

FIRST EDITION | 2017

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SMACNA GREATER CHICAGO

**LETTER FROM PRESIDENT** | Ken Wiesbrook

A LETTER FROM THE PRESIDENT

SMACNA Greater Chicago Members –

As this association's newest president, I am both honored and humbled to represent Chicagoland's most knowledgeable, forward-thinking contractors in the sheet metal industry.

I have been involved with SMACNA at the local level for a number of years, participating on the Negotiating, Grievance and Labor-Management Cooperative Committees, and feel the organization provides tremendous value to member contractors. To reap the full benefits, we have to be willing to get off the sidelines and jump into the game.

When SMACNA of Northeastern Illinois and SMACNA Chicago joined forces in 2014, we created a bigger voice in the HVAC and sheet metal industries as SMACNA Greater Chicago. Merging the two boards created a diverse sampling of what I believe better represents who SMACNA is nationally. Our organization gains strength in numbers — but we need to encourage more of our industry peers to get involved. Becoming active and engaged in this organization reduces the stigma that we are competitors. Yes, we may bid on many of the same projects, but together as part of a unified organization, we work toward gaining world-class educational and networking opportunities that make us all better businesses at the top of our industry.

Part of that education includes familiarizing ourselves with the issues facing the industry, and turning those obstacles into opportunities.

In February, Missouri became the 28th right-to-work state in the nation, which means all states bordering Illinois have now established a version of the law. The passage of right-to-work laws led some state legislatures to quickly move to repeal or limit state prevailing wage laws and/or limit the use of project labor agreements on municipal, county or state projects. As a union organization in a state with an already weakened economy due to no state budget and a political impasse, this is concerning. Studies show that wages paid in right-to-work states are lower, worker safety and health is compromised and the amount spent on worker education and training is less. We must collaborate and present a united front to continually elevate not only the sheet metal industry, but also the union construction market as a whole.

Educating legislators, businesses and workers outside our association on important issues is a must — but education can be strengthened within our association, as well. That's why you'll see changes coming to the structure of the organization during the next several years. Our goal with this is to energize all our members and further position SMACNA Greater Chicago as the premier sheet metal contracting organization in the country.

Ken Wiesbrook, President
SMACNA Greater Chicago

NEW SMACNA GREATER
CHICAGO OFFICERS
Leadership within our association

NEW OFFICERS ELECTED



KEN WIESBROOK

President

Wiesbrook Sheet Metal, Inc.



JOSEPH PASSANNANTE

Vice President

Cleats Manufacturing Co., Inc.



MICHAEL OBROCHTA

Secretary-Treasurer

OB Industries, Inc.



TECHNICAL UNIVERSITY | A great opportunity

DON'T MISS SMACNA'S TECHNICAL UNIVERSITY

Understanding the SMACNA Technical Standards is a key element of facility design, construction and operation. At Technical University, you'll have one-and-a-half days of intensive education to learn methods and concepts that will enhance your ability to provide a well-designed, constructed and operational facility.

Each session will have hands-on demonstrations and exercises. Don't miss this opportunity, set for March 21-22! **Attendance is limited to 50 people and registration is on a first come, first choice basis. Check your mail for the registration flyer.**

2017-2018 COLLEGE OF FELLOWS SCHOLARSHIP | Don't miss this important deadline!

DEADLINE APPROACHING FOR COLLEGE OF FELLOWS SCHOLARSHIP

The SMACNA College of Fellows Scholarship Program is accepting applications for the 2017-2018 academic year.

The SMACNA College of Fellows Scholarship Program seeks to identify talented youth and potential future leaders within the SMACNA extended family and provide them with financial tools to further their education and

develop their leadership skills.

The Scholarship Program is open to eligible students from the SMACNA extended family who are pursuing any course of study at an accredited four-year college or university; however it is hoped that a career in a field related to the sheet metal industry will be considered. Students may include SMACNA contractors, employees of

SMACNA contractors, SMACNA Fellows, employees of national and local SMACNA chapters, SMACNA National Associate Members and family members of any of these groups.

Applicants from the SMACNA Greater Chicago chapter are eligible for the Marty & Vic Comforte Endowed Scholarship, as well as the national scholarship.



**APPLICATIONS FOR SCHOLARSHIPS MUST BE
POSTMARKED OR EMAILED BY 03.31.17.**

Application and eligibility requirements can be found at SMACNA.org.



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CAPITOL HILL UPDATE | The state of the industry in Washington, D.C.

CAPITOL HILL UPDATE: MAJOR TAX REFORM STARTING IN CONGRESS

Leaders in the House and Senate have outlined an ambitious tax reform agenda for the first nine months of the 115th Congress, and it appears to require two separate reform packages.

