

FY2019 YEAR IN REVIEW

**BIFMA**

PRODUCT | PERFORMANCE | PEOPLE

# Our path forward.

Over the past year, BIFMA has taken steps to strengthen our position and amplify our voice. Our advocacy, outreach, events, and programmatic improvements have already made an impact for our industry. And we're just getting started.

Our path forward looks bright as we work diligently to represent our industry and tell the story of the products, performance, and people we touch through our work.

**BUSINESS + INSTITUTIONAL FURNITURE MANUFACTURERS ASSOCIATION**

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## BIFMA Annual Meeting June 12, 2019 | NeoCon

The 2019 BIFMA Annual Meeting will take place on Wednesday, June 12th at the NeoCon Theater, 19th Floor of The Merchandise Mart.

Join us as we kick off the last day of NeoCon and explore a new venue and new format to deliver informative and valuable content you've come to expect.

More info can be viewed on our website, [www.bifma.org/events](http://www.bifma.org/events).

## BIFMA Furniture Summit September 25–26, 2019

Standards development activities, legislation, and regulations are intricately linked. The Furniture Summit brings together BIFMA's Engineering, Sustainability, and Government Affairs Committees to look at where we have been, what projects are underway, and what the future holds for our work.

Please join us in Grand Rapids, Michigan this September for an invaluable exercise in cross-committee collaboration, education on industry issues, and recognition of the people behind the process. More info can be viewed on our website, [www.bifma.org/events](http://www.bifma.org/events).

# FY2019 BIFMA accomplishments.

## BIFMA STANDARDS CONFORMANCE PROGRAM

*In an effort to create market demand for conforming product, a branded conformance program covering 9 of BIFMA's safety and performance standards is under development.*

- The program concept was announced at the BIFMA Furniture Summit in Detroit in October 2018 and was discussed again during the 360° Conference in January 2019.
- The BIFMA Conformance Requirements (PC-2018) document was published in June 2018 to provide initial guidance regarding appropriate conformance claims. The U.S. General Services Administration (GSA) was provided with a copy of PC-2018 and status of the forthcoming conformance program as that agency reviewed its Technical Requirements under Schedule 71.
- A web-based registry of standards-conforming furniture

products is under development to reinforce the 'BIFMA Compliant' brand promises of CONFORMANCE and CONFIDENCE. Formal program launch is anticipated in 2020.

- Presentations were made to institutional purchasers by BIFMA and other partners regarding best practices for product registries and "eCatalogs".

## STANDARDS

*A number of BIFMA standards were published, revised, or withdrawn as part of ongoing efforts to achieve harmonization and ensure future relevance of standards offerings in our sector.*

- BIFMA X6.4-2018 Occasional-Use Seating was published in June 2018. This standard used ANSI/ BIFMA X5.4-2012 Lounge & Public Seating as the basis with test cycles in the new X6.4 standard at 50% representing a 5-year life basis.

- ANSI/BIFMA X5.9-2019 Storage Units was approved by ANSI for publication in February 2019. Stability tests were improved and stability requirements became more rigorous.
- ANSI/BIFMA X5.3 Vertical Files was withdrawn as an ANSI Standard given harmonization of applicable tests into the new ANSI/BIFMA X5.9-2019 Storage Units.
- ISO 7171-2019 Storage Units was published in February 2019. This version is another step closer toward harmonization with the ANSI/BIFMA test methods.
- Development of Product Category Rules (PCRs) for the furniture industry resumed with a BIFMA PCR / ISO 21930 Gap Analysis and beginning work on a new PCR for Tables. Alignment with LEED was also researched so that the PCRs are consistent with that program's requirements for recognition of Environment Product Declarations.
- Several standards FAQs and position papers were developed by task teams and posted on-line, including:
  - » general guidance to better define proof load acceptance criteria;
  - » height adjustable tables and obstruction response;
  - » revisions to the Upholstered Furniture Flammability Position Paper given the repeal of TB133; and guidance regarding the Americans with Disabilities Act (ADA).

## SUSTAINABILITY

*BIFMA continues to play a role in the sustainability of commercial furniture products through the LEVEL® program and the e3 Standard, with a stable group of participating companies and noteworthy governments and institutions including BIFMA language in bid specs.*

- ANSI/BIFMA e3 - 2019 Furniture Sustainability Standard was published in February 2019 and an e3 Guidance Manual was created and made available for sale in April 2019.
- The World Bank included the e3 Standard and LEVEL in their Sustainable Procurement Guidance in 2019.
- The City of Grand Rapids, Michigan began requiring LEVEL for all furniture purchases in November 2018.
- The LEVEL program maintains participation from more than 65 brands with a total of over 4,300 certified products included in the program.

