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21 February 2014

Mr. Brad Hess
Director, Market Development Cooperator Program
U.S. Department of Commerce
14th and Constitution Avenue
Room 3215
Washington, DC 20230

Dear Mr. Hess:

On behalf of ASTM International, and in partnership with the International Code Council, I am pleased to submit the attached proposal to the 2014 Market Development Cooperator Program for consideration. The proposal, *Building an Understanding of U.S.-Based Sustainable Construction Codes and Standards and the Underlying Relationship Necessary to Expand the Market for Domestic Products in the GCC*, targets the Gulf Cooperation Council (GCC) region and the sustainable construction building components sector. The proposal outlines a three-year project intended to promote, with close collaboration from the U.S. government and private industry, the utilization of U.S.-based codes and standards and to facilitate the development of longer-term technical and commercial relationships among peer regulators and product end-users.

Much of the construction in the GCC is government initiated and supported; the governments in the region are also specifying sustainable construction. Therefore, the involvement of the U.S. government is critical to this program which aims to ultimately ease market access for domestic green building components by emphasizing the use of U.S.-based sustainable construction model codes and standards as the basis of a regional code for the GCC. Engagement between U.S. and GCC technical experts within the U.S.-based processes for developing codes and standard is also vital for building the longer term understanding and relationships that sustain business opportunities. Both activities can eliminate, or significantly minimize, the introduction of new code or standards requirements which hamper or limit market access.

Thank you for your consideration. If you have questions, please contact me. I look forward to hearing the outcome of the review process later this year.

Sincerely,

A handwritten signature in black ink, appearing to read 'Teresa J. Cendrowska'.

Teresa J. Cendrowska
Vice President, Global Cooperation

Attachment

Building an Understanding of U.S.-Based Sustainable Construction Codes and Standards and the Underlying Relationship Necessary to Expand the Market for Domestic Products in the GCC

Executive Summary

Applicant: ASTM International, West Conshohocken, PA www.astm.org

Partners: International Code Council

ITA and other federal collaborators:

Janice Barlow – USEAC, Philadelphia

Jim Cramer – Office of the Middle East

Brian Ledgerwood – National Export Initiative

John Simmons, Regional Senior Commercial Officer for the Gulf and Counselor for Commercial Affairs at U.S. Embassy – United Arab Emirates

Tony Ceballos – USEAC, Philadelphia

Ryan Kane – International Trade Specialist

Joanne Littlefair – National Export Initiative

Gary Stanley – Office of Materials Industries

Federal Share: \$82,540

Match: \$350,358 (Cash), \$51,662 (In-kind)

Project Period: Three years, beginning 1 November 2014 and concluding 31 October 2017

Project Exports: \$2.45 BN (increase)

Post Project Exports: \$2.00 BN (increase per year)

Foreign Markets Targeted: Member nations of the Gulf Cooperation Council

Market Size: \$87.1 BN (Extrapolated: 2012 UAE market = \$39.4 BN; represents 65% of green construction market in GCC; applied a compounded growth rate of 9.5% for 2012-2016¹)

US Market Share: \$2.91 BN (2012)

US Industry to be promoted: Sustainable construction building components

Project Description:

1. Conduct workshops in conjunction with separate trade event and Board meeting held in GCC.
2. Conduct technical training sessions virtually and on-site in the GCC and US.
3. Exhibit at GreenBuild 2015; engage GCC delegates at Exhibit and in outreach sessions.
4. Conduct an Intensive Training Program for 8 – 12 GCC delegates on sustainable codes and standards; include outreach events and practical site visits with application demonstrations.
5. Accompany GCC delegates to International Code Council's Green Construction Code hearings.

¹ United States Government, Department of Commerce, U.S. & Foreign Commercial Service and U.S. Department of State, Doing Business in the United Arab Emirates: 2013 Country Commercial Guide for U.S. Companies

Background:

Opportunities for construction, particularly “green” construction, are growing in the nations that constitute the Gulf Cooperation Council (GCC). Due to large oil and natural gas reserves the regional group is in a position to fund extensive construction projects. “Infrastructure build-out continues to be the most significant driver behind foreign direct investment (FDI) and U.S. exports...This is especially true for the six Gulf Cooperation Council (GCC) nations in the Arabian Gulf, whose markets are responsible for more than 70 percent of U.S. exports to the Arab world.”² U.S. Department of Commerce statistics show ongoing growth in the region for all building products. Since 2010 through 2012, the value of U.S. exports for the “All Building Products” category to the GCC has grown 36%. As one of the world’s fastest growing regions with surplus for spending, expansion is expected to continue.³ Special world events, awarded to take place in GCC member states (Bahrain, Kuwait, Oman, Qatar, Saudi Arabia, United Arab Emirates) in the near future, such as the World Cup scheduled to occur in 2022 in Qatar and the World Expo in Dubai in 2020, present added opportunities for construction of significant event venues and related structures.

While the money is expected to come from both the public and private sectors, governments remain the most influential clients and investors in construction projects in the GCC. Cognizant of issues with environmental impacts, such as building envelope, water use and energy efficiency, GCC governments are in an unparalleled position to require and implement sustainable construction. Requirements for sustainable construction can be effectively and routinely incorporated through the adoption of local and regional codes. New construction offers a unique opportunity to include and implement various aspects of sustainable construction. “The global green construction materials market is expected to exceed \$405 billion by 2015,” according to Global Industry Analysts⁴.

The systems comprising a structure are complex. The range of green products that can be incorporated into design and construction is extensive. Beyond design, aspects of purchasing, construction, installation and maintenance must be considered to make an informed and appropriate choice. One of the best sources for fundamental information about green construction is existing model codes which provide minimum requirements for safe building construction. The International Code Council (ICC) launched the International Green Construction Code (IgCC) in 2009 as a way to develop a model code that would enable its users to address green building design and performance in new and existing construction. ASTM International and the American Institute of Architects Codes were original co-sponsors for the IgCC. Model codes comprise a collection of standards that address the many aspects of systems in building construction. As a component of the codes, standards are authoritative technical documents which provide fundamental information for specifying, testing, installing and maintaining various materials and systems.

² U.S.-Arab Trade Outlook: 2013, A Publication of the National U.S.-Arab Chamber of Commerce, February 2011

³ GCC Economic Insight 2012, QNB DETAILS, Qatar National Bank SAQ, Doha, Qatar

⁴ Building Material Industry: Market Research Reports, Statistics and Analysis, <http://www.reportlinker.com/ci-2289/Building-Material.html> (accessed 11 February 2014)

Effective implementation of codes and related standards requires an understanding of both the technical content and their respective processes for development and modification. Comprehending enforcement activities such as evaluation and inspection of products ensures effective application of the codes and standards and the benefits of doing so. Insights about which manufacturers' products meet the requirements and how to make the determination aid the designer, specifier and contractor to understand what products are appropriate to purchase, from perspectives other than price.

In 2001, the German Institute for Standardization, DIN, revisited a study it conducted in 2000 which tagged the economic benefit of standardization as contributing 1% to Germany's Gross National Product. The earlier German study was used as a model by several other nations to study standardization's economic benefits in the same time frame. In the overview of existing literature which the researchers conducted in preparation for the 2011 study, it was noted that, "As a whole, all of the national studies demonstrate that standards have a positive influence on economic growth due to the resulting improved diffusion of knowledge. The contribution of standards to the growth rate in each country is equivalent to 0.9% in Germany, 0.8% in France and Australia, 0.3% in the UK and 0.2% in Canada."⁵ The revised study went on to conclude that standards enabled an economic benefit equivalent to .72% of Germany's Gross Domestic Product.

The Gulf Cooperation Council has expressed interest in developing a regional code and the United Arab Emirates is taking steps to develop a code for its jurisdiction which might serve as a model for the region. Development of the regional code based on existing U.S.-based codes and standards presents the opportunity to not only provide U.S.-based codes and the related standards, but also related training and services. More importantly, establishment of a GCC regional code, based on U.S.-developed codes and standards, strengthens the competitiveness of domestic suppliers. Since domestic manufacturers and services already provide product consistent with U.S.-based requirements, having a code in the GCC which reflects the same, or very similar, content will enable U.S.-based manufacturers to competitively supply into the GCC market. This opportunity is recognized by the U.S. Department of Commerce which is beginning to organize the Middle East and North Africa Green Buildings Project. The inaugural workshop, Green Buildings and Green Growth, is scheduled for May 2014.

ASTM's relationship with the member nations of the Gulf Cooperation Council Standardization Organization (GSO) dates back decades. More recently, the national standards bodies in the region, and the GSO itself, have formalized the relationships via Memoranda of Understanding. Complementing the formalized relationships is the increased use of ASTM International standards, products, and services in the region as key informational resources which assist industry, government, and academia meet changing technical, regulatory and market demands.

The signing of MoUs with the national standards bodies of the GCC, and the regional standardization body, began in 2006 and concluded in 2012. All the signatories have heartily embraced one of the key aspects of the agreements; with each MoU comes the provision of the full collection of ASTM standards

⁵ Prof. Dr. Knut Blind, Prof. Dr. Andre Jungmittag, Dr. Axel Mangelsdorf, Economic Benefits of Standardization, An Update of the Study Carried Out by DIN in 2000, DIN German Institute for Standardization, Editorial Deadline: June 2011.

with permission to adopt, reference, consult, or use ASTM standards as the basis of national standards. As a result the aggregate count of citations by the eight signatories is more than 3,500 ASTM standards. Given the extensive presence of the petroleum industry in the region, it is no surprise that the ASTM standards related to petroleum and petroleum by-products are frequently cited. But regulatory needs and trade interests in the area are changing and this transformation is reflected in the extensive use of ASTM standards for other sectors as well. A broad array of construction related standards, including steel, paints, roofing materials, cementitious materials, piping, insulation, sealants, building envelopes and sustainable construction are used.