The House Ways and Means Committee has begun the long process of reforming many parts of the Internal Revenue Code by establishing a variety of task groups focusing on code provisions. Once the task groups report to the Committee, a reform package will be assembled. SMACNA and its allies have provided input and guidance on key industry provisions to the Committee.

SMACNA is working to ensure that the energy and related tax incentives will be part of this package, including 179D, waste-heat-to-power, thermal energy and combined heat and power tax incentives that expired on January 1.

SMACNA and its coalition partners worked all last year to extend energy retrofit and industrial efficiency provisions with the assurances of early action in 2017 by Senate Finance Committee Chairman Orrin Hatch (R-UT), most tax committee members and Senate Majority Leader Mitch McConnell (R-KY). When Congress

decided to adjourn early in December they left these provisions on their desks. Leaders of the House and Senate Energy Committees have committed to passing comprehensive energy legislation in 2017.

DAVIS-BACON AND PLAS UNDER ATTACK

SMACNA and its allies in the Construction Employers of America (CEA) joined forces to beat back Senate efforts to repeal project labor agreements (PLAs) as part of the Senate Concurrent Resolution (S. Con. Res.) Budget legislation in the first weeks of the 115th Congress. While S. Con. Res. passed the Senate, it did not contain the provisions introduced by Sen. Jeff Flake (R-AZ). SMACNA's position supported the option of considering and utilizing PLAs where deemed in the best economic interest of the project owner on behalf of the taxpayer on public work.

PLA opponents also have begun targeting Executive Order 13502, which allows the federal owner to consider PLAs on federal construction projects but does not mandate their use. SMACNA and the CEA each contacted the White House repeatedly to support Executive

Order 13502 and the continued federal consideration of PLAs where appropriate.

As soon as the 115th Congress convened, Sen. Flake introduced legislation to repeal Davis-Bacon on countless billions in federal infrastructure projects yet to be considered or approved. SMACNA contacted Hill offices and media outlets to express strong opposition to the Transportation Investment Recalibration to Equality (TIRE) Act, offered by Sen. Flake.

The TIRE Act would eliminate the Davis-Bacon Act's prevailing wage language on federal infrastructure legislation, especially bills providing funds for federally assisted infrastructure construction. SMACNA also informed Senate offices of the irony during a time when the Congress, the Trump Administration and much of the construction industry are expressing alarm over insufficient numbers of skilled construction workers, that Congress would debate legislation to undercut wages, training and standards for those making up much of the infrastructure workforce.

SMACNA has supported prevailing wage laws covering federally assisted projects in housing, energy efficiency and infrastructure legislation, regardless of political changes to Congress or the executive branch, where construction quality and a national funding role are paramount. The legislation awaits consideration in Senate Environment and Public Works Committees, but will most likely be proposed as an amendment to appropriations or infrastructure authorizing bills so it could come up at any time the related legislation is on the floor for debate. SMACNA will continue to closely monitor and oppose the TIRE Act and related attempts to undercut prevailing wage regulations and legislation during the 115th Congress.

**HOUSE PASSES ENERGY
EFFICIENCY LEGISLATION
FOCUSING ON GOVERNMENT
DATA CENTERS**

In its first week of the 115th Congress, the House moved to easily pass legislation to boost energy efficiency, expand performance contracting and improve cybersecurity for government operation centers.

H.R. 306, the "Energy Efficient Government Technology Act," was introduced by Rep. Anna Eshoo (D-CA). It would task agencies with developing a strategy to buy and use energy-efficient information technologies, including those related to data, teleworking and building management. On the House floor, Rep. Eshoo noted that existing technologies could halve electricity use at the federal government's more than 2,000 data centers. "The federal government is our nation's largest energy user, and we should lead by example in this area," Rep. Eshoo said.

The remainder of last year's energy package will be reconsidered by mid-year after the new Congress has a chance to complete its reconsideration and after adding some new provisions favored by the new Trump Administration Energy Department.

BLACKHAWKS GAME NIGHT RECAP | United Center, February 26

SMACNA GREATER CHICAGO'S WINTER "FACE-OFF"



SMACNA Greater Chicago hosted a game night at Chicago's United Center on Sunday, February 26 — a faceoff between the St. Louis Blues vs. the Chicago Blackhawks. What better way to say good-bye to winter than by watching two great NHL teams battle it out on the ice!

This event is always a big draw for our members and we're glad to be able to provide such a great backdrop for connecting with members and catching up with one another. Once again, this year's event sold out quickly. The final

score, the Blackhawks defeating the St. Louis Blues 4 to 2, is a bit deceiving as the game was tied until the last five minutes when the Hawks lit the lamp to move ahead by one. The fourth goal was an empty netter. A great game to watch, even if you bleed blue.