## ADVOCACY

*BIFMA staff, consultants, and members weighed in on a number of important issues at the national and state level, advocating for the future of the commercial furniture industry.*

- BIFMA communicated with the White House and Congress on trade issues, opposing scrapping NAFTA; tariffs on steel and aluminum; and a trade war with China. BIFMA worked with the National Association of Manufacturers (NAM) and Americans For Free Trade, a coalition of over 150 business groups calling for certainty in international trade and highlighting the unintended consequences of tariffs.
- U.S. Federal Prison Industries expansion into the non-profit sector was blocked as Congress looked at other avenues for the program's growth during the criminal justice reform legislation debate. A study of Federal Prison Industries was ordered to evaluate the program's effectiveness in reducing recidivism compared to other prison system rehabilitative programs.
- Proposition 65 education to members, other industries, and regulators took place with BIFMA telling the furniture industry's story at the annual Prop 65 Clearinghouse Conference in California and at the Association for Contract Textiles (ACT) annual "Interact" Conference in New York.
- U.S. Government purchasing e-commerce plans were addressed by BIFMA and allies through a working group of the Coalition for Government Procurement. The goal was to make sure technological efficiency does not compromise company access to the federal market.

## FLAMMABILITY

*Engagement with stakeholders, especially in California, continues to be essential to ensuring that standards and testing requirements are effective and workable for BIFMA members.*

- California repealed the open flame requirement TB133 effective January 2019. As BIFMA members were most impacted by this commercial standard, our members were very active in working with all stakeholders and took a lead role in repeal efforts.
- BIFMA engaged with various national, state and local jurisdictions in an ongoing effort to harmonize with the California smolder standard (TB 117-2013) and the California State Ban on Flame Retardants for upholstered furniture.

## STATISTICAL DATA PROGRAM

*Continued growth in participation in BIFMA's statistical data program provides more robust data for members to understand the current state of the industry and opportunities for growth in the future.*

- The total number of BIFMA member companies reporting into the stats program grew, with the largest increase (36%) in participation being realized in the annual Geographic Report. Quarterly Product Category Report participants increased by 10%.
- BIFMA released results of the market data survey conducted in cooperation with the Education Market Association, thus bolstering our view on the education furniture segment.

## MESSAGING & OUTREACH

*An updated approach to BIFMA messaging was developed, focusing on important aspects of the organization and the industry we represent.*

- This focused message of PRODUCT, PERFORMANCE, and PEOPLE has been translated to updated BIFMA platforms, including website, social media, and BIFMA collateral materials.
- A survey of BIFMA's brand awareness was conducted among targeted stakeholder groups. This will serve as an important quantitative benchmark to measure impact of messaging initiatives as they gain momentum in FY 2020 and beyond.

## CONTINUING EDUCATION

*Continued investment in BIFMA's education activities has resulted in hundreds of additional individuals learning about BIFMA standards and furniture's role in sustainability rating systems.*

- A new CEU: 'Eight Attributes of Contract Furniture' was developed to provide education for A&D audiences about Aesthetics, Quality, Craftsmanship, Safety, Performance, Health & Wellness, Sustainability, and Verifications.
- A CEU was also developed to support ANSI/BIFMA e3 - 2019 Furniture Sustainability Standard-2019. The training program for BIFMA Faculty was released in Spring 2019.
- BIFMA staff presented to an international design audience at Orgatec in Cologne, Germany on Employee Engagement & Wellbeing, which provided an analysis of

existing research on this topic augmented with original BIFMA content.

- BIFMA staff and faculty delivered two different CEUs over 70 times in 34 different markets.

## 360° LEADERSHIP CONFERENCE

*With a strong, thought-provoking speaker line-up, supported by the right mix of industry leaders, the BIFMA 360° Leadership Conference continues to make its mark as a must-attend industry event.*

- Scottsdale, Arizona played host to this year's conference, with close to 200 industry leaders in attendance.
- A conference recap from the *Business of Furniture* and *Officeinsight* publications can be viewed at the 360° website, [www.bifmaleadershipconference.com/news](http://www.bifmaleadershipconference.com/news).

**Mark your calendar to join us  
next year in Bonita Springs, Florida  
January 22 – 24, 2020.**