In April 2013, leaders of the national standards bodies of Kuwait, Oman, Saudi Arabia, Yemen and the GSO came together at ASTM to discuss sustainability in building construction. The 24-25 April 2013 workshop conducted at ASTM Headquarters also included other U.S.-based code and standards developers such as the American Concrete Institute, Underwriters Laboratories, the International Code Council and the International Association of Plumbing and Mechanical Officials. The workshop enabled a discussion about the role of standards and codes in planning, designing, constructing and maintaining green buildings. In his opening comments at the workshop, Nabil Molla, Secretary General of the GSO, and now a Board member of the ASTM Board of Directors through 2016, recognized that the GCC is developing a building code for the region; "It will benefit from the vast wealth of knowledge in ASTM standards."⁶ (See http://www.nxtbook.com/nxtbooks/astm/sn_20130708/#/34)

Beyond industry, standards are also applied by regulators and academia. So it is fitting that the Qatar National Library (QNL) has teamed up with ASTM International in a first-of-its-kind agreement to provide online access to ASTM standards and technical information across the whole state of Qatar. Since May 2013, the license between QNL and ASTM International, has integrated all subscribers in the nation, providing access not only to ASTM standards but also to related ASTM technical contained in the ASTM Standards and Engineering Digital Library (SEDL). Employees of all government departments, students and teaching staff of all academic institutions and the staff of all State-owned and private corporations working in Qatar have limitless and simultaneous access. The QNL's support for this broad dissemination of ASTM standards and technical information underscores the value of standards and related publications as core content for this rapidly growing region which is reinventing itself and embracing new technology.

This evolution promises significant opportunity for growth for several U.S.-based entities. Industry has supported ASTM's efforts to conduct outreach and engage a larger international body of participants for the purpose of broadening the global use and application of ASTM standards and ensuring that the standards reflect current technology and local market needs. All ranges of industry participate in ASTM, demonstrated by the fact that 50% of the producer members engaged in ASTM are classified as small and medium enterprises. Additionally, over 20 of ASTM's 145 technical committees contribute standards that support components of construction. ASTM has established the Built Environment Advisory Committee (BEAC) comprising representatives of more than 26 private sector organizations

⁶ Enright, Cicely, "Cooperation in Standards with the Middle East", *Standardization News*, July-August 2013, pp 32-37

(See Annex 1 – BEAC roster). Daniel Lemieux, principal and unit manager for Wiss, Janney, Elstner Associates in Washington, D.C., and chairman of Subcommittee E06.55 on Performance of Building Enclosures, part of Committee E06 on Performance of Buildings, explains the benefit addressing a the shift in the market toward integrated building performance. “As the marketplace around us continues to move toward fully integrated whole-building performance, we need to find ways at ASTM to move past the ‘silos’ of knowledge that have served us so well for so many years and look creatively at ways that we can facilitate and promote cross-pollination among and between our committees and our membership. BEAC is a way for us to begin to do that,” he says.⁷ These organizations work together to liaise across the committees for the purpose of sharing information and collaborating on activities that serve the built environment sector.

As noted earlier, the region is working toward the development of a regional code. The GCC’s interest in a regional code presents a key and fundamental opportunity for U.S. trade. Through a public-private partnership, with the cooperation of the many constituents that contribute knowledge, processes and materials, this opportunity can be enhanced. In effect, the sum is greater than the parts.

This proposal presents an integrated program for building levels of knowledge and productive, collaborative relationships. Having this foundation in place is critical for future success in exports.

Competition:

While optimistic overall regarding the opportunities for exports to the Gulf Cooperation Council, the National U.S. Arab Chamber of Commerce noted in 2011 that, “For the past four years, China has replaced the United States as the top exporter to their region....Other nations are eating into America’s market share, and U.S. companies can not afford to be complacent.”⁸ The Chamber went on to say that U.S. companies would need strong support from the U.S. government to more effectively compete against Asian nations in the Arabian Gulf nations.

In the green building arena, another report notes that while the sustainable construction sector holds great promise, U.S. companies have strong competition. “The EU is the leading region in the green building materials market, followed by the US. Emerging markets are expected to show stronger growth, with Asia-Pacific taking the lead. Rising living standards, environmental concern, falling costs and greater efficiency will all drive the green building materials market.”⁴

Regional senior commercial staff working within the Gulf has also confirmed that the European Union is working to undermine the use of U.S.-based standards in the region and has expressed interest in working cooperatively to ensure that the US remains competitive in the region.

Project Description

This project proposes to promote, with the support of the U.S. government and private industry, the understanding of U.S.-based codes and standards and to build relationships in order to emphasize the

⁷ Enright, Cicely, “ASTM & the BEAC: The Built Environment Advisory Committee Constructs a New Approach”, Standardization News, January-February 2014, pp 28-31.

⁸ U.S.-Arab Trade Outlook: 2013, “U.S. Exports to the Arab World to Reach \$117 Billion by 2013”, A Publication of the National U.S.-Arab Chamber of Commerce, February 2011.

value, and drive forward, the use of U.S.-based sustainable construction model codes and standards as the basis of a regional code for the member nations of the Gulf Cooperation Council. Basing the Gulf's regional green construction codes on the codes and standards developed by U.S.-based developers improves the acceptance, and competitiveness, of U.S.-based building products in the GCC market. Consistency in codes between the U.S. and Gulf markets will minimize the potential for new or unique product specifications or testing requirements to be introduced, thus minimizing the potential for barriers to market entry. If the codes and standards in the two regions are the same or as similar as possible, the impacted products can more easily be called out and procured for sustainable construction within the Middle East. Moving forward, engaging the experts from the GCC in the U.S.-based process of developing codes and standards assists in ensuring that the needs of the GCC market-place are reflected in the U.S.-based codes thereby limiting the need for creation of new codes and standards. Key activities for accomplishing the uptake of U.S.-based codes and standards include:

- Establishing technical understanding of the content of codes and standards, through regular technical interface which can take the form of workshops held independently or in conjunction with major trade shows, specially designed training programs designed for Middle Eastern delegations and conducted in the U.S., or virtual meetings.
- Building knowledge of how U.S.-based codes and standards are developed and modified, facilitating changes to the source model codes and minimizing the need to modify the GCC regional codes to reflect local needs and regulations. The result is consistency in codes and standards and fewer roadblocks to trading U.S. manufacturers' goods into the Middle East market
- Obtaining U.S. government support to engage the key clients and showcase the benefit of the U.S. public-private partnership in a region where national and local governments remain the most influential clients and investors in construction projects,
- Initiating and building long term relationships between U.S.-based technical experts and manufacturers and their respective Gulf Region peers through routine interface

This program proposal presents a multi-step plan for education and engagement. The plan includes participation by public and private stakeholders, both from the United States and GCC, at locations in the United States and the GCC region. Successful outcomes of this program will be demonstrated by:

- the use of U.S.-based codes and standards as the foundation for regional and national green building codes,
- the continued interaction of technical and business interests from both the U.S. and GCC, which sustain competitive market access,
- the increased GCC participant comprehension of and participation in the development and review of U.S.-based standards and codes.

These outcomes make increased market access for U.S. building components possible.

Project Description: (See Annex 2 for Work Flowchart)

1. November 2014 – Based in W. Conshohocken, PA – Conduct a teleconference among U.S.-based public and private sector stakeholders to confirm participation in and develop a core outline for an introductory workshop and plan “kick off” event. (Activity #1)
2. November 2014 – Based in W. Conshohocken, PA – Initiate development of marketing materials such as brochures that can be used in workshops, trade exhibits and training. (Activity #2)
3. January, February, March and April 2015 – Based in W. Conshohocken, PA – Conduct routine teleconferences among public and private stakeholders to continue planning the May 2015 training and kick-off event. (Activity #3)
4. February 2015 – Takes place in Washington, DC – Register for exhibit booth at GreenBuild scheduled for November 2015 in Washington, DC (Activity #4)
5. March 2015 – Based in W. Conshohocken, PA – Complete publication of marketing materials. (Activity #5)
6. March 2015 – Based in Doha, Qatar – Secure a meeting space for the workshop and reception to be held in May. (Activity #6)
7. April 2015 – Takes place in W. Conshohocken, PA – Apprise GSO Secretary General Nabil Molla of program progress when he attends the ASTM Board of Directors Meeting at ASTM HQ. (Activity #7)
8. May 2015 – Takes place in Doha, Qatar – Conduct an introductory workshop, in Doha, Qatar, in conjunction with the well-attended construction based exhibition and conference, the International Construction Technology & Building Materials Exhibition, scheduled for May 2015. (Activity #8)
The workshop will provide for introductions of key U.S. and GCC-based participants from the public (including local USFCS, Office of the Middle East and North Africa) and private sector. The program will begin the educational process by providing an introduction to: U.S.-based codes and standards, their respective roles, how codes and standards support sustainable construction, the link between codes and standards and manufactured products and compliance, how codes and standards reflect technology and the benefit of doing so. The workshop will also gather input on the GCC participants’ technical topic priorities to be addressed in future virtual training sessions. Host a reception in conjunction with training.
9. June 2015 – Based in W. Conshohocken, PA – Conduct a teleconference with U.S.-based interests to review outcomes of preliminary training event and agree on and assign topics for follow-up virtual training to be conducted. Identify target individuals to invite to GreenBuild 2015. Issue invitations. (Activity #9)
10. July and September 2015, February and August 2016, November 2016 and February 2017 – Based in W. Conshohocken, PA and wherever assigned technical expert resides/works – Continue technical education by facilitating virtual training sessions for selected green code components or standards identified by the GCC participants. Sessions will engage an appropriate technical expert from among industry members of codes and standards organizations. The virtual session will contribute to a “go-to” mindset for technical experts seeking to improve understanding of issues related to adoption of U.S.-based codes and standards and present an opportunity for a manufacturer’s representative to develop rapport and offer product solutions for technical challenges. (Activity #10)

