

RALEIGH 2017

STAINED GLASS ASSOCIATION OF AMERICA 108th Annual Summer Conference

July 31 — August 2, 2017

Pre-Conference Classes: July 29 & 30, 2017

Conference Registration: \$225

(2nd Registration only \$200)



Come Join the Conversation!

An SGAA Conference is a three-day conversation and we don't want you to miss a word! It is not just about wonderful lectures and classes; it is about talking to your peers — not your competition. Be there! Because you might just have the answer to my problem, the encouragement to my concern, the question I can answer.

It's a conversation on all levels. Whether 2 years, 20 years, or 200 years—we are all glass artists with the same tools and the same dreams. Raleigh will have—not only the art you love—but business information and trends that will help you to be successful in this art of glass.

The more members and guests who can attend the Raleigh 2017 Conference this year, the greater and more varied the conversation. We personally extend our hand to you. Come to Raleigh and shake hands with us and with each other.

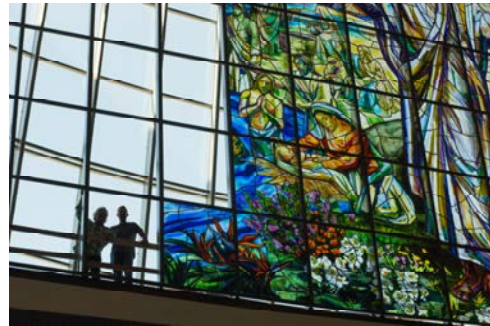
The conversation will begin in Raleigh, but as fellow SGAA members, we must continue the conversation. Open your SGAA *Sourcebook* and call! Ask questions, share your victories and your disappointments. We have been helped through the years by our fellow members and it is time to pay back that benefit.

Come be a part of the conversation of *The Art of Business and Glass*.

Raleigh 2017 Conference Co-Chairs:

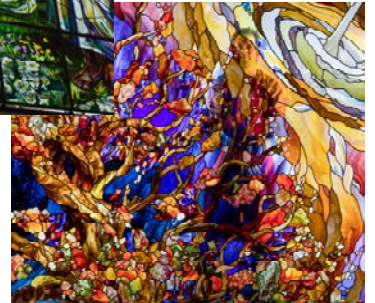
Al Priest, Salem Stained Glass

Christopher Haynes, A & H Art and Stained Glass



**DON'T
MISS!**

PRESENTATION OF TWO MAJOR INSTALLATIONS



Resurrection Window

Church of the Resurrection, Leawood, Kansas
The Judson Studios, Presentation by David Judson

***Largest kiln-formed window in the world!
37 feet high and almost 100 feet across.***

The Roots of Knowledge

Utah Valley University Library

The Holdman Studios, Presentation by Tom Holdman

200 feet long x 10 feet high

Stained Glass is seeing a new blending of traditional techniques with newly developed glass treatments. These two major installations are breaking records and forcing the stained glass world of art to take a fresh look at the medium of glass as an architectural art form. Do not miss this important opportunity to share in the future of the stained glass industry!

"The Art of Business and Glass"

The 2017 Annual Summer Conference

TENTATIVE CONFERENCE SCHEDULE

Saturday, July 29, 2017

9:00am— 4:00pm SGS Pre-Conference Classes

Sheraton Hotel

Restoration 101: Ralph Mills
Using the Vitrigraph Kiln: Megan McElf

Stained Glass Associates Studio

Replication Painting—Steve Cowan
Enamels Intensive—Jim Berberich

Sunday, July 30, 2017

9:00am— 4:00pm SGS Pre-Conference Classes

Sheraton Hotel

Peer Mentors—Piercey, Young & Harmon
Two Part Silicone Lamination—Bohle

Stained Glass Associates Studio

Replication Painting—Steve Cowan
Enamels Intensive—Jim Berberich

9:00am— 4:00pm SGAA Committee Meetings

4:00pm— 6:00pm SGS Board Meeting

4:00pm— 8:00pm Early Conference Registration

7:00pm—10:00pm SGAA Board Meeting

Monday, July 31, 2017

THE ESPLANADE

7:00am— Conference Registration Opens

OAK FOREST BALLROOM

8:30am—10:00am Round Table Discussion

10:00am—11:00am Restoration Forum: What Should I Charge for Restoration Projects with the Restoration Committee
Sponsored by Cascade Metals

