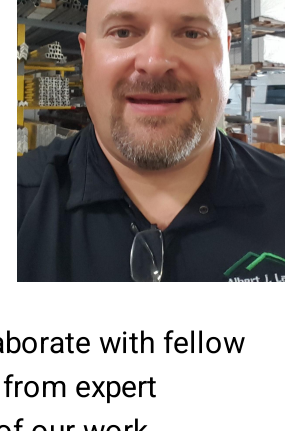


Message From the President

Dear Valued Members,

If you haven't already registered to attend, I am pleased to invite you to join us for the 2025 NGMA Annual Meeting, taking place in just a few weeks—April 6–8, 2025—in Dallas, Texas! This premier gathering of our industry is more than just a meeting—it's a celebration of our collective efforts, shared knowledge, and the incredible power of coming together.



The Annual Meeting is a unique opportunity to connect, learn, and collaborate with fellow professionals. Together, we'll explore key industry trends, gain insights from expert speakers, and engage in meaningful discussions that shape the future of our work.

Whether you're a long-time member or new to NGMA, your presence and participation matters.

As we continue to strengthen our community, I want to recognize the eight new annual sponsors. Their partnership is an impressive show of support for the work of our association. (See *information about our new sponsors below*.) Additionally, I want to express my deepest gratitude to the many dedicated NGMA volunteers. Your commitment makes a lasting impact!

And, thank you for your membership and dedication to this incredible organization. If you aren't involved, I encourage you to give it a try, whether by volunteering to be interviewed about your company or a project you are involved in, joining a committee, or simply attending the Annual Meeting.

As Winston Churchill wisely said, "You make a living by what you get. You make a life by what you give." Volunteering and engaging in our association provide far more than professional benefits—they enrich our industry, our careers, and our personal growth.

The strength of NGMA lies in all of us coming together. I can't wait to see you in Dallas!

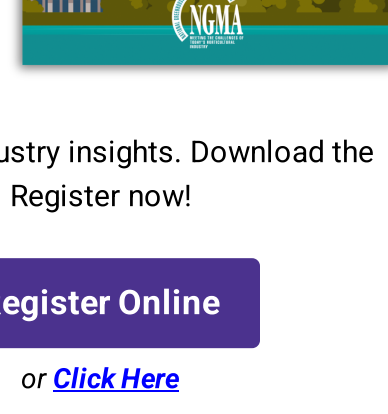
Best regards,
Tim Lauer

Register Now for NGMA's 2025 Annual Meeting!

April 6 – 8, 2025 in Dallas, Texas

Join us in the heart of Texas for NGMA's 2025 Annual Meeting! Network with industry colleagues, participate in interactive roundtable discussions and learn about the latest market conditions.

Gain insights from Dr. Nadia Sabeh, PE, LEED AP, President and Founder of Dr. Greenhouse, Inc., on staying competitive in the evolving greenhouse market. Engage in interactive roundtable discussions and a dynamic panel addressing the most pressing challenges facing our industry today. Plus, you won't want to miss out on our tour of the Texas A&M AgriLife Research and Extension Center at Dallas.



Secure your spot for informative sessions, networking, and industry insights. Download the [Meeting Brochure](#) for the full schedule and line-up of speakers. Register now!

[Meeting Brochure](#)

or [Click Here](#)

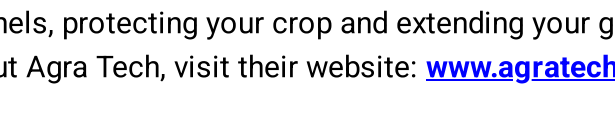
[Register Online](#)

or [Click Here](#)

Meet Our Newest 2025 NGMA Sponsors

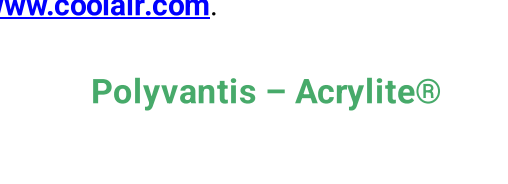
NGMA is thrilled to introduce our newest sponsors, a diverse group of companies that share our commitment to excellence in greenhouse manufacturing, climate control, and agricultural technology. Their support strengthens our mission to connect, educate, and empower industry professionals. Join us in welcoming these new sponsors!

Agra Tech, Inc.



Located in Pittsburg, California, Agra Tech, Inc. manufactures commercial greenhouse designs for vegetable production, propagation, horticulture, research, retail and education. Engineering and supplying the latest in heating, cooling and control equipment to operate your greenhouse, Agra Tech's greenhouse designs ensure precise environmental control to shade houses and tunnels, protecting your crop and extending your growing season. For more information about Agra Tech, visit their website: www.agratech.com.