11. July, August, September, and October 2015 – Based in W. Conshohocken, PA – Continue routine teleconferences among U.S.-based public (Commerce – National Export Initiative staff, Office of Middle East and North Africa, International Trade Specialists, construction trade specialists) and private sector stakeholders to plan activities for GreenBuild and related outreach visits in Washington, DC area. (Activity #11)
12. October 2015 and October 2016 – Based in W. Conshohocken, PA – Evaluate topics presented by GCC for its technical training calendar (See Annex 3, 2014 GSO Training Calendar, as an example) and select an appropriate topic and corresponding technical expert from among code and standards developers to conduct training on-site for one sustainable construction related topic. Timing of training in 2016 and 2017 will be based on GSO training calendar. (Activity #12)
13. 18-22 November 2015 – Occurs in Washington, DC – Host a GCC delegation at GreenBuild 2015 in Washington, DC. Provide for participants to visit exhibit floor and facilitate visits to appropriate government offices including the Department of Commerce and the U.S. Environmental Protection Agency and organizations such as the International Code Council, the International Association for Plumbing and Mechanical Officials, the American Society for Heating, Refrigeration and Air Conditioning Engineers, the National Fenestration Council and the Air-Conditioning, Heating, and Refrigeration Institute. Introduce the concept of an Intensive Training Program for a select group of GCC technical experts to visit the United States in April 2016. (Activity #13)
14. November 2015 – Occurs in Washington, DC – Host a reception for industry and government representatives while the GCC delegation is in Washington, DC for GreenBuild. (Activity #14)
15. December 2015, January, February and March 2016 – Based in W. Conshohocken, PA – Conduct periodic teleconferences with the U.S. public and private sectors to facilitate planning for Intensive Training Program. (Activity #15)
16. January 2016 – Based in W. Conshohocken, PA – Update brochures and exhibit materials to reflect first year's progress. (Activity #16)
17. April 2016 – Occurs in W. Conshohocken, PA, Washington, DC, San Antonio, TX and Chicago, IL – Conduct an Intensive Training Program (ITP) on ASTM Sustainable Construction Standards and Their Role in Sustainable Construction Codes – 2-16 April 2016. Events/visits will take place in West Conshohocken, PA, Washington, DC, San Antonio, TX, and Chicago, IL. (See Annex 4 - draft schedule for such a program). Commerce Department participation may include Philadelphia USEAC, Office of the Middle East North Africa, NEI representatives, Trade Specialist and Green Building specialists. ASTM ITPs provide training to international delegations ranging in size from 8-12 individuals with a focus on specific standards or market sectors. The experts travel to ASTM headquarters first to learn about ASTM processes and selected technical standards. They make site visits to related government agencies and company locations to learn the importance of standards in trade and how the standards are applied by industry (e.g. manufacturing, construction). The delegation also attends an ASTM Committee Week where meetings of the most pertinent ASTM technical committees occur, thus providing exposure to a broad representation of peers and experts with whom they begin to develop relationships. The delegation then continues on to Chicago to meet with the ICC in its Central Regional Office. (Activity #17)

18. 18 April 2016 – Occurs in W. Conshohocken, PA – ASTM HQ - Meet with GSO Secretary General, in conjunction with his attendance at the ASTM Board meeting, to review the status of the program and review preliminary plans for ASTM Board Meeting scheduled to take place 16-19 October 2016 in Dubai. Confirm preliminary plans for an outreach event in Dubai, United Arab Emirates. (Activity #18)
19. To be decided in 2016 and 2017 – Occurs in a GCC nation in a location designated by GSO – Conduct technical training per GSO Training Calendar – Topic related to sustainable construction. Timing determined by GSO Technical Training calendar. (Activity #19, Related to Activity #12)
20. May, June, July, August, September 2016 – Based in W. Conshohocken, PA – Conduct routine teleconferences with U.S. and GCC partners to plan for Outreach event held in conjunction with ASTM Board meetings scheduled for 16-19 October in Dubai, UAE. (Activity #20)
21. 18 October 2016 – Occurs in Dubai, UAE – Conduct Outreach event/seminar in Dubai, UAE in conjunction with ASTM Board of Directors meeting. The ASTM International Board meeting will be conducted from Sunday through Wednesday, 16-29 October. On Tuesday, 18 October 2016, ASTM will hold a workshop featuring GCC speakers, ASTM and ICC executives and Board members from the construction industry. The current incoming class of Board members, who are beginning their respective terms in 2014, will still be on the Board in 2016. So too will some of the current members of the ASTM Board’s Executive Subcommittee. Such individuals include: Nabil bin Ameen Molla, Secretary General – GSO, Andrew Kireta, vice president – market development at the Copper Development Association Inc., Steve D. Sandstrum, director of technical services for ISCO Industries in Louisville, Ky., a global custom piping solutions provider, and Ronald Ebelhar, P.E., D.GE, a senior principal with Terracon a multi-disciplinary engineering firm that provides services locally, regionally, nationally and internationally. (Activity #21)
22. January 2017 – Based in W. Conshohocken, PA – Identify participants to participate in Code Hearings for IgCC schedule for 22-24 October 2017, Columbus, OH (Activity #22)
23. February, March, April, May, (Ramadan 27th May to 25th June), July, August and September 2017 – Based in Whittier, CA – Conduct routine virtual sessions to provide orientation and training to technical representatives and code officials who will participate in IgCC code hearings. (Activity #23)
24. October 2017 – Occurs in Columbus, OH – Participation of select GCC technical experts and code officials in the IgCC Code hearings in Columbus, OH. (Activity #24)

Performance Measures:

Information will be gathered after conducting events and provided in each quarter. The Manager, Global Cooperation, will be tasked with this responsibility.

ITA Performance Measures:

ITA Measure	Goal		Explanation	Reporting Method
	#	Value		
Non transaction specific exports – facilitation of market access through application of common codes and standards for sustainable construction products		\$2.45 BN (Value of 2.91BN at 12% growth for 3 years) * 60%	Estimate improved rate of growth of GCC market opportunities at 12% over 3 year vs. 10% growth noted between 2011 and 2012 in Total U.S. Building Products Exports to GCC (US Department of Commerce, Office of Materials Industries). McGraw Hill study ⁹ , conducted with World Green Building Council and US Green Building Council, reports that by 2015, 60% of the construction market opportunity will be “green”.	Confirmation of GCC adoption of regional codes based on codes and standards of U.S.-domiciled organizations.

Other export related information and additional progress will be reported based on information provided by companies, represented by technical experts, which support the project through technical training, hosting site visits or introductions at exhibits and conferences.

ASTM Designed Performance Measures:

Measure(ASTM #)	Instances	Explanation	Reporting Method
Conduct workshops in GCC, introducing U.S.-based sustainable construction codes and standards in Middle East and reviewing basic technical information (8, 21)	2	Workshops held in Year 1 and Year 3 in conjunction with major trade exhibit in Doha and ASTM BoD meeting in Dubai, respectively	Report on foreign delegate and U.S. entity participation. Also include: date(s), location, topics of session, copy of agenda, count of presenters and participants, names and respective professional positions, affiliations. Indicate nations of participants. Summarize participants’ feedback on-training and any follow-up actions.

⁹ McGraw Hill Construction. (2013). World Green Building Trends SmartMarket Report: Business Imperative and Market Demand Driving Green Building Growth [Press Release]. Retrieved from: <http://construction.com/about-us/press/world-green-building-trends-smartmarket-report.asp>

Measure (ASTM#)	Instances	Explanation	Reporting Method
Conduct virtual training sessions (10)	10 sessions, 2 in Year 1, 3 in Year 2, 5 in Year 3	Virtual sessions led by U.S. expert from industry and presented to GCC technical/regulatory audience on selected technical topics in order to promote and maintain relationships between technical peers and demonstrate value of content of U.S. based codes and standards	Report date of virtual training and technical topic as well as agenda. Provide information on participants: count, names and respective professional positions, affiliation and nations. Identify U.S.-based instructor, professional position and affiliation. List any follow-up actions. Report on any new GCC members gained.
Foreign delegate participation in GreenBuild 2015, Washington, DC (13)	1 event, 5-8 participants from GCC	Host GCC delegates on Exhibit floor to expose them to information on the extensive array of sustainable products and services from U.S. based firms	Summarize participation by identifying count of participants, names, respective professional positions and affiliations of participants and nations. Summarize interactions at GreenBuild and any follow-up actions or leads.
Conduct an Intensive Training Program (17)	1 event, 8-12 participants from GCC	Provide training on sustainability related standards, standards development procedures and practical site visits to view application and use of standards. Again, introduce GCC delegates to U.S. colleagues and peers.	Provide a copy of the agenda. Summarize names, affiliations, professional positions and nations of GCC delegates. Also indicate names, professional position and affiliations of technical experts that participate in standards or sector training. Report location and affiliation of public and private sector organizations that host site visits. Identify specific ASTM standards discussed or demonstrated and any follow-up actions. Report on any new memberships gained.
Conduct domestic outreach visits with public and private sectors in conjunction with GCC delegate visits related to exhibit and ITP (8, 17)	8, four in Year 1 and four in Year 2	Facilitate GCC delegate interactions with public and private sector entities that are related to sustainable standards and codes and export of sustainable products.	Report name and location of public and private sector organizations that host site visits. Indicate name and position of key host or presenter. Report general nature of topics discussed or presented and any follow-up actions.