11:00am—12:00pm The Opportunity—A Project and a Process with C. Diane Johnston

12:00pm— 1:30pm Accredited Showcase Luncheon
Judson and Pearl River Studios

1:30pm— 2:30pm The Simple Path with Jim Berberich
Sponsored by Denver Glass Machinery

2:30pm— 5:00pm **General Assembly**
First General Business Meeting

5:00pm— 6:00pm Freshen Up

6:00pm— 7:00pm Welcome Reception

7:00pm— 8:00pm Welcome Dinner
Sponsored by Wissmach Glass Co.

8:00pm— 9:00pm Keynote Speaker, Steven Cowan

Tuesday, August 1, 2017

THE ESPLANADE

7:00am—Conference Registration Opens

OAK FOREST BALLROOM

8:30am— 9:30am Estimating Custom & Restoration Projects with Don Samick

9:30am—10:30am Mentors' Forum with Jim Piercey Andy Young, and Dennis Harmon
Sponsored by Franklin Art Glass

10:30am—11:30am The Gilded Age
with Christopher Haynes

11:30am— 2:00pm **Second Business Meeting Luncheon**
Sponsored by Imagination International

2:00pm— 3:00pm It's Not a Matter of If...
with Eric Suevel

3:00pm— 4:00pm Making/Using the Vitrigraph Kiln
With Megan McElf

4:30pm— 6:00pm **Second Board Meeting**
Freshen Up

6:00pm— 6:30pm Awards Reception
Sponsored by S.A. Bendheim

6:30pm— 7:00pm Awards Banquet
Sponsored by S.A. Bendheim

7:00pm— 8:00pm An Explosion in the Future of Glass with Tom Holdman

9:00pm— Exhibition Teardown

Wednesday, August 2, 2017

STAINED GLASS TOUR

8:00am Gather for tour in Sheraton Hotel lobby

8:30am Buses depart from Sheraton Hotel

8:45am— 9:45am Holy Name of Jesus Cathedral

9:45am—10:30am Travel to Duke University

10:30am—12:30pm Duke University Chapel

Lunch in the Student Union

12:30pm— 1:15pm Travel to Raleigh

1:15pm— 2:15pm St. Luke the Evangelist

2:30pm— 3:30pm St. Raphael Catholic Church

3:30pm— 4:00pm Return to Sheraton Hotel

SGS Silent Auction

The Stained Glass School has received some wonderful and exciting items this year for the Silent Auction. Be sure to bring your check book and be ready to bid!

Have something to donate?

Call the SGAA Headquarters at 800-438-9581 or email to headquarters@sgaonline.com

Raleigh 2017 Presentations and Speakers

The Simple Path

with **Jim M. Berberich**

Sponsored by Denver Glass Machinery



Mr. Berberich will explore painting methods from over the years, then and now. He will focus on what works today. So many methods have been developed that the artist can be lost in the forest of techniques. The artist should approach stained glass painting by what works. The focus should be on the art—pick a style, pick a method and then keep it simple.

Jim has worked in the stained glass field as an independent glass artist for more than twenty-five years. He uses the matt and stipple techniques that have been applied in glass painting for centuries including trace lines, multiple shadings and the use of enamels.

The Rise and Fall of the English Stained Glass Studios

with **Steve Cowan**



Steve will give a brief overview of the 1000+ year history of stained glass in England, looking at how, and why, it flourished and declined during certain periods. Particular focus will be on the Gothic revival and Victorian eras. They saw the emergence of studios employing more than 100 workers, and their subsequent

disappearance as the twentieth century progressed. The overall aim of the lecture is to establish any lessons that today's stained glass studios, whether large or small, can learn from this past.

After obtaining a degree in Mechanical Engineering, Steve returned to his love of stained glass learned from his father working at John Hardman & Co. Steven now uses his skills to create new windows while preserving and restoring existing windows.

The Gilded Age

with **Christopher Haynes**



Crosby Willet inspired Christopher Haynes to reach into past stained glass methods and re-inspire them for current projects. Christopher will walk us through the gilded age of stained glass, it's popularity, basic techniques and how to employ gold gilding in modern projects.

