NGMA INSIGHTS

National Greenhouse Manufacturers Association

A quarterly newsletter for members of the National Greenhouse Manufacturers Association

Steady Leadership, Thoughtful Perspective

NGMA Welcomes New Board President Leigh Dodd



NGMA is pleased to welcome Leigh Dodd as its new board president. She currently serves as Executive Vice President of The Greenhouse Company of South Carolina, LLC.

With a career deeply rooted in the controlled-environment and greenhouse sectors, Leigh brings both practical experience and a strong strategic vision to the role.

Learn more about Leigh by reading our **board spotlight** article, and be sure to also read Leigh's **Message From the President**.

Meet NGMA's New Board Member: Amanda Debevc



NGMA also welcomes **Amanda Debevc**, Walworth Control Systems, to the Board. **Click here** to learn more about Amanda!

NGMA Holds 2026 Annual Meeting in Clearwater Beach











Thank you to everyone who attended NGMA's 2026 Annual Meeting! The meeting was held April 19 – 21 in Clearwater Beach, Florida. Check out these photos from the event!

You can read more about the Annual Meeting in Leigh's **Message From the President**.

Save the Date for NGMA's Membership Reception at Cultivate'26

Sunday, July 12, 2026 in Columbus, Ohio
6:00 p.m. to 8:00 p.m.

Fairfield Room
Hyatt Regency Columbus
350 North High Street
Columbus, OH 43215

You're invited to NGMA's membership reception during **Cultivate'26**! Join us in Columbus, Ohio to network with current and prospective members of NGMA. This is your opportunity to surround yourself with leaders in the green industry!

If you are planning on exhibiting at the show, we will have NGMA member signs and badge ribbons for you to promote your membership in NGMA.

We look forward to seeing you there!

NGMA Receives Achievement Award From AFE



NGMA was recently recognized for achieving the distinguished $15,000 Level of Lifetime Giving to the American Floral Endowment (AFE), which manages NGMA's annual scholarship. Part of the scholarship NGMA gives each year is through the endowment. These funds play a pivotal role in AFE's continued efforts to cultivate growth and sustainability for the floral community.

Click here to read a letter from Executive Director Bob Chedester, CAE, CMP, AAE.

Welcome, New NGMA Member!

As of June 3, 2026

AdeptAg
Oberlin, Ohio, United States

Industry News

What Growers Want from Greenhouse Technology

What technologies are greenhouse growers actually willing to invest in and what innovations are still missing? Insights from Greenhouse Grower's 2026 Top 100 survey reveal an industry focused less on flashy trends and more on practical solutions that improve efficiency, reliability, and day-to-day operations. Read how growers are approaching AI, automation, and the future of greenhouse technology.

» READ NOW

Greenhouse Climate Systems in 2026 & Beyond

In this podcast, Bill Calkins and BioThermi President Jim Rearden talk about a new partnership for BioThermi that brings some cutting-edge product lines into the company's portfolio, including low-mass boilers and new models unit heaters.

» WATCH NOW

Prospiant Celebrates Fifth Anniversary

Prospiant President Burk Metzger, comments on the anniversary and looks back on the progress of the last five years. "Today, we're proud of the impact we've made – not just as a company but as a partner to our customers and a contributor to the advancement of our industry."

» LEARN MORE

Turnkey: What's Not Included

When most people hear the term "turnkey greenhouse," they think of a controlled environment growing structure with all the systems necessary to produce a commercial crop. However, these producers aren't necessarily "move-in ready."

» READ MORE

Greenhouse Grower's 2026 Top 100 Growers: The Complete List

After a period of expansion, the nation's largest floriculture operations are focusing on efficiency, consolidation, and what comes next.

» READ MORE

Structures Strategies: Build New or Refresh?

In this podcast, Bill Calkins is joined by Paul Gorden, sales manager for Commercial Growing with Prospiant Inc., to discuss how you should approach the decision to build new greenhouses or retrofit or repurpose your current structures to meet new crop needs or prepare for product mix shifts in the future.

» LISTEN NOW

Getting More from Environmental Controls

From underused features to energy savings, suppliers share how growers can make better use of today's environmental controls.

» READ MORE

Smarter HVAC Strategies Help Growers Improve Efficiency and Climate Control

Rising energy costs and more complex climate demands are pushing growers to rethink greenhouse HVAC systems.