Measure (# ASTM)	Instances	Explanation	Reporting Method
Conduct technical training in a GCC nation based on GSO Annual Training Calendar. (19)	2, one in Year 2 and one in Year 3.	Provide on-site training in a GCC location that supports a topic identified by the GCC and related to sustainable construction components.	Report date of training and technical topic. Present a copy of the agenda. Provide information on participants: count, names, respective professional positions, affiliation and nations. . Identify U.S.-based instructor, professional position and affiliation. List any follow-up actions. Report on any new memberships gained.
Foreign delegation attends IgCC Code Hearings (24)	1 event, 5-8 GCC delegates	Familiarize and demonstrate code hearing process for ongoing development of ICC's International Green Construction Code.	Provide a copy of the agenda. Summarize names, affiliations, professional positions and nations of GCC delegates. Also indicate names, professional position and affiliations of technical experts that participate in code training. Identify aspects of codes discussed and any follow-up actions. Report on any new memberships gained.

Partnership:

The U.S.-based standardization system is one of public-private partnership, so it is reasonable to expect that this proposed program would reflect the same partnership. Throughout the three year program there is ample opportunity for engaging the various components of the Department of Commerce in several roles as noted here:

- a. To identify appropriate heads of delegations, officials and experts to be invited to the two workshop events in the GCC. To serve as speakers at the workshops. (Foreign Commercial Service Offices in Doha and Dubai, Office of the Middle East and North Africa – Global Markets)
- b. To promote the virtual technical training sessions pertaining to standards for sustainable construction that will be open to all interested technical experts within the GCC nations. (Foreign Commercial Service Office)
- c. To recommend appropriate participants as part of the delegation that is invited to attend GreenBuild and to arrange introductions to potential trade partners. (Foreign Commercial Service Office, Office of the Middle East and North Africa – Global Markets, International Trade Specialists, National Export Initiative)
- d. To meet with participants of the Intensive Training Program for various outreach visits in Washington, DC and to recommend locations for local site visits. (Philadelphia US Export

Assistance Center, National Export Initiative, International Trade Specialists, Office of the Middle East and North Africa – Global Markets, Office of Materials Industries)

- e. To recommend appropriate participants for GCC delegation attending IgCC Code hearings. (Foreign Commercial Service Offices in GCC, Office of the Middle East and North Africa – Global Markets)

Credentials:

ASTM International

Organized in 1898, ASTM International is one of the largest voluntary standards developing organizations in the world. ASTM is a not-for-profit organization that provides a forum for the development and publication of consensus standards for materials, products systems and services. ASTM's members representing producers, users, consumers, government and academia from over 115 countries, develop technical documents that are the basis for manufacturing, management, procurement, codes and regulations. These members belong to one or more committees, each of which covers a subject area such as steel, petroleum rubber, paints, plastics, insulation, consumer products and nanotechnology. It is these committees that develop the more than 12,000 ASTM standards that can be found in the more than 80 volumes of the *Annual Book of ASTM Standards*. For over a century, industries around the world have turned to ASTM International for the development of voluntary consensus standards that respond to technological and business challenges. Known for their high technical quality and market relevance, these standards are an important part of the information infrastructure that guide design, manufacturing and trade in the global economy.

Although it enjoys participation by technical experts from over 115 nations, in late 2001 ASTM International initiated a renewed effort to support multi-national participation in standards development and to demonstrate full compliance with the six principles for international standards development identified by the WTO/TBT. In particular, to demonstrate compliance with the development dimension principle, which ensures that developing nations can access ASTM standards and participate in their development, ASTM established the Global Cooperation department. Working with ASTM staff and technical members, Global Cooperation engages developing nations in ASTM through the Memorandum of Understanding program, and facilitates a wide range of training to build understanding of ASTM's procedures and standards. Currently ASTM has 85 MoUs; 82 with national standards bodies (including the members of the GCC), and three regional standards entities in the Middle East (GSO), Caribbean (CROSQ), and Southern Africa (SADC).

ASTM has a staff of approximately 170. Most work in the Headquarters office in West Conshohocken, PA. Three staff members work in the Washington, DC office and there are two staff members located in Beijing, China. ASTM also has representative offices in Ottawa, Canada, Brussels, Belgium and Mexico City, Mexico.

International Code Council

The International Code Council (ICC) is a member-focused association. It is dedicated to developing model codes and standards used in the design, build and compliance process to construct safe, sustainable, affordable and resilient structures. Most U.S. communities and many global markets choose the International Codes.

The International Codes, or I-Codes, published by ICC, provide minimum safeguards for people at home, at school and in the workplace. The I-Codes are a complete set of comprehensive, coordinated building safety and fire prevention codes. Building codes benefit public safety and support the industry's need for one set of codes without regional limitations.

Fifty states and the District of Columbia have adopted the I-Codes at the state or jurisdictional level. Federal agencies including the Architect of the Capitol, the General Services Administration, the National Park Service, the Department of State, the U.S. Forest Service and the Veterans Administration also enforce the I-Codes. The Department of Defense references the International Building Code for constructing military facilities, including those that house U.S. troops around the world and at home. Amtrak uses the International Green Construction Code for new and extensively renovated sites and structures. Puerto Rico and the U.S. Virgin Islands enforce one or more of the I-Codes.

The International Code Council (ICC) was established in 1994 as a non-profit organization dedicated to developing a single set of comprehensive and coordinated national model construction codes. The founders of the ICC are Building Officials and Code Administrators International, Inc. (BOCA), International Conference of Building Officials (ICBO), and Southern Building Code Congress International, Inc. (SBCCI). Since the early part of the last century, these non-profit organizations developed three separate sets of model codes used throughout the United States. Although regional code development has been effective and responsive to our country's needs, the time came for a single set of codes. The nation's three model code groups responded by creating the International Code Council and by developing codes without regional limitations; the International Codes.

The ICC has developed and made available an impressive inventory of comprehensive and coordinated International Codes, including:

International Building Code	International Energy Conservation Code
International Existing Building Code	International Fire Code
International Fuel Gas Code	International Green Construction Code
International Mechanical Code	ICC Performance Code
International Plumbing Code	International Private Sewage Disposal Code
International Property Maintenance Code	International Residential Code
International Swimming Pool and Spa Code	International Wildland Urban Interface Code
International Zoning Code	

The International Code Council offers unmatched technical, educational and informational products and services in support of the International Codes, with more than 250 highly qualified staff members at 16

offices throughout the United States and in Latin America. Some of the products and services readily available to code users include:

Code application assistance	Educational programs
Certification programs	Technical handbooks and workbooks
Plan review	Automated products
Monthly magazines and newsletters	Publication of proposed code changes
Training and informational videos	

Any interested individual or group may submit a code change proposal and participate in the proceedings in which proposals are considered. This open debate and participation before a committee of representatives from across the construction industry, including code regulators and construction industry representatives, ensures a consensus of the construction community in the decision-making process. A major advantage of ICC's consensus-based private-sector code development process is that it allows both the ICC code development committees and eligible voting members at the code change hearings to participate in establishing the results of each proposal. Voting members may either ratify the committee's recommendation or make their own recommendation. The results of all votes are published in the report of the ICC code development hearings.

Eligible voting members review the recommendations of the code development committee and determine the final action. Following consideration of all public comments, each proposal is individually balloted by the eligible voters. The final action on the proposals is based on the aggregate count of all votes cast. This process ensures that the International Codes will reflect the latest technical advancements and address the concerns of those throughout the industry in a fair and equitable manner.

Biographical Information for Managing Staff:

Teresa Cendrowska, Vice President, Global Cooperation (5%) – Teresa Cendrowska has worked with ASTM for 25 years. She first worked in the Technical Committee Operations Division as a Staff Manager and then moved to New Business Development in 2001. Teresa began working in Global Cooperation in 2002 and became the vice president in 2007. Global Cooperation manages ASTM's wide ranging initiatives with developing nations and also has responsibility for academic outreach. Teresa holds a BS in Industrial Engineering from the University of Pittsburgh, a MBA from Temple University and a Certificate in Translation for Spanish from LaSalle University.

James Olshefsky (15%) – Director, External Relations – Jim Olshefsky has worked at ASTM International for 15 years. He is currently the Director of External Relations where he manages, supports, and promotes ASTM's international outreach and academic initiatives within ASTM's Global Cooperation Department. Prior to moving to Global Cooperation, he directed ASTM's Committee Services Department in the Technical Committee Operations Division and also spent several years as a Staff Manager of various ASTM technical committees. Mr. Olshefsky holds a BS in Business Logistics from the Pennsylvania State University.

Kimberly Simms (10%) – Manager, Global Cooperation – Kim is a Manager in the Global Cooperation department at ASTM, helping to coordinate working relationships and activities with 85 international standards organizations. To broaden her perspective and experience, Kim has lived in four different countries. She holds a Bachelor of Science in Biology and a Master’s degree in Management.

Use of ITA Emblem:

Please see Annex 5 for a mock-up of a workshop poster; it includes the logos of ASTM International, the International Code Council and the International Trade Administration with recognition of ITA’s financial assistance.

Financial Narrative

Source of Funds:

The costs for supporting the proposed program will be assigned to ASTM's operating budget.

Letter of Commitment:

A letter of commitment from the International Code Council is included as Annex 6.

Other Financial Assistance Awards:

ASTM's total grant revenue for the last five audit reports were as follows:

2012	\$0
2011	\$14,096
2010	\$21,470
2009	\$17,859
2008	\$95,886 (no individual grant over \$40,000)
2013	There was \$0 of grant revenue.

Financial Statement:

The audited 2012 financial statement is included here. The 2013 financial statement is not complete at this time; it has not been audited. Auditing for 2013 will be completed by the first week of April 2014.

