the Manufacturers' Buyers Guide sheet.

Any person, firm, partnership, corporation, or legal entity, a part of whose business is the manufacture and sale of materials, products, equipment, or services for the commercial or industrial insulation and/or environmental remediation industries, is limited to becoming an Associate Member of the Association. Associate Members shall not be entitled to vote or hold office in the Association, but with the approval of the Board of Directors may attend meetings and participate in discussions and programs.

### Branch Locations (Additional locations for Active and Associate members \$153 / \$150) (Non-Voting)

Active or Associate members may list additional locations under the branch membership category. Branch locations must have the same federal identification number as the parent company. (If the branch location does have their own federal identification number, then they must apply for separate membership). All membership privileges (except voting) shall extend to all branches or additional locations. Branches ARE NOT eligible for separate membership. Dues \$153/\$150 per branch \_\_\_ # of locations @ \$153/\$150 each = \$ \_\_\_ Total Amount. (Add amount to your appropriate dues level.) Send branch information, including company name, address, phone, and fax and the contact information for the branch manager on a separate page.

### Associate Supplier Member\*\* (Dues \$1,652 / \$1,620) (Non-Voting)

Any person, partnership, firm, or corporation, whose business is in the manufacture and sale of materials, products, equipment, or services only for or to Associate Members of the NIA to be used in the manufacture and sale of materials, products, equipment, or services for the commercial or industrial insulation and/or environmental remediation industries is eligible to become an Associate Supplier Member of the Association. Supplier members shall not be entitled to vote or hold office in the Association, but with the approval of the Board of Directors may attend meetings and participate in discussions and programs.

### Affiliate Member\*\* (Dues \$1,214 / \$1,190) (Non-Voting)

Any association or group that represents industries that either use the services of the Active members of the NIA or design or specify systems or components of systems that use the services of Active Members of the NIA or materials manufactured by Associate members of the NIA may be admitted as an Affiliate Member of the NIA. An Affiliate Member of the NIA shall not be entitled to vote or hold office in the NIA, but, with approval of the NIA Board of Directors, staff members of the affiliate may attend meetings and participate in discussions. While NIA publications may be sent to a staff representative of the Affiliate Member, no other NIA member benefit will be provided to the affiliate member without approval of the NIA Board of Directors.

### Holding Company Member\*\* (Dues \$923 / \$905) (Non-Voting)

Any firm, partnership, corporation, or legal entity that owns all or part of at least one Active Member shall be eligible to become a Holding Company Member. Holding Company Members shall not be entitled to vote or hold office in the Association, but with approval of the Board of Directors may attend meetings and participate in discussions and programs.  
Active member names \_\_\_\_\_

**International Affiliate Member\*\* (Dues \$1,724 / \$1,690) (Non-Voting)**

This membership is available to any person, firm, partnership, corporation, or legal entity, a part of whose business is the contracting, distributing, fabricating, laminating, or manufacturing of commercial or industrial insulation and/or environmental remediation products or services. Such entities shall be eligible to become an international member of the Association, provided that NO business is currently conducted within the United States of America. If an International member begins conducting business within the United States of America, its membership within the Association would automatically be reclassified under Article V, Section 1 or Section 2 of these Bylaws.

**Manufacturer Representative\*\* (Dues \$1,652 / \$1,620) (Non-Voting)**

Any person, firm, partnership, corporation, or legal entity whose primary business is the independent representation of multiple product lines, including materials, products, equipment, or services for the commercial or industrial insulation and/or environmental remediation industries, shall be eligible to become a Manufacturers Representative Member of the Association. Manufacturers Representative Members shall not be entitled to vote or hold office in the Association but with the approval of the Board of Directors may attend meetings and participate in discussions and programs.

**Consultant\*\* (Dues \$1,652 / \$1,620) (Non-Voting)**

Any person, firm, partnership, corporation, or legal entity, whose primary business is to provide advice related to materials, products, equipment, or services for the commercial or industrial insulation and/or environmental remediation industries shall be eligible to become a Consultant Member of the Association. Consultant Members shall not be entitled to vote or hold office in the Association, but with the approval of the Board of Directors may attend meetings and participate in discussions and programs.

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ Website \_\_\_\_\_

\*Rep. \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

Safety Program Management \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

Marketing \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

Training \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

Insurance Purchases \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

Technical Information \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

Accounts Payable/Receivable \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

Legislative/Advocacy \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

Rep. \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

Rep. \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_

*\* The first representative is considered to be the primary contact for NIA and receives membership dues invoices and fax broadcasts. All representatives will receive Insulation Outlook, NIA News, the Membership Directory & Resource Guide, and all association communications and mailings. Active Member representatives ONLY are authorized to vote upon any matter submitted to a vote of the members. Each Active Member is entitled to one vote. Submit changes in address or representative names/titles by faxing, mailing, or emailing membership@insulation.org. This ensures continued receipt of association communications and correct listings of print and online directories.*

Membership dues amount \$ \_\_\_\_\_ + Branch dues \$ \_\_\_\_\_ = Total \$ \_\_\_\_\_

Check enclosed       VISA       MasterCard       Amex

Acct # \_\_\_\_\_ Exp. date \_\_\_\_\_

Billing address \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_

*Association dues are for a full calendar year. Dues payment must accompany application.*

**Tax Deductions for Association Dues**

Annual membership dues are tax-deductible for most members as an ordinary and necessary business expense but ARE NOT deductible as charitable contributions. A portion of your dues will pay for your subscriptions to *Insulation Outlook* magazine and *NIA News*.

Compliance with the Tax Reform Act of 1993 requires that the portion of dues attributable to lobbying and political activities at the state and federal levels of government be considered non-deductible for income tax purposes. This non-deductible portion must be disclosed to members on their dues invoice each year. For 2021, 1% or less of your membership dues is projected to be allocated to advocacy/lobbying efforts and is nondeductible for federal income tax purposes as an ordinary and necessary business expense.

**\*\*Verification of Member Type**

All membership applications are subject to the review and approval of NIA's Executive Committee. Information submitted on your application is submitted on a monthly report for review and approval. Documentation may be requested to support your member type request and will be used for informational purposes only.

In accordance with the GDPR, the information provided to us by you or your company will be used to provide membership services, including:

- providing our monthly magazine and digital newsletter,
- fulfill product orders,
- register you for events and training classes, and
- market future insulation industry opportunities.

We retain our records of these activities to better serve you and to be able to verify your participation in events or educational activities. NIA does not sell membership information to third parties. The NIA believes in transparency and will provide your stored information upon request. For EU members, please opt in by providing or verifying your information.