Thank you to everyone who attended and helped make this such a successful event. We hope to provide this opportunity again next year!

SMACNA
GREATER CHICAGO



MARKETING | Are you top-of-mind?

INCREASE YOUR INDUSTRY PRESENCE

Maintaining contact with your customers is important, and a company newsletter can be the marketing tool for accomplishing that. A good newsletter can set you apart from your competition, increase awareness of your business to prospects and keep you in front of regular customers.

Your newsletter doesn't need to be lengthy; in fact, keep it easy to read for those who don't have a lot of time to delve into complicated articles with multiple pages. To print or not to print? Either version works. For even greater impact, you can do both; a hard copy printed piece and an online/emailed version.

- 1** **Inform your readers.** include information about what you offer your clients and explain a success story that showed you came in under budget and/or on time.
- 2** **Position your brand.** Make sure the physical look reflects your company's brand and that it's written professionally with proper spelling and grammar.
- 3** **Educate.** Provide information that helps solve a common industry problem, or better yet, a unique problem. This establishes your expertise!
- 4** **Add value.** Explain a new technology. Keep your clients "in the know" on industry advancements; they'll come to you for more.
- 5** **Share.** Be sure to include a link to your website. Readers will know exactly where to go to find out more about you. More visitors to your website increases your ranking in a Google search.

Through a newsletter you can establish and maintain a relationship with your existing clients and build new ones. You are selling yourself without the sales pitch and positioning yourself as the company to trust when they need your services.

SAVE THE DATE | Annual Conference

SEE YOU IN WEST VIRGINIA

ANNUAL CONFERENCE '17



THE GREENBRIER

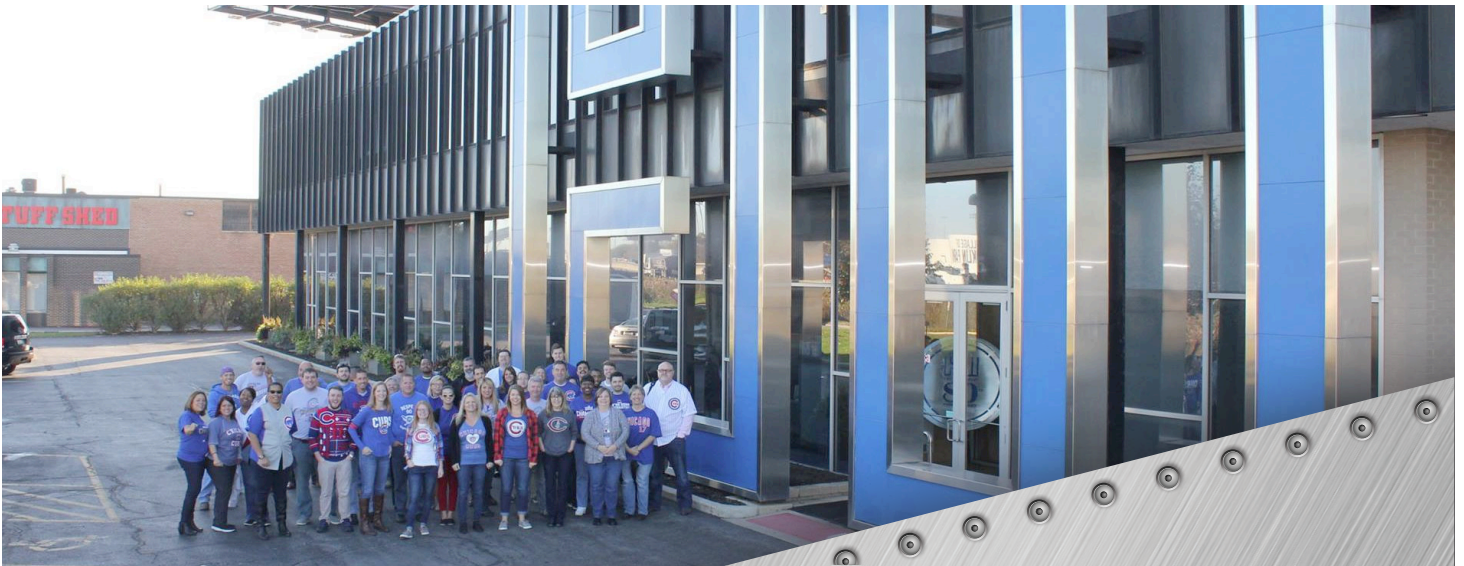
White Sulphur Springs, West Virginia



This year's Annual Conference will be at The Greenbrier in White Sulphur Springs, Virginia, from May 18-21.