Non-Personnel Direct Expenses (ASTM)

Activity-Specific Breakdown and Projected Funding Sources

Cat.	#	Activity	Explanation & Calculation	1st Year										2nd Year				3rd Year									
				Fed Share		Pgm Inc		Other		In-Kind		Non-Fed Share		Cash		Fed Share		Pgm Inc		Other		In-Kind		Non-Fed Share		Cash	
				h	i	j	k	l	m	n	o	p	q	r	s	t	u	v	w	x	y	z	aa	ab	ac	ad	
13		Host a GCC delegation at GreenBuild 2015 and to visit various public and private sector offices in the metro-DC area - pay for lodging	Participants will include GCC individuals responsible for regulating and procuring	255	4	1,020	0	0	10	10	10,200	10,200															
17		Conduct an Intensive Training Program	Staff (ASTM) lodging in Washington, DC while accompanying delegation	295	4	1,180	0	50	2	2	2,460	2,460															
17			Staff travel from Washington, DC to ASTM Committee Week in San Antonio, TX and lodging	176	3	528	225	50	2	2	1,606	1,606															
17			Staff travel from San Antonio, TX to Chicago, IL for site visits and return trip home and Chicago lodging	257	3	771	340	50	2	2	2,322	2,322															

Non-Personnel Direct Expenses (ASTM)

Activity-Specific Breakdown and Projected Funding Sources

Cat. #	Activity	Explanation & Calculation	1st Year										2nd Year				3rd Year									
			Fed Share		Pgm Inc		Other		In-Kind		Non-Fed Share		Cash		Fed Share		Pgm Inc		Other		In-Kind		Non-Fed Share		Cash	
			h	i	j	k	l	m	n	o	p	q	r	s	t	u	v	w	x	y	z	aa	ab	ac	ad	
17		Delegate travel from Washington, DC to ASTM Committee Week in San Antonio, TX	0	0	0	225	0	12	2,700																	
17		Delegate travel from San Antonio, TX to Chicago, IL to meet ICC. Return to GCC from Chicago.	0	0	0	275	0	12	3,300																	
25		Accompany delegates to Code Meetings (ASTM Staff)	155	3	465	350	50	1	865																865	
25		Accompany delegates to Code Meetings (ICC staff)	155	3	465	475	50	2	1980																	
TOTAL			10,200	0	3,645	4,410	6,000	0	6,388	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1980	

Non-Personnel Direct Expenses (ASTM)

Activity-Specific Breakdown and Projected Funding Sources

Cat. #	Activity	Explanation & Calculation	1st Year										2nd Year					3rd Year															
			Perdiem			Sub			Airfare			Misc			Traveler			Tot			Non-Fed Share			Cash			Non-Fed Share			Cash			
			a	b	c	a*b	d	e	f	c	d	e	f	c	d	e	f	(c+d+e)*f	g	h	i	g	h	i	g	h	i	g	h	i	g	h	i
			341	4	1,364	4,000	50	3	16,242																								
8	Conduct an introductory workshop in conjunction with Internat'l Construction Technology Building Materials Exhibition - Doha, Qatar	Participants to include Director - External Relations, one additional staff member, and ASTM Technical Expert. PHL to Doha used as basis of RT	341	4	1,364	4,000	50	3	16,242							16,242																	
8	Conduct an introductory workshop in conjunction with Internat'l Construction Technology Building Materials Exhibition - Doha, Qatar	Participants to include ICC Head - Global Services, one additional staff member, and ICC Technical Expert. LA to Doha used as basis of RT	341	4	1,364	6,000	50	3	22,242							22,242																	

Non-Personnel Direct Expenses (ASTM)

Activity-Specific Breakdown and Projected Funding Sources

Cat. #	Activity	Explanation & Calculation	1st Year										2nd Year				3rd Year									
			Fed Share		Pgm Inc		Other		In-Kind		Non-Fed Share		Cash		Fed Share		Pgm Inc		Other		In-Kind		Non-Fed Share		Cash	
			II	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W	X	Y	Z	AA	AB	AC	AD	
13	Host a GCC delegation at GreenBuild 2015 and to visit various public and private sector offices in the metro-DC area - pay for lodging	Participants will include GCC individuals responsible for regulating and procuring	0	4	2,000	0	10	20,000																		
19	Conduct an Intensive Training Program	Participants will include GCC individuals responsible for regulating and procuring	0	14	2,000	12	24,000																			
19	Conduct technical training per GCC training calendar	Technical expert to Saudia Arabia (Year 2) and Abu Dhabi (Year 3) for training event (averaged cost of airfare for departure from eastern or western US)	485	4	1,940	4,300	50	1	6,290																	

Non-Personnel Direct Expenses (ASTM)

Activity-Specific Breakdown and Projected Funding Sources

Cat. #	Activity	Explanation & Calculation	1st Year			2nd Year			3rd Year					
			Non-Fed Share			Non-Fed Share			Non-Fed Share					
			Fed Share	Pgm Inc	Other In-Kind	Fed Share	Pgm Inc	Other In-Kind	Fed Share	Pgm Inc	Other In-Kind			
5	Print Brochures	Cost/piec Pieces	0	0	0	0	0	0	0	0	0	0	0	0
5		1,000	500	0	500	500	0	500	0	500	0	0	0	0
TOTAL			500	0	500	500	0	500	0	500	0	0	0	0
4	Rent exhibit space for GreenBuild 2015 - Washington, DC	Green Build 2016 - Exhibit space rental, plus booth furniture, lighting, internet connection	4,000	0	4,000	4,000	0	4,000	0	4,000	0	0	0	0
8	Conduct an introductory workshop in conjunction with Internat'l Construction Technology Building Materials Exhibition - Doha, Qatar		4,000											
		# of participants	2	1000	2									
6	Trng room rental		2,000	1	2000	2,000	0	2,000	0	2,000	0	0	0	0
6	Reception room		1,000	1	2000	1,000	1,000	1,000	1,000	1,000	1,000	0	0	0
8	Food/person		2,000	100	4000	2,000	2,000	2,000	2,000	2,000	2,000	0	0	0

Non-Personnel Direct Expenses (ASTM)

Activity-Specific Breakdown and Projected Funding Sources

Cat. #	Activity	Explanation & Calculation	1st Year										2nd Year				3rd Year				
			Fed Share			Non-Fed Share			Non-Fed Share				Non-Fed Share			Non-Fed Share			Non-Fed Share		
			II	I	J	K	III	IV	V	VI	VII	VIII	IX	X	XI	XII	XIII	XIV	XV	XVI	
			Share	Inc	Other	In-Kind	Pgm Inc	Cash	Fed Share	Pgm Inc	Other	In-Kind	Fed Share	Pgm Inc	Other	In-Kind	Fed Share	Pgm Inc	Other	In-Kind	
13	Host a delegation to attend GreenBuild 2015	900 4	3600																		
13	Reception room	3000 1	3000							1,500	1,500										
13	Food/person	40 65	2600							1,300	1,300										
17	Conduct an ITP	700 1	700												700						
17	Charter a bus for local transportation to PA site visits and DC	1000 3	3000												3,000						
17	Shuttle fees for RT - Airport/Hotel	35 2	840												840						
	Charter a bus for local site visits in San Antonio, TX	800 1	800												800						
	Charter a bus for local transportation in Chicago, IL	900 2	1800																1,800		
17	Food Function - DC	55 30	1650																1,650		
17	Food Function - San Antonio	60 15	900																900		

ASTM International

2012 Values for fringe and indirect costs provided by Accounting Department

Fringe Benefits Rate Calculation

Domestic

$$\frac{0 \quad 6,655,000}{0 \quad 14,429,000} = 46.12\%$$

International

a	b	c=a*b
0.00%	0.00%	0.00%

2,012 Indirect Cost Rate Calculation

Indirect Costs	8,957,000		
Direct Costs	19,693,000	=	45.48%

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of the American Society for Testing and Materials and subsidiaries as of December 31, 2012, and the changes in their net assets and their cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Supplementary information

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The supplementary information contained in Schedules I through III as of and for the year ended December 31, 2012 is presented for purposes of additional analysis and is not a required part of the consolidated financial statements. Such supplementary information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures. These additional procedures included comparing and reconciling the information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the supplementary information is fairly stated, in all material respects, in relation to the consolidated financial statements as a whole.


Grant Thornton LLP
Philadelphia, Pennsylvania

April 1, 2013

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Report of Independent Certified Public Accountants

Board of Directors
American Society for Testing and Materials

We have audited the accompanying consolidated financial statements of the American Society for Testing and Materials and subsidiaries (the "Society"), which comprise the consolidated statement of financial position as of December 31, 2012 and the related consolidated statements of activities and cash flows for the year then ended, and the related notes to the consolidated financial statements.

Other matter

The consolidated financial statements of the Society as of and for the year ended December 31, 2011 were audited by other auditors. Those auditors expressed an unqualified opinion on those consolidated financial statements in their report dated April 2, 2012.

Management's responsibility for the financial statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

American Society for Testing and Materials

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

December 31,

ASSETS	2012	2011
Cash and cash equivalents	\$ 4,791,472	\$ 3,608,685
Accounts receivable, less allowance for doubtful accounts of \$125,000 in 2012 and 2011	4,823,049	4,526,526
Interest receivable	144,671	212,538
Royalties receivable	5,873,019	5,911,249
Investments		
General investment fund	172,655,648	145,944,302
Committee funds	1,471,334	1,449,695
Other - short-term	13,685,282	15,753,060
Inventories	1,387,301	1,282,446
Property and equipment, net	15,639,161	14,580,476
Other assets	772,959	772,045
 Total assets	 <u>\$ 221,243,896</u>	 <u>\$ 194,041,022</u>
 LIABILITIES AND NET ASSETS		
Accounts payable and accrued liabilities	\$ 3,262,952	\$ 3,483,678
Deferred income	9,696,055	8,471,006
Pension liability	5,685,389	3,237,677
Postretirement benefit liability	3,698,635	3,636,000
Other liabilities	579,849	467,290
 Total liabilities	 <u>22,922,880</u>	 <u>19,295,651</u>
Net assets		
Unrestricted		
Undesignated	109,963,674	93,633,940
Designated - general	85,267,700	78,463,600
	<u>195,231,374</u>	<u>172,097,540</u>
Temporarily restricted	<u>3,089,642</u>	<u>2,647,831</u>
 Total net assets	 <u>198,321,016</u>	 <u>174,745,371</u>
 Total liabilities and net assets	 <u>\$ 221,243,896</u>	 <u>\$ 194,041,022</u>

The accompanying notes are an integral part of these financial statements.

