NGMA
National Greenhouse Manufacturers Association

INSIGHTS

A quarterly newsletter for members of the National Greenhouse Manufacturers Association

Message From the President



Dear NGMA Members,

One of the things I enjoy most about being involved with NGMA is the opportunity to spend time with the people who make up our industry. Our companies may differ in size, focus, and markets, but we share a common connection to an industry that continues to change and create new opportunities.

That was especially evident at this year's NGMA Membership Reception during Cultivate'25. I am pleased to share that we had a record number of attendees, making the evening a tremendous success. It was great to see members reconnecting with longtime colleagues while also meeting new people and welcoming prospective members who wanted to learn more about NGMA. The energy and enthusiasm throughout the evening were a wonderful reminder of how valuable it is to simply bring people together.

I am also pleased to welcome two new members to the NGMA Board of Directors, **Paul Golden of Prospiant** and **Dave Bishop of Next G3N Greenhouse**. We are grateful for their willingness to serve and share their time, experience, and perspectives with the association. You can learn more about Paul in his board spotlight below, and Dave will be featured in our next newsletter. I look forward to working with Paul and Dave and am confident that their involvement will be a valuable addition to our Board.

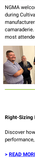
As we continue to grow and look toward the future, I believe there is tremendous value in continuing to grow our network and strengthen the connections among our members. The greenhouse industry is constantly changing, presenting us with new opportunities, technologies, markets, and challenges. One of the greatest benefits of NGMA is that none of us have to navigate those changes entirely on our own. We have a network of knowledgeable and experienced people who understand our industry and are willing to share ideas and perspectives. Every new connection brings a fresh perspective and expands the collective experience represented within our association.

Thank you for your continued support and involvement in NGMA. I am encouraged by the enthusiasm we saw at Cultivate and look forward to building on that momentum in the months ahead.

Don't forget to check out the new NGMA Google Drive for members. View and share photos from NGMA events, access the NGMA logo and much more! Click **HERE** to access the drive. Thank you to our communications staff and committee for this helpful resource!

Kayla Dodd

Meet NGMA's New Board Member: Paul Golden, Prospiant



NGMA welcomes Paul Golden, Director of Commercial Classic Sales for Prospiant, to the NGMA Board of Directors. He fills the unexpired Board term of newly-appointed Vice President Adam Pound.

Click **HERE** to learn more about Paul!

In NGMA's next newsletter we'll be spotlighting new board member Dave Bishop, Next G3N Greenhouse!

An Evening of Networking at NGMA's Membership Reception During Cultivate'25



NGMA welcomed current and prospective members at its annual Membership Reception during Cultivate'25 in Columbus, Ohio. The gathering brought together greenhouse manufacturers, suppliers, and industry partners for an evening of connection and camaraderie. Thank you to everyone who joined us and for making this year's reception the most attended yet!



Industry News

Right-Sizing Light: What Works in Today's Greenhouses

Discover how greenhouse growers can optimize supplemental lighting to improve crop performance, manage energy costs and maximize ROI.

> READ MORE

Automation That Solves the Real Bottlenecks

Greenhouse automation might invoke visions of humanoid robots, machine vision, and whirring electronics, but that does not match reality for most growers. In practice, automation is less about science fiction and more about reducing friction. It can help more plants more efficiently, reduce repetitive labor, improve consistency, and give employees time back for higher-value work.

> READ MORE

A Small Glimpse at New Technology on Display at Cultivate'25

If you want a closer look at new products available for the floriculture industry, it's hard to find a better place than Cultivate. Get a closer look at seven products from the event.

> READ MORE

Two Longtime Employees Retire From NGMA Member DRAMM Corporation



Congratulations to Jeff Bucher and Wendy Ansorge from DRAMM Corporation on their recent retirements after more than two decades of dedicated service!

NGMA Releases State of the Industry Report With Greenhouse Grower

NGMA and Greenhouse Grower recently collaborated on the 2026 "State of the Industry" report outlining the trends, challenges, and opportunities facing the greenhouse manufacturing and components segments of this industry.