American Coolair Corporation



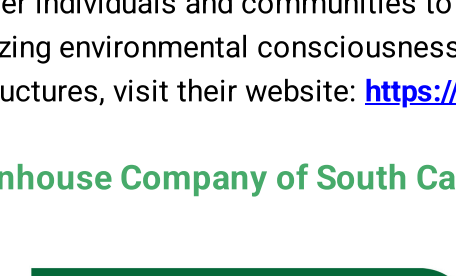
From its humble beginnings as a small factory operation to becoming a leading manufacturer of ventilation products, American Coolair has been supplying quality ventilation products for over 94 years. Based in Jacksonville, Florida, American Coolair designs, manufactures, sells and services ventilation products and accessories. To learn more, visit their website: www.coolair.com.

Polyvantis – Acrylite®



Headquartered in Sanford, Maine, POLYVANTIS is a global leader in the supply of semi-finished polymethyl methacrylate (PMMA) products, also known as acrylic products. Proficient in acrylic technology, ACRYLITE, a trademark of POLYVANTIS, drives innovation in the plastics industry. To learn more, visit their website: www.acrylite.co.

GGS Structures



DIVISION OF PIPP HORTICULTURE

A subsidiary of PIPP Horticulture, GGS Structures is based in Michigan where they design, manufacture, and deliver innovative greenhouse solutions for sustainable agriculture. GGS Structures' goal is to empower individuals and communities to cultivate healthier, more abundant crops while prioritizing environmental consciousness and long-term sustainability. To learn more about GGS Structures, visit their website: <https://ggs-greenhouse.com/>.

The Greenhouse Company of South Carolina, LLC



Founded over 42 years ago with a homebase in South Carolina, The Greenhouse Company is one of the largest manufacturers of greenhouses in North America. Engineered to be significantly sturdier and heavier, The Greenhouse Company's frame designs all start with the strongest materials available to the greenhouse industry—ensuring the highest product quality. To learn more about The Greenhouse Company, visit their website: www.thegreenhousecompany.net.

Lubing USA



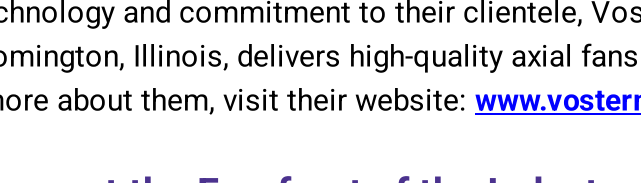
Lubing USA has made development, constant optimization and an uncompromising commitment to quality its guiding principles from the very beginning. A Horticulture Solutions company based in Cleveland, Tennessee, Lubing USA provides Evaporative cooling pad systems, State of art Plastic Cooling pads, and Conveyers. To learn more about them, visit their website: <https://lubingusa.com/horticulture/>.

Lock Drives, Inc



With over 175 years of experience in the design and manufacture of manual and power drives, Lock, located in Pineville, North Carolina, occupies a leading position in the construction of greenhouse, agricultural and lifting & automation. Lock's modular system components are the key to creating simple and effective solutions. To learn more about them, visit their website: www.lockdrives.com.

Sterling HVAC Products, div. of Mestek Inc.



Sterling HVAC Products manufactures a variety of HVAC made unit heaters up to 99% efficient and engineered specifically for longevity in greenhouse environments. Located in Westfield, Massachusetts, Sterling is part of the Mestek Inc. family of experience-based innovations providing over 75 years of solutions across all industries. To learn more about them, visit their website: www.mestek.com.

Vostermans Ventilation Inc.



A Dutch, family-owned business founded in 1952, Vostermans Ventilation Inc develops, produces, and distributes axial fans for the agriculture and industrial markets in particular. With a passion for technology and commitment to their clientele, Vostermans Ventilation, headquartered in Bloomington, Illinois, delivers high-quality axial fans to meet the highest of standards. To learn more about them, visit their website: www.vostermans.com.

Put Your Company at the Forefront of the Industry Just Like These Companies Have

Become a 2025 NGMA Sponsor!

Whether your company is a long-time supporter or new to NGMA, purchasing a sponsorship with our association is a great way to showcase your brand to NGMA members! Click the buttons below to learn more about NGMA's Sponsorship Program and to become a 2025 sponsor.