Christopher Haynes has a degree in graphic design from East Carolina University. He has

designed stained and leaded glass for more than 18 years and has headed design, advertising and marketing for his family's studio, A & H Art and Stained Glass Studios, Inc.

REGISTER NOW!

Register online at www.stainedglass.org or call 800-438-9581. We are happy to register you over the phone and answer any questions.

An Explosion in the Future of Glass

with **Tom Holdman**



The medium of glass through the ages has seen ebb and flow. On the near horizon is another dawn of the age of glass. The world is looking for middle ground between the traditional and the modern—the use of "Transitional Glass".

How can your studio help carry glass to the next level? Tom will share how essential your passion is behind large commissions and the impact that is seen and felt.

From early childhood, as a severe stutterer, Tom found it easier to communicate through his art. At 21, he opened a stained glass studio out of his parents' garage and found patrons going door to door. Using these earnings, he traveled to Europe to study. On his return, he committed himself to create monumental works of art to touch the lives of millions.

The Opportunity—A Project and a Process

with **C. Diane Johnston**

The objective of this presentation is to focus on the various phases of a stained glass business opportunity and the activities included in each phase. From the perspectives of the "business entity" and the studio, there will be identification of probable/possible business process steps, and consideration of alternative actions/responses..

Making and Using the Vitrigraph Kiln

with **Megan McElf**

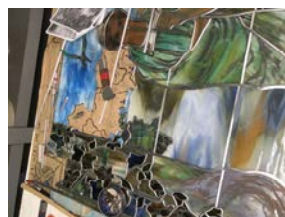


Vitrigraph kilns are small, simple, kilns that allow you to make your own stringers and murrini. At McElf GlassWorks, we use the vitrigraph equipment and processes developed at Bullseye in the early 1990s by Narcissus Quagliata and Rudi Gritsch. We have built an array of techniques specific to firing and incorporate those elements into stained glass work. Megan will discuss the idiosyncrasies of color choice and loading patterns that yield a variety of results. This is a great way to use up compatible scraps while creating an entirely new source of creative material.

Megan McElfresh (McElf) is a third generation stained glass crafts-woman who has studied creativity via glass her entire life. In 2011, she founded her own glass company, McElf GlassWorks, in Buffalo, NY. She spends her spare time investigating ways that sculptural kilnforming and stained glass techniques can be combined.

What should I charge for restoration?

With **Ralph Mills**



The topic for this year's Restoration Forum is the pricing of restoration work. Share your thoughts and concerns along with input from several veteran restoration studios. Avoid the pitfalls that can turn a profitable job into a loser. Learn how to be the windshield and not the bug!

Raleigh 2017 Presentations and Speakers

Estimating Custom and Restoration Projects with Donald Samick



Mr. Samick will present guidelines for structuring Estimating Sheets. Cost items, such as labor, materials, and overhead, relate to all businesses whether you are one person or a large studio. It is essential to develop a cost accounting system for every job to determine required materials

and labor. This information can then be used in determining future project costs. You cannot wait until the end of the year to discover if a project has a profit or a loss. Immediate cost accounting on every job is vital, allowing for adjustments as projects progress. Handouts will be provided.

Donald Samick is the owner of The J & R Lamb Studios, the oldest continuously operating stained glass studio in the United States, established in 1857. He is a certified stained glass appraiser.

It's Not A Matter Of If with Eric Suevel



What every studio, let alone every person, should be aware of and know long before it is necessary to dial 911. Eric will give an overview of studio safety and basic first-aid along with some day to day safety operations that should help keep you and any employees safer.

Eric owns Suevel Studios in Arlington Heights, IL with his wife Markay. He has more than forty years of stained glass experience, originally learning from his Uncle beginning around the age of nine. In addition to stained glass, Eric just retired from the Fire Department after 30 plus years of service as an Acting Lieutenant and Nationally Registered Paramedic with ACLS Certification.