American Society for Testing and Materials

CONSOLIDATED STATEMENTS OF ACTIVITIES

Year ended December 31,

	2012	2011
Changes in unrestricted net assets		
Operating revenues		
Publication sales	\$ 39,754,000	\$ 36,834,419
Proficiency test program and samples	7,648,708	7,144,532
Interest and dividends	3,991,501	4,263,271
Members' administrative fees	2,143,384	2,123,002
Inspection fees	2,342,853	1,955,581
Technical and professional training and symposia workshops	1,598,593	1,314,089
Contributions	191,828	54,778
Other	652,484	953,223
	<u>58,323,351</u>	<u>54,642,895</u>
Net assets released from restrictions	530,770	557,962
	<u>58,854,121</u>	<u>55,200,857</u>
Total operating revenues		
Operating expenses		
Society office	35,670,428	32,030,459
Cost of publications	4,020,401	3,905,333
Building occupancy	3,309,563	3,091,110
Administrative	2,030,973	2,159,749
Proficiency test program and samples	1,922,812	1,729,056
Technical and professional training and symposia workshops	1,061,756	862,366
Awards, contracts and other expenses	530,770	557,962
	<u>48,546,703</u>	<u>44,336,035</u>
Total operating expenses		
Excess of operating revenues over operating expenses	<u>10,307,418</u>	<u>10,864,822</u>
Other revenues and expenses		
Board meeting - outside headquarters expense	(418,441)	(194,644)
European representation expense	(151,673)	(164,964)
Net realized gains on sale of investments	6,074,406	5,054,089
Net unrealized appreciation (depreciation) in fair value of investments	8,358,364	(9,107,278)
Pension and postretirement benefit changes	(1,036,240)	(16,102,791)
	<u>12,826,416</u>	<u>(20,515,588)</u>
Total other revenues and expenses		
Increase (decrease) in unrestricted net assets	<u>23,133,834</u>	<u>(9,650,766)</u>
Changes in temporarily restricted net assets		
Contributions	472,969	451,076
Interest and dividends	39,734	48,904
Net unrealized (depreciation) appreciation in fair value of investments	(7,069)	27,609
Other	466,947	168,488
	<u>972,581</u>	<u>696,077</u>
Net assets released from restrictions	(530,770)	(557,962)
Increase in temporarily restricted net assets	<u>441,811</u>	<u>138,115</u>
Changes in net assets	23,575,645	(9,512,651)
Net assets at beginning of year	<u>174,745,371</u>	<u>184,258,022</u>
Net assets at end of year	<u>\$ 198,321,016</u>	<u>\$ 174,745,371</u>

The accompanying notes are an integral part of these financial statements.

American Society for Testing and Materials

CONSOLIDATED STATEMENTS OF CASH FLOWS

Year ended December 31,

	<u>2012</u>	<u>2011</u>
Cash flows from operating activities		
Changes in net assets	\$ 23,575,645	\$ (9,512,651)
Adjustments to reconcile changes in net assets to cash and cash equivalents provided by (used in) operating activities		
Bad debt expense	197,996	224,351
Depreciation and amortization	2,614,435	2,377,792
Pension and postretirement benefit changes	1,036,240	16,102,791
Net realized gains on sale of investments	(6,074,406)	(5,054,089)
Net unrealized (appreciation) depreciation in fair value of investments	(8,351,301)	9,079,669
Changes in certain assets and liabilities		
Accounts receivable	(494,519)	(840,128)
Interest receivable	67,867	(31,171)
Royalties receivable	38,230	(1,119,463)
Inventories	(104,855)	176,154
Other assets	(914)	70,403
Accounts payable and accrued liabilities	(220,726)	780,801
Deferred income	1,225,049	897,765
Pension liability	1,402,920	(21,612,793)
Postretirement benefit liability	71,187	55,670
Other liabilities	<u>112,559</u>	<u>18,714</u>
Net cash and cash equivalents provided by (used in) operating activities	<u>15,095,407</u>	<u>(8,386,185)</u>
Cash flows from investing activities		
Purchases of investments	(129,700,786)	(97,703,158)
Proceeds from sale of investments	119,461,286	107,699,196
Capital expenditures	<u>(3,673,120)</u>	<u>(4,131,882)</u>
Net cash and cash equivalents (used in) provided by investing activities	<u>(13,912,620)</u>	<u>5,864,156</u>
Net increase (decrease) in cash and cash equivalents	1,182,787	(2,522,029)
Cash and cash equivalents, beginning of year	<u>3,608,685</u>	<u>6,130,714</u>
Cash and cash equivalents, end of year	<u>\$ 4,791,472</u>	<u>\$ 3,608,685</u>

The accompanying notes are an integral part of these financial statements.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

December 31, 2012 and 2011

NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

1. General Description

The American Society for Testing and Materials, a.k.a. ASTM International, is a nonprofit organization that provides a forum for producers, users, consumers, and other industry representatives to meet and produce standards for materials, products, systems, and services.

ASTM International's wholly-owned subsidiary, ASTM International LLC (collectively, the "Society"), was formed as a representative office with the Chinese government. ASTM International LLC is organized as a limited liability company under the laws of the State of Delaware, with the Society as the sole member.

2. Principles of Consolidation

The consolidated financial statements include the accounts of ASTM International and its wholly-owned subsidiaries, ASTM International LLC and ASTM International EU LLC. All significant intercompany accounts and transactions have been eliminated.

3. Net Assets

The majority of the Society's net assets are unrestricted. As reflected in the accompanying consolidated statements of financial position, the Society's Board of Directors has designated a portion of the unrestricted net assets (Note F).

Temporarily restricted net assets represent unexpended amounts contributed by donors for specific standard-setting initiatives. As donor restrictions are satisfied (related expenses are incurred), these amounts are reflected in revenue as net assets released from restrictions.

4. Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make significant estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

5. Income Taxes

The Society is a tax-exempt entity under the Internal Revenue Code ("IRC"), Section 501(c)(3). Accordingly, the Society does not pay income taxes. The Society is no longer subject to U.S. federal and state tax examinations for years prior to 2008.

(Continued)

8

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

December 31, 2012 and 2011

NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

The Society accounts for the effect of any uncertain tax positions based on a "more likely than not" threshold applied to the recognition of the tax positions being sustained based on the technical merits of the position under scrutiny by the applicable taxing authority. The Society has identified its tax status as a 501(c)(3) tax-exempt entity and as a limited liability company (for ASTM International LLC and ASTM International EU LLC) as tax positions. The Society does not believe its consolidated financial statements include any material uncertain tax positions.

6. Revenue Recognition

Revenue is recognized when it is realized or realizable and earned. The Society considers revenue realized or realizable and earned when it has persuasive evidence of an arrangement, delivery has occurred, the sales price is fixed or determinable, and collectability is reasonably assured. Delivery does not occur until products have been shipped or picked up by the customer, risk of loss has transferred to the customer, and either customer acceptance has been obtained, customer provisions have lapsed, or the Society has objective evidence that the criteria specified in the client acceptance provisions have been satisfied. The sales price is not considered to be fixed or determinable until all contingencies (if any) related to the sale have been resolved.

Publication sales include sales of publications, publication subscriptions and intellectual property ("IP"). Publication and publication subscription sales are recognized as income when the publications are shipped. Revenue related to web subscription downloads is generally billed in advance, and is deferred and recognized ratably over the term of the subscription. Royalties from the sale of IP are recognized upon receipt or estimate of royalty statements submitted by the IP resellers in accordance with contractual terms. Income from royalties represents 48% and 47% of publication sales for the years ended December 31, 2012 and 2011, respectively. Of the royalties received in 2012 and 2011, 69% were derived from one IP reseller for both years. As of December 31, 2012 and 2011, this IP reseller accounted for 86% and 60%, respectively, of royalties receivable.

Income from the proficiency test program and samples is recognized when the samples are shipped.

Inspection fees are recognized as income when the related inspections are completed.

Members' administrative fees are recognized as revenues throughout the calendar year. A portion thereof is collected in advance and is reflected in deferred income in the accompanying consolidated statements of financial position.

Purchases and sales of securities are recorded on a trade-date basis. Interest income is recorded on the accrual basis. Dividends are recorded on the ex-dividend date. Net realized gains and losses on sale of investments and net unrealized depreciation and appreciation in fair value of investments includes the Society's gains and losses on investments bought and sold, as well as held during the year.

Income from technical or professional training and symposia workshops are recognized upon completion of the course/workshop.

(Continued)

9

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

December 31, 2012 and 2011

NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

The Society records contributions of cash and promises-to-give as revenue, when they are received unconditionally, at their fair value. Conditional promises-to-give are recognized when the conditions are substantially met.

7. Measure of Operations

In the consolidated statements of activities, the Society has defined a measure of operations that considers all revenues and expenses that are an integral part of its programs and supporting activities to be related to operations. It is the Society's policy to budget for and classify interest and dividends as operating income. Net realized gains and losses on sale of investments and net unrealized appreciation and depreciation in fair value of investments is not budgeted and, therefore, not included in operations.

8. Cash Equivalents

The Society considers all highly liquid investments, except for those held for long-term investment, with maturities of three months or less when purchased to be cash equivalents.

9. Accounts Receivable

Accounts receivable are stated at unpaid balances, less an allowance for doubtful accounts. The Society provides for losses on accounts receivable using the allowance method. The allowance is based on experience and other circumstances, which may affect the ability of customers to meet their obligations. Receivables are considered impaired if full principal payments are not received in accordance with the applicable terms. It is the Society's policy to charge off uncollectible accounts receivable when management determines the receivable will not be collected. The amount of expected impairment is based on management's best estimate.

10. Inventories

Inventories consist of reference radiographs, five-year adjuncts, and purchased and donated oil, all of which are stated at average cost.

11. Property and Equipment

Property and equipment are stated at cost. Depreciation and amortization are determined by the straight-line method. Estimated useful lives for purposes of depreciation and amortization are 25 years for building, 10 years for land and building improvements, 5 to 10 years for furniture and fixtures, and 3 years for equipment and computer software.

Expenditures for maintenance and repairs are charged to expense as incurred. Renewals and betterments are capitalized.

(Continued)

10

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

December 31, 2012 and 2011

NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

12. Investments

Investments are reported at their fair value, as required by accounting principles generally accepted in the United States of America ("U.S. GAAP"). Investment income is presented net of custodial and investment counselor fees of approximately \$889,000 and \$834,000 in the years ended December 31, 2012 and 2011, respectively. Realized gains and losses are determined by specific identification of the security sold.

13. Asset Impairment

Long-lived assets consist primarily of property and equipment. The recoverability of long-lived assets is evaluated by an analysis of operating results and operations of other significant events or changes in the business environment. If indications exist of asset impairment, the carrying amount of the long-lived assets is reduced to its estimated fair value. There was no impairment loss during the years ended December 31, 2012 and 2011.

14. Shipping and Handling Costs

Freight billed to customers is considered publication sales or other revenues, depending on the product. For the years ended December 31, 2012 and 2011, total freight billed to customers amounted to approximately \$876,000 and \$880,000, respectively, of which approximately \$386,000 and \$419,000, respectively, is included in publication sales and approximately \$490,000 and \$461,000, respectively, is included in revenue from proficiency test program and samples. The related total freight costs for the years ended December 31, 2012 and 2011 amounted to approximately \$1,679,000 and \$1,421,000, respectively, of which approximately \$1,046,000 and \$972,000, respectively, is recorded to cost of publications and approximately \$633,000 and \$449,000, respectively, is recorded to Society office expenses.

15. Committee Members

A number of committee members of the Society have made significant investments of time to the development of the Society's standards. The value of this time, conservatively estimated by management at \$61,700,000 for both 2012 and 2011, does not meet the criteria for recognition of contributed services for financial reporting purposes and, accordingly, is not reflected in the accompanying consolidated financial statements.

16. Reclassifications

Certain accounts in the prior year financial statements have been reclassified for comparative purposes to conform to the presentation in the current year financial statements. These reclassifications had no impact on total assets, total liabilities or net assets.

11

OTHER DOCUMENTS

(Annexes)

**Built Environment
Advisory Group Roster**

ANNEX 1

ASTM Built Environment Advisory Committee Roster	Representative	Company Name	City, State Zip
Chair	Christopher Mathis	M C Squared	ASHEVILLE, NC, 28814-0055
Staff	Steve Mawn	ASTM International	
A01 - Steel, Stainless Steel and Related Alloys	Tom Schlafly	AISC	CHICAGO, IL, 60601
C01 - Cement	Larry Sutter	Michigan Tech University	HOUGHTON, MI, 49931
C01 - Cement	Paul Tennis	Portland Cement Association	FORT MILL, SC, 29708
C09 - Concrete and Concrete Aggregates	Rich Szecsy	Texas Aggregates & Concrete Association	AUSTIN, TX, 78701
C11 - Gypsum and Related Building Materials and Systems	Bob Wessel	Gypsum Association	HYATTSVILLE, MD, 20782
C14 - Glass and Glass Products	Richard Wright	Old Castle Building Envelope	DELRAN, NJ, 08075
C16 - Thermal Insulation	Thomas Whitaker	INDUSTRIAL INSULATION GROUP	BRUNSWICK, GA, 31520
C24 - Building Seals and Sealants	Chritopher Sass	Wiss Janney Elstner Assoc Inc	HIGHLAND, MI, 48356
D04 - Road and Paving Materials	Mary Stroup-Gardiner	Gardiner Technical Services	CHICO, CA, 95926
D07 - Wood	BJ Yeh	Apa-The Engineered Wood Assn	TACOMA, WA, 98466
D08 - Roofing and Waterproofing	Philip S. Moser	SIMPSON GUMPERTZ & HEGER	
D14 - Adhesives	Steve Duren	Adhesive and Sealant Council, Inc	WASHINGTON, DC, 20003
D18 - Soil and Rock	Ron Ebelhar	Terracon	CINCINNATI, OH, 45226
D20 - Plastics	Mark Lavach	ARKEMA, Inc.	KING OF PRUSSIA, PA, 19406
D22 - Air Quality	Stephany Mason	Eurofins Air Toxics	
D35 - Geosynthetics	Dave Suits	North American Geosynthetics Society	ALBANY, NY, 12212
E05 - Fire Standards	Rodney McPhee	Canadian Wood Council	OTTAWA, ON, K1P 6B9, CA
E06 - Performance of Buildings	Dan Lemieux	Wiss Janney Elstner & Assocs	FAIRFAX, VA, 22031
E33 - Building and Environmental Acoustics	Noral Stewart	Stewart Acoustical Consult	RALEIGH, NC, 27607
E33 - Building and Environmental Acoustics	Eric Miller	Architectoral Testing Inc	York, PA, 17406
E60 - Sustainability	Michael Schmeida	Oately	CLEVELAND, OH, 44122
F06 - Resilient Floor Coverings	Tim Cole	FORBO INDUSTRIES INC	Hazleton, PA, 18202
F17 - Plastic Piping Systems	Thomas S. Walsh	Walsh Consulting Services Co	Houston, TX, 77077
G03 - Weathering and Durability	Joe Robbins	Arizona Desert Testing Llc	WITTMANN, AZ, 85361
Other Interested Parties	Michael Jacobs	3M	
	Paul Bertram	Kingspan Insulated Panels	
	Julie A. Wiebusch	The Greenbusch Group, Inc.	
	Aurora Sharrard	Green Building Alliance	
	Marty Rowland	The Olmsted Center	
	Kaushik Biswas	Oak Ridge National Laboratory	
	Cheryl Carbone	JELD WED Windows & Doors	
	Eric Banks	BASF Corporation	
	John Daly	KAW Roofing	
	Joe Schwetz	Sarnafil	
	James Kirby	Roofing Center	
	Barry Descheneaux	Holcim	
	Jay Crisp	Wbm Incorporated	
	Paul Fazio	Concordia Univeristy	
	Craig Moss	3M	
	Amy Costello	Armstrong Worldwide	

GSO Training Plan 2014

NO.	Title	Field	Date	Place
1	The evaluation of Technical Regulations Impact: Skills and Principles	Conformity Assessment	20-21/01/2014	Bahrain
2	Qualification of Accreditation Assessors in Chemical Laboratories in accordance with ISO/IEC 17025 Requirements	Accreditation	10-12/02/2014	Qatar
3	Information Technology Project Management	Information Technology	24-26/02/2014	Saudi Arabia
4	Quality Management Systems in the National Measurement Laboratories	Metrology	10-11/03/2014	UAE
5	Qualification of Standard Specialist: Preparation and Development	Standards	16-27/03/2014	Kuwait
6	Requirements of and proficiency Testing Services in accordance with ISO / IEC 17043 Requirements	Accreditation	17-19/03/2014	UAE
7	Qualification of Market Surveillance Specialist in light of GCC Regulatory System for Control of Products (Practical training on Electrical devices)	Conformity Assessment	06-17/04/2014	Saudi Arabia
8	GCC Regulation and Standards for Halal Food: Theoretical Concepts and Application	Standards/Conformity Assessment	21-22/04/2014	UAE
9	International System for Mutual Acceptance of Test Reports and Certificates dealing with the Safety of Electrical and Electronic Components, Equipment and Products (IECEE CB Scheme)	Conformity Assessment	06-07/05/2014	Bahrain
10	Chemical Metrology	Metrology	19-23/05/2014	Republic of Korea
11	Sustainability and ECO-Friendly Construction Materials	Standards	27-28/05/2014	Qatar
12	Information Centers Management Methodologies And The Transition To Knowledge Management	Information Technology	02-04/06/2014	UAE

GSO Training Plan 2014

NO.	Title	Field	Date	Place
13	Technical Committees Management Skills and Participation In International Standards Projects	Standards	02-05/06/2014	Geneva
14	Qualification Assessors Of Conformity Assessment Bodies for Notified Bodies Processes	Conformity Assessment	09-10/06/2014	Oman
15	Custom Control for Release Procedures under the Umbrella Of GCC Regulatory System for Control of Products in the GCC Common Market	Conformity Assessment	26-27/08/2014	Yemen
16	Train The Trainers: ISO/CASCO Committee on Conformity Assessment	Accreditation	07-18/09/2014	Kuwait
17	Electrical and Magnetic Measurements	Metrology	22-24/09/2014	Qatar
18	Principles and Mechanisms of RABIX for information exchange on dangerous products in the GCC common market	Conformity Assessment	04-05/11/2014	Oman
19	Ready-Mix Concrete Standard: Types and Uses	Standards	24-26/11/2014	Yemen
20	ISO 22301:2012: Societal security – Business continuity management systems Requirements	Information Technology	08-10/12/2014	Kuwait
21	ISO/IEC 15189 2012 Lead Assessor: Medical laboratories – Requirements for quality and competence	Accreditation	15-17/12/2014	Saudi Arabia
22	International standardization expert	Standardization	Virtual Training with ISO	

For more information and registration, kindly, visit: www.GSO.org.sa/training



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Draft Schedule
ASTM International Intensive Training Program
GSO Delegation
2-16 April 2016

Prior to arrival at ASTM a virtual session will have been conducted with the GSO delegates to provide an overview of ASTM International and Subcommittee Committee E60 on Sustainability. This will be led by:

- Jim Olshefsky, Director – External Relations, ASTM International
- Schmeida, Michael, Chairman (Oatey Company)

Saturday, 2 April 2016 – Departure for Philadelphia International Airport

Monday, 4 April 2016

Welcome to ASTM International!