[2025 Sponsorship Program](#)

or [Click Here](#)

[2025 Sponsorship Contract](#)

or [Click Here](#)

Industry News

Practical Advice on Implementing AI in Your Greenhouse Business

Members of the 2024 Horticultural Research Institute Leadership Academy chose to address a topic that has arguably been an abstract and somewhat confusing concept for too long: artificial intelligence (AI). The team's findings (presented during a panel at Cultivate'24) are a good example of how technology isn't always about a shiny new gadget. It should also be about finding new ways to complete tasks that are far too often put aside because they can be a time crunch.

[> READ MORE](#)

Survey Says Growers to Invest in Greenhouse Structures in 2025

One of the questions posed in *Greenhouse Grower's* State of the Industry, which was conducted throughout October 2024, was about which areas greenhouse growers planned to invest in the most in 2025. One point of comparison from the 2023 State of the Industry survey was the increased focus on computer services and technology, which doubled from 14% in the previous survey.

[> READ MORE](#)

New Advancements in Greenhouse Lighting Mean Increased Flexibility

LED lighting has come quite a long way in the past few years. What began as a simple energy-efficient replacement for high-pressure sodium (HPS) legacy systems has become a customizable solution to better yields, faster cycle times, and even higher energy efficiency. While work is still being done to improve the efficiency of turning electricity into photons, that's not the only area where new lighting technology is coming to bear.

[> READ MORE](#)

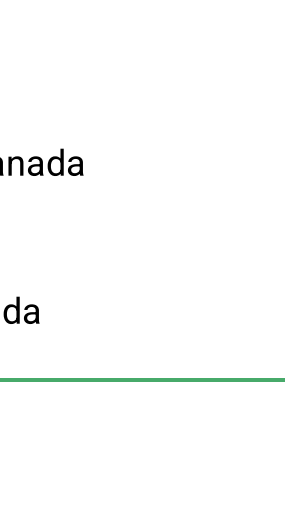
How Energy Efficiency Grants Are Being Impacted by the Trump Administration

Greenhouse Grower Editor Brian Sparks recently caught up with Gretchen Schimpelpfenig, a Senior Energy-Environment Agriculture Resources Integration (ERI), to talk about how greenhouse and controlled-environment agriculture producers (in the wake of Trump administration policies) are being impacted by the changing landscape for energy efficiency grants they have either applied for or are considering.

[> READ MORE](#)

Honoring Paul Jacobson: Celebrating a Legacy of Leadership

Paul Jacobson, Sr. shared a heartfelt farewell as he retired from his role at Green-Tek and BFG. For over 35 years, he had been a true leader and innovator in the horticulture industry.



[> READ MORE](#)

Welcome, New NGMA Members!

Acrobat Projects Inc. dba Acrobat

Mark van den Ende, St. Catharines, Ontario, Canada

Sollum Technologies

Matthew Bonavita, Montréal, Québec, Canada

Committee Corner

Codes & Standards Committee

- The committee recommended hiring a code monitoring consultant which NGMA approved. The contract with Energy Resources Integration (ERI) began on January 1, 2025 and continues through December 31, 2026
- Working with the Resource Innovation Institute (RII) who has developed a working group on fire safety. They are reviewing a publication on fire safety with a target audience of local code authorities and fire marshals.
- Continues to monitor the energy and building codes as part of their regular activities.

Conference Committee

The committee is finalizing the details for the upcoming Annual Meeting. We look forward to seeing you April 6 – 8, 2025, in Dallas, Texas!

Communications Committee

The NGMA Communications Committee met on March 12, 2025, to discuss key initiatives aimed at enhancing member engagement and industry presence.

- **Logo Refresh:** The committee discussed design updates to the NGMA brand in response to the Board of Director's directive to: *Refresh the NGMA brand to better represent our members and the association as modern and relevant in the industry.* The agreed on a streamlined, simplified and more modern look. Staff will move forward with feedback from the Board of Directors.
- **State of the Industry Report:** NGMA will collaborate with *Greenhouse Grower* on a report for its June issue, featuring insights from members. Surveys will be distributed to members to get their input and participation. Copies of the magazine will be available at NGMA's Reception at Cultivate. The report will also be shared with NGMA members.
- **Newsletter Content:** The committee seeks volunteers for articles on industry innovations, covering topics like greenhouse robotics, energy solutions, and emerging trends. If you are interested in speaking to these topics or are willing to be interviewed for a member spotlight, contact Michelle Keyser, NGMA Communications Director at communications@ngma.com.
- **Member Search Function:** NGMA's website now includes a new member search function, utilizing data collected during renewals about members' product and service offerings.

Interested in joining the Communications Committee? Reach out to Michelle Keyser, NGMA Communications Director at communications@ngma.com.

If you would like to write an article, update the membership about any company changes, or tell us about any interesting projects you're working on, please email commassoc@ngma.com.