SGAA Roundtable Discussion

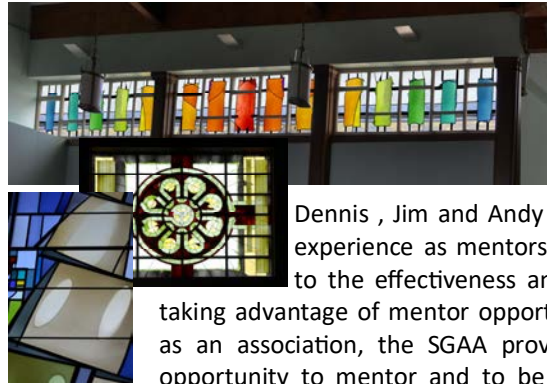
SGAA Roundtable discussions have been a very popular, exciting and educational inter-active opportunity for attendees to ask all of the tough questions, network, and explore new ideas with their peers. The feedback has been invaluable for both participants and the SGAA and the Stained Glass School.

Do you have a topic you would like included in the Roundtable Discussion? Email your suggestions to Al Priest at alssg@yadtel.net.

Mentor's Forum

with Dennis Harmon, Jim Piercey & Andy Young

Sponsored by Denver Glass Machinery



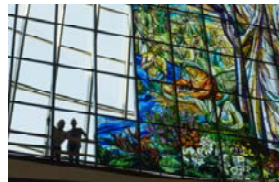
Dennis, Jim and Andy will discuss their experience as mentors. They will speak to the effectiveness and importance of

taking advantage of mentor opportunities and why, as an association, the SGAA provides the perfect opportunity to mentor and to be mentored. They will also poll the audience to discover types of products and the preferred brands that studios and artists commonly use.

Dennis, Jim and Andy are artist/designers and studio owners. They are also Professional Accredited Members of the Stained Glass Association of America. Plus they have in common a study of both traditional and modern stained glass design using traditional and new techniques.

Accredited Showcase

with Judson and Pearl River Studios



During the past two SGAA Conferences, attendees have been excited to watch The Resurrection Window unfold from its experimental planning to the first stages of installation. David Judson will share with us the final installment of the largest kiln-formed installation in the world.

Andy Young of Pearl River Glass Studio will discuss the design and implementation of a holocaust memorial garden for Beth Israel Congregation. The design includes seven glass sculptures in kiln-formed glass. He will also present examples of contemporary leaded stained glass and architectural art glass recently installed in a medical facility.



See you in Raleigh, North Carolina: July 31—August 2, 2017

Sheraton Raleigh Hotel
Pre-Conference Classes July 29 & 30

SGAA Annual Conference Sponsors

The SGAA Annual Summer Conference is made possible through the generosity of our sponsors. Please support these companies with your business throughout the coming year.

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Raleigh Stained Glass Tour

UPDATED: 2017 Annual Summer Conference Stained Glass Tour Two new and exciting installations added!

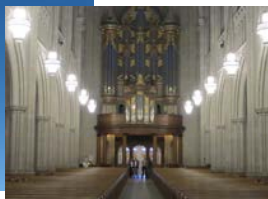
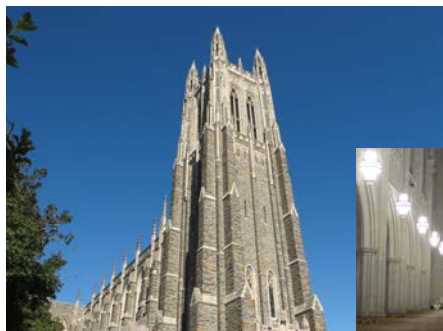
Holy Name of Jesus Cathedral: 715 Nazareth Street, Raleigh



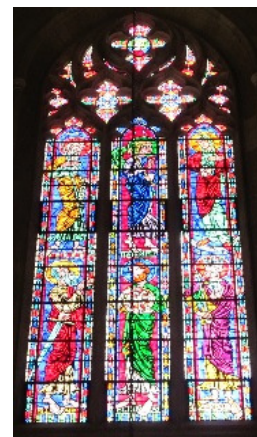
Joseph Beyer, of Beyer Studios, in Philadelphia, Pennsylvania will lead us through the restoration of the forty Ascension Windows designed and crafted by Paula Himmelsbach Balano, which have been repurposed for the new cathedral. Attendees will also be able to view fifty new windows, including two 12' rose windows that have been created by the Beyer Studio. They will also repurpose an 8' Balano rose window by enlarging it to 12'. The addition to the window will stay true to the original artist's style.