Surrounded by the wondrous Allegheny Mountains, The Greenbrier is a National Historic Landmark and world-class resort. Since 1778, guests have enjoyed championship golf, fine dining, a world-renowned mineral spa and more than 55 activities with something for everyone to enjoy.

Combined with these luxury amenities and services, SMACNA Greater Chicago will provide an informative program and pertinent industry information for each member in attendance. Save this date and plan to attend the 2017 Annual Conference. Additional details will be forthcoming.



MEMBER RECOGNIZED | SMACNA Greater Chicago member The Hill Group recognized as a top specialty contractor by ENR

ENR MIDWEST NAMES SMACNA GREATER CHICAGO MEMBER A TOP SPECIALTY CONTRACTOR

THE HILL GROUP CLAIMS SPOT IN TOP 5



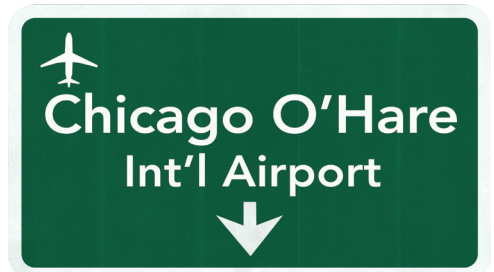
The Hill Group, a SMACNA Greater Chicago contractor, was recently named a 2016 Midwest Top 50 Specialty Contractor by the Engineering News Record (ENR) magazine's Midwest edition. The firm claimed the No. 4 ranking this year, securing a top 5 spot for at least 12 consecutive years.

"One of the reasons we've been able to maintain that status is because we leverage technology, enabling us to be involved in modular construction and extensive heavy prefabrication for a diverse group of clients," said Jim Billard, vice president of risk management at The Hill Group. "Adopting the industry's most cutting-edge technology early on shows

that we're reacting to the marketplace. It keeps us sustainable as a company, while staying current with industry trends."

Since its founding in 1936, The Hill Group has become one of the nation's largest, most comprehensive mechanical design, construction, service, operations and facilities management companies. The company employs more than 800 professionals at its Franklin Park, Illinois, office.

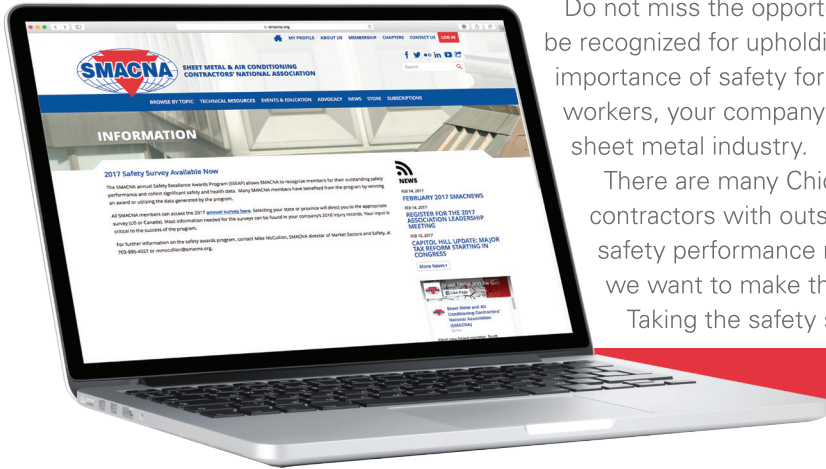
With the construction market currently experiencing growth, particularly in the commercial sector, specialty contractors are staying busy. According to ENR, the top 10 firms in the annual survey reported a 10.44% increase in revenue in 2015 over the previous year, with The Hill Group bringing in about \$260 million. This year, the firm's largest project was a \$62 million replacement of chillers and upgrade of a cooling tower at O'Hare International Airport.



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2017 SAFETY SURVEY | All entries must be received by May 5, 2017

SMACNA'S 2017 SAFETY SURVEY IS NOW AVAILABLE ONLINE!



Do not miss the opportunity to be recognized for upholding the importance of safety for your workers, your company and the sheet metal industry.

There are many Chicago-area contractors with outstanding safety performance records and we want to make that known.

Taking the safety survey

doesn't take long, it's available online and all information remains confidential.

Receiving a safety award is a great way to be rewarded for your dedication and commitment to safety, but it also helps promote the sheet metal industry to a higher level.

Go to the SMACNA Safety webpage to complete your survey. All entries must be received by May 5, 2017.

SMACNA.ORG/SAFETY

I WANT SMART | Don't miss out on becoming a SMART contractor

SMART PARTNERSHIP SEES GREAT SUCCESS

Since it first launched in March 2014, the "I Want SