



Media Contact:
Tom Herron
therron@nfr.org
301-589-1776, x205

NFRC Reduces Meeting Registration Fees

GREENBELT, Md. (December 18, 2009)

“NFRC’s goal is to create a new pricing structure that recognizes meetings as an essential component of the NFRC Product Certification Program,” said Jim Benney, NFRC’s Executive Director. “At the same time we want to continue employing cost saving measures and to maintain productive meetings.”

NFRC meetings are held to develop NFRC standards and programs. For many years a relatively small number of NFRC members and participants have borne the vast majority of the costs associated with the meetings where those standards and programs were developed and refined. Yet those standards and programs are used by and benefit the entire fenestration industry because they provide the fair, accurate, and credible ratings needed to show compliance with energy codes and the ENERGY STAR® Windows Program – as just a couple of examples.

In the interest of fairness, NFRC’s Finance Committee decided that these development costs and meeting expenses should be allocated equitably across the entire industry. The NFRC’s Meetings and Membership Committees and Board of Directors agreed.

Fees

Under its current approach, NFRC’s meeting expenses exceed revenues by over \$100k per year. In order to meet our goal of maintaining a balanced budget, NFRC will increase annual PCP fees by \$225 per participant to offset meeting expenses and to reduce meeting registration fees. The annual meeting registration fees will be essentially cut in half (\$750; instead of \$1,450).

This approach enables NFRC to equitably share costs, and the reduced meeting registration fees will hopefully increase participation.

NFRC understands that the costs associated with attending NFRC meetings can be difficult to bear, especially when the construction industry is experiencing one of its worst downturns in history. Nevertheless, the work performed during these meetings is essential to the success of NFRC and to the entire fenestration industry.

Despite our best efforts to reduce costs and raise revenues by cutting back on amenities, reducing the number of in-person meetings, introducing a sponsorship

program, and raising registration fees, NFRC meetings still lose money. We project that this deficit will grow in the years to come, even as we move to two in-person meetings and one virtual meeting beginning next year.

We believe that further cuts would be counterproductive because they would lead to reduced attendance. Ultimately, NFRC must provide a positive working environment for its most-dedicated volunteers: those who spend three to four days – and often eight to 12 hours per day reviewing ballots, addressing negatives, proposing new program language, and generally making the organization work.

Research indicates that NFRC is not alone in experiencing a growing gap between meeting revenues and expenses. Neither is it the only organization taking steps to address the issue. Organizations as diverse as AAMA, the Society of Professional Engineers, and the Pinnacle Worldwide network of independent public relations agencies have recently changed the way they charge members for meeting attendance and participation.

Even with the additional \$225 charge for shared meeting expenses, overall NFRC participation fees will have increased by less than 33 percent in the nearly 20 years since NFRC began charging fees in 1990. By comparison, the Consumer Price Index, which measures the average price of consumer goods and services purchased by households, has increased by approximately 65 percent over the same period of time.

The NFRC has published the pricing guide for all NFRC programs, *the NFRC 704-2010 EOA0 Fee Schedule*. This document incorporates all changes for 2010 and can be downloaded from [the NFRC Program Document page](#).

###

Please visit [NFRC News Now](#) for the latest information pertaining to the fenestration industry.

About NFRC

NFRC is a non-profit organization that administers a voluntary, uniform rating, labeling, and certification system for the energy performance of windows, doors, curtain walls, skylights, and other fenestration products. Its members include manufacturers, suppliers, utilities, consumer groups, representatives from the building and code industries, scientific and educational organizations, and government agencies.