» READ MORE

Glazed and Diffused

For decades, we've known that diffused sunlight is more beneficial to crop growth than direct sunlight. Diffused sunlight is scattered sunlight, which provides more uniform illumination of all plant surfaces, penetrating deeper into the crop canopy providing lower leaves with more PAR light (photosynthetically active radiation—400-700 nm). This means more photosynthesis and hence more yield. Researchers at Wageningen University (WUR) in the Netherlands report anywhere from 5 to 11% yield gains on high-wire crops like tomatoes (8.5 to 10 kg/m2/year increase from 70 to 78 grams harvest), while leafy greens can see up to a 7% increase in dry mass. Knowing this, why don't all CEA greenhouses make use of diffused light as part of their growing regime?

» READ MORE

LEDs Gain Ground in Controlled Environment Agriculture Space

NGMA member Sollum was recently featured in an *ECBAM* article about major technology trends in CEA lighting. Key takeaways from the article include:

- LED lighting has evolved from niche to mainstream in controlled environment agriculture, driven by improved spectrum, output, and cost reductions.
- Energy efficiency of LEDs allows growers to achieve higher light levels with less power, enabling cost savings and increased crop productivity, especially in high-value sectors like cannabis.
- Dynamic spectrum control enhances crop quality and yield by allowing growers to customize light recipes for different growth stages, improving nutritional density and shelf life.
- Rising costs and incentives significantly offset the higher upfront costs of LEDs, making them a financially attractive option for growers investing in long-term infrastructure.
- LEDs' lower heat output impacts HVAC and humidity management, creating new opportunities for electrical contractors to optimize greenhouse climate control systems.

Click here to read the online article, and **click here** to see the article on page 48 of the print edition.

Atlas | Stuppy Greenhouses Partnership



Atlas and Stuppy Greenhouses have officially partnered, bringing together over 200 years of collective industry experience to better serve growers. As two of the leading greenhouse manufacturers, consumers can now benefit from the strengths of both companies: complementary product lines, U.S.-made products, greater production efficiency and expanded resources and service capacity.

This partnership reflects a shared vision of quality greenhouse structure sand continued innovation, all to create a seamless, more streamlined experience designed around the needs of today's growers. As partners, Atlas and Stuppy Greenhouses are stronger together, with a mutual commitment to engineering excellence and long-term customer value.

Agricool AG425 Redefines Cooling Efficiency in Large-Scale Ag Facilities That Can't Afford Downtime



The Agricool 42" Fan, Side Draft (AG425) brings purpose-built evaporative cooling to modern agricultural environments, proven to decrease overhead costs, unplanned maintenance, and equipment strain in demanding climates.

From commercial greenhouses to dairy, poultry, and swine farms, AG425 consistently performs in high-stakes settings where heat and ventilation impact productivity. Its industrial-strength support, quieter fan, and market-leading cooling efficiency keep expansive greenhouse and farming operations moving with minimal oversight.

» READ MORE

Join the NGMA Private LinkedIn Group & Follow Us on Social Media

As an NGMA member, you have access to an exclusive professional network through our private LinkedIn group! It's a place to collaborate, exchange ideas, and connect with fellow leaders in the greenhouse manufacturing industry. Click **HERE** to join the LinkedIn group.

Please note that you must request to join the group initially. It may take a few business days for the request to be processed.

Want more ways to stay connected? Stay in the know and up-to-date on all things NGMA by following our public channels on **Facebook** and **LinkedIn**!

Committee Corner

Codes & Standards Committee

The NGMA Codes & Standards committee continues review and monitor various codes that may affect the industry, as well as updating NGMA's Helpful Hints documents.

Communications & Outreach Committee

The NGMA Communications & Outreach Committee continues to focus on strengthening the association's visibility, engagement, and member engagement efforts. Currently the committee and staff are working on preparing for Cultivate and other outreach initiatives.

Special thanks to those members who responded to the survey from Greenhouse Grower; this is partnering with NGMA to produce the 2026 Industry Insights report which is scheduled for publication in July distribution at Cultivate.

Committee Recruitment: The committee would like to add 2 to 3 new members. If you are interested in finding out more about what is involved to be a committee member, reach out NGMA Communications Director Michelle Keyser at **communications@ngma.com**.

Conference Committee

The Conference Committee plans to meet in late June to review the 2026 Annual Meeting survey results and start planning the 2027 Annual Meeting in Carlsbad, California.

Membership Committee

The Membership Committee met recently and reviewed the membership goals established by the Board, and began working on recruitment strategies to meet those goals.

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HELP WANTED!

The Communications Committee would like volunteers to help us write or be interviewed for some stories on innovation. Suggested topics:

- Robotics and Greenhouses, What's Realistic?
- Energy Savings and Storage/Release
- New Developments

Contact Matthew Zemba at **commassoc@ngma.com** to participate.

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 for NGMA's newsletter, please email **commassoc@ngma.com**.

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