Members of NGMA shared their perspectives through a survey conducted by *Greenhouse Grower*. The insights provided an inside look at the biggest factors influencing the greenhouse industry today, from rising energy costs to shifting tariffs and smarter automation.

Read the full report by downloading the **PDF** or reading the articles **ONLINE**.

SAVE THE DATE!

2027 NGMA Annual Meeting

April 11 – 13, 2027
Carlsbad, California



Stay tuned for more details.

NGMA Launches New Google Drive for Members

NGMA recently introduced its new Google Drive, a shared resource created exclusively for members. This centralized hub makes it easy to access, share, and download files.

Use the Google Drive to access:

- Photos to share, view and download from NGMA Annual Meetings and other events
- The NGMA logo for your marketing and communications needs
- Promotional advertisements developed for our media members
- Social media assets to help you promote your business and your involvement with NGMA

Help us grow our content library! In the "Photos" folder, there is a subfolder set up for members to upload and share their own photos from NGMA events. We encourage you to contribute images that showcase our members, NGMA events, trade shows, and our industry! *When uploading, please rename your photo to include your company's name.*

Click **HERE** to access the Google Drive.

Product Spotlight: Atlas | Stuppy Greenhouses

Atlas | Stuppy
GREENHOUSES



Capture the sun with our Apollo series greenhouse, an exceptionally versatile structure named after the Greek God of Sun and Light. Engineered to meet building codes throughout the US, this robust system features a large-capacity aluminum gutter and is available in widths of 24' and 30' with sidewall heights ranging from 8' to 16'. Designed to accommodate diverse growing needs, the Apollo offers multiple covering choices — including poly film, corrugated polycarbonate, and twinwall polycarbonate — and can be finished with corrugated sheet metal for a seamless headhouse connection.

To maximize your crop performance, the Apollo seamlessly pairs with our in-house designed HeatJet Hydronic heat system, which gives growers precise, even control over soil temperature. Heating the soil improves plant growth by warming the root zone directly rather than the entire greenhouse. Hydronic heat stays where it needs to be, surrounding the plant like an envelope. Better plant quality, less disease, higher yield, and shorter crop times result in more profits for you. Hydronic heat offers up to 20% fuel savings and gives greater flexibility, allowing growers to create different temperature zones, all under one roof.

Product Spotlight: Phoenix Manufacturing

Complete Greenhouse Cooling Solutions

Purpose-Built for Every Growing Environment, From Residential Growers to Large-Scale Commercial Operations

Phoenix Manufacturing delivers complete evaporative cooling solutions engineered for controlled environment agriculture. Our rigid media cooling systems provide efficient, reliable performance for vegetables, flowers, ornamentals, and specialty crops while helping growers maintain consistent growing conditions, reduce energy costs, and simplify maintenance.

For large professional greenhouse operations, our technology integrates easily with the most common greenhouse control systems, allowing growers to automate cooling strategies and better manage their growing environment.

From small residential greenhouses to advanced commercial and industrial facilities, we provide scalable cooling solutions designed to protect crops, improve efficiency, and support better growing outcomes.

Built Better. Built Stronger. Built Smarter. Built for Growers.

BUILT BY PHOENIX

Connect with us to find the right solution for your agricultural cooling needs.

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.

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**!

Communications Committee Corner

The Communications & Outreach Committee met June 25 and welcomed several new members, expanding its industry representation. During the meeting, repurposing testimonial footage from the NGMA's Annual Meeting video for future marketing, as well as the benefits of creating a shared Google Drive for promotional resources was discussed. Committee members also reviewed the Greenhouse Grower/NGMA Industry Insights Report, which received increased participation and was released in July. Click **HERE** to download a PDF of the report.

Looking ahead, the committee focused on expanding NGMA's presence and membership outreach at Cultivate'27, proposed survey opportunities, educational panels and workshops, and speaking opportunities at Cultivate and other industry events.

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Interested in becoming a sponsor? Click **HERE** to learn more.

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 **communications@ngma.com**

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