Duke University Chapel: 401 Chapel Drive, Durham



Duke University Chapel is the fulfilled vision of James B. Duke, founder of Duke University. He insisted that the central building of the campus be "a great towering church which will dominate all of the surrounding buildings." In less than three years, S. Owen Bonawit and a team of fifteen craftsmen, designed, created, and installed the entire cycle of more than seventy-seven windows depicting every major scene in the Bible.



St. Luke the Evangelist: 12333 Bayleaf Church Road, Raleigh



In January of 2014, St. Luke's was burned during an attack by a young man, who then took his life. The church and its parishioners are moving forward, with prayers for the young man and plans for building a new church. Salem Stained Glass salvaged what little remained after the fire and has now been commissioned to create a total of twenty-nine windows, including a rose window to be installed behind the choir loft. By the time we tour Raleigh, we will be able to view six installed pictorial windows and the rose window. The subject of the windows are all parables from the gospel of St. Luke.



St. Raphael Catholic Church: 5801 Falls of Neuse Road, Raleigh



Created by Elizabeth Devereaux, the patron saint of this parish suggested the theme "The Beat of Wings". The problem of glaring light, was mitigated by using a translucent light glass. The suggestion of feathers and wings was achieved by using white on clear streaky handblown glass with its unique patterns. The design was painted and kiln-fired with gold luster, silver stain, and colored enamels to create the free form watercolor effect. The top layer of 24 karat gold luster is reflective at night. Elizabeth will join us to describe the process she used to design and create the windows.



Raleigh 2017 Registration Form



Official Conference Hotel: Sheraton Downtown Raleigh

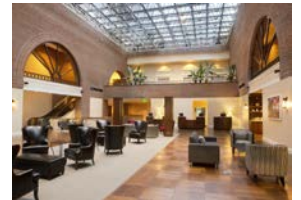
421 South Salisbury Street, Raleigh, NC 27601

Call 919-834-9900 to make your reservations now!

Single/Double Rooms \$129 per night

Free internet in rooms included. Parking is discounted to only \$18 per day.

SGAA Rates are available through June 29, 2017.



By 2017, The Sheraton will have undergone a complete renovation. This new upgrade will offer beautiful, spacious rooms with access to high speed internet, heated indoor pool and Jacuzzi, and a 24/7 fitness room that features strength-training machines, weight benches and Life Fitness Signature Series cardio equipment.

Dining: The Sheraton is located in walking distance of all the most popular restaurants, hottest attractions, nightlife, and shopping. The Sheraton is host to the very popular *Jimmy V's Osteria + Bar*. Italian-American cuisine offering traditional comfort foods made with locally grown ingredients featuring breakfast, lunch and dinner. Start your day with cinnamon pecan pancakes and finish with wood-fired pizza!

Meeting friends or just need a quick cup of coffee? Visit the *Café Sienna* in The Sheraton lobby. A variety of coffees, drinks, pastries and sandwiches are available for excellent but quick and easy dining.

Airport Transportation: A number of Share-Ride and Shuttle options are available in the baggage claim area of the Raleigh Durham Airport (RDU).

CONFERENCE REGISTRATION FOR SGAA MEMBERS

Not an SGAA Member? Save \$100 on your Registration Fee! Become an Affiliate Member for only \$50

REGISTRATION #1: \$225 _____ \$225.00
REGISTRATION #2: \$200 _____

Please Note: Registration names will be used to make conference name badges.

I want to become an SGAA Affiliate Member for only \$50: _____

TOTAL ENCLOSED for SGAA Conference Registration: _____

Please email Raleigh Exhibition Information as soon as it becomes available to:

Email Address: _____

PAYMENT INFORMATION:

Check Enclosed. Make checks out to SGAA.

Visa, MC, AmEx Disc.: _____ Exp.: _____

Name as it appears on the card: _____

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City, State, Zip _____

Phone: _____ Email: _____

SGAA Refund Policy

After May 30, refund with \$50 donation to the SGAA conference.

No refunds after July 1st.

All Registration fees become donations to the SGAA Conference