8:00 AM – Get acclimated to office space

8:30 AM – Welcome – Jim Thomas, President

- Self-introduction of participants

9:00 AM – Administrative Overview – Jim Olshefsky

9:30 AM – Review and Discussion of Learning Objectives – GSO Representative

10:00 AM – ASTM International Orientation – Kimberly Simms, Manager – Global Cooperation

11:00 AM – Overview of Global Cooperation and MoU Program with GSO – Teresa Cendrowska, Vice President – Global Cooperation

11:30 PM – Lunch and prayer time

12:45 PM – Tour of ASTM building

1:00 PM – Virtual overview of ASTM Technical Subcommittee Committee E60.01 on Buildings and Construction, Barry Reid, (Georgia Pacific LLC)

2:15 PM – Review of ASTM International – Standardization Process and How to Participate (including hands-on use of electronic tools) – Dan Smith, Vice President – Technical Committee Operations

4:00 PM – Return to Hotel

Tuesday, 5 April 2016

8:00 AM – Depart for Tour of Green Roof Application – Temple University Architectural Building, Philadelphia, PA - Tom McCreesh, Director, Operational Standards and Quality Control

11:00 AM – Arrive at Office

11:15 AM – Review of U.S. Standardization System – Jennifer Rodgers, Manager – Technical Committee Operations

12:00 PM – Lunch and Prayer Time

1:15 PM – Virtual Overview of U.S. Codes and Standards Systems for the Built Environment – Chris Mathis, (M C Squared)

2:15 PM – Review and preparation for industry site visits in PA and meetings of E60 on Sustainability and E06 on Performance of Buildings to be attended in coming week in San Antonio, TX.

4:00 PM – Complete training for the day

Wednesday, 6 April 2016

7:00 AM – Depart for site visits

8:45 AM – Armstrong World Industries, 2500 Columbia Avenue, Lancaster, PA



10:45 AM – Depart for Lunch and Tour at Architectural Testing – Construction Products Testing Laboratory, 130 Derry Ct, York, PA

11:15 PM – Lunch and Tour at Architectural Testing

1:45 PM – Depart for Tour of Carlisle Construction Products, 1555 Ritner Highway, Carlisle, PA – Roofing Systems and Products

2:30 PM – Tour at Carlisle Construction Products

4:30 PM – Depart for Washington, DC, Check into hotel

Thursday, 7 April 2016

7:30 AM – Depart for ASTM Washington Office

8:00 AM – Arrive at ASTM Washington Office – 1850 M Street, NW, Suite 1030, Washington, DC

8:15 AM – Welcome – Jeffrey Grove, Vice President Global Policy and Industry Affairs

8:30 AM – Debrief from Industry site visits in Pennsylvania

9:00 AM – Introduction to the ASTM Washington Operations, Sarah Petre, Manager, Government and Industry Affairs

10:00 AM – Depart for meeting with International Code Council - 500 New Jersey Avenue, NW 6th Floor, Washington, DC 20001,

10:30 AM – David Karmol – Vice President – Federal and External Relations, Overview of ICC and Model Codes with Focus on International Green Construction Code

12:00 AM – Lunch and prayer

1:45 PM – Meeting with the International Association of Plumbing and Mechanical Officials (IAPMO) at ASTM Washington Office, Dain Hansen, Director, Government Relations

3:00 PM – Meeting with AHRI at ASTM Washington Office, James Walters, Vice President – International Affairs

4:15 PM – Conclude for the day

Friday, 8 April 2016

8:00 AM – Depart for the Department of Commerce

8:45 AM – Meeting with Department of Commerce – Offices within the International Trade Administration, 1401 Constitution Ave NW, Washington, DC

10:15 AM – Depart for Meeting with National Fenestration Rating Council (NFRC) at ASTM Washington Offices, Ray McGowan, Senior Program Manager

11:30 AM – Lunch and Prayer

1:00 PM – Underwriters Laboratories – Washington Office – 1850 M Street, Suite 1030, Washington, DC - Ann Weeks, Vice President, Global Government Affairs

2:15 PM – Meeting with National Institute of Building Science - Ryan Colker, Director, Consultative Council/Presidential Advisor at National Institute of Building Sciences – ASTM Washington Offices

3:30 PM – Conclude for the day

Saturday, 9 April 2016

Free Day in Washington, DC

Sunday, 10 April 2016

Depart for ASTM Committee Week Meetings in San Antonio, TX, Grand Hyatt, 600 E Market St, San Antonio, TX

Monday, 11 April 2016

8:00 AM – Debrief from meetings in Washington, DC

8:30 AM – Review of meetings and site visits at ASTM Committee Week

9:30 AM – Meeting of E06.22 on Durability Testing – Anne Spinks (H.B. Fuller Company)



11:00 AM – Meeting of E06.22.05 on Sealed Insulating Glass – Jeffrey Haberer (TruLite)
12:00 PM – Lunch and Prayer
1:15 PM – Meeting of E06.13 Structural Performance of Connections in Buildings – Chris Lavine (Simpson Strongtie, Co)

Tuesday, 11 April 2016

8:00 AM – Review of Schedule
8:30 AM – E06.41 Air Leakage and Ventilation Performance – Theresa Weston (Dupont)
10:00 AM – E60.01.05 – Product Communication – Amy Costello (Armstrong Worldwide)
11:30 AM – 1:00 PM – Lunch and prayer
1:15 PM – Depart for site visit – TRC - 9225 US Highway 183 South Austin, TX
4:15 PM – Return to hotel
6:00 PM – ASTM Chairman’s Reception
7:00 PM – Conclude for the day

Wednesday, 12 April 2016

8:00 AM – Preparation for meetings
8:30 AM – Meeting of E06.51 - Performance of Windows, Doors, Skylights and Curtain Walls – John Smith (Associated Laboratories)
9:00 AM – Meeting of C16. 23 – Blanket & Loose Fill Insulation – Lawrence Thomas (Knauf Insulation)
10:30 AM – Debriefing from Committee Week meetings and prepare for site visits in Chicago, IL
11:30 AM – Lunch and prayer
1:30 PM – Depart for airport for travel to Chicago, IL

Thursday, 13 April 2016

8:30 AM – Depart for visit to USG Corporate Headquarters, 550 West Adams Street Chicago, IL
9:00 AM – Visit with USG
11:00 AM – Depart for ICC – Central Regional Office, 4051 Flossmoor Road Country Club Hills, IL
11:45 AM – 1:00 PM – Lunch
1:15 PM – Visit to International Code Council – Central Regional Office
4:30 PM – Conclude visit to ICC, return to hotel

Friday, 15 April 2016

8:30 AM – Depart for site visit
9:00 AM – City of Chicago – Department of Buildings – Chicago City Hall
121 N. LaSalle Street - Room 900 Chicago, IL
11:00 AM – Depart for site visit – Chicago Metallic Corporation - 4849 South Austin Avenue Chicago, IL
3:00 PM – Conclude for the day
7:00 PM – Closing reception and dinner

Saturday, 16 April 2016

Depart for home



Financial assistance for this
ASTM Workshop is provided by



INTERNATIONAL
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ASTM International Workshop

on Sustainable Standards and Codes

14 May 2014

Qatar National Convention Centre

Doha, Qatar





International Code Council
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900 Montclair Road
Birmingham, Al. 35213
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fax: 205.591.0775
www.iccsafe.org

February 20, 2014

Teresa Cendrowska
Vice President, Global Cooperation
ASTM International
100 Barr Harbor Drive
West Conshohocken, PA 19428

Dear Teresa:

Having the opportunity to develop an understanding of U.S.-based codes and standards pertaining to sustainable construction, with the objective of using the technical content as the basis of model codes in the GCC and enhancing the opportunity for U.S.-exports to the region is important to the International Code Council (ICC). The objectives of ASTM's Market Development Cooperator Program proposal, *Building an Understanding of U.S.-Based Sustainable Construction Codes and Standards and the Underlying Relationship Necessary to Expand the Market for Domestic Products in the GCC* is consistent with ICC's priorities and therefore, ICC enthusiastically supports to proposed program.

Anticipating successful completion of the competitive review process, ICC will join with ASTM in the initiative with the following types of in-kind support: identification of technical experts for training events occurring in the GCC or US, , meeting space and local travel for visiting delegations to ICC's facilities and site visits coordinated by ICC, contributions to meal functions for training and outreach events, shared cost for exhibit space, and ICC staff participation at trade shows and workshops in the U.S. and the GSO.

We look forward to working with ASTM International to develop an understanding of U.S.-based codes and standards for sustainable construction and supporting the opportunity to improve the export of U.S.-based products to the GCC market.

Sincerely,

A handwritten signature in black ink, appearing to read "Dominic Sims".

Dominic Sims
CEO
International Code Council

A handwritten signature in black ink, appearing to read "Stephen Jones".

Stephen Jones
President
ICC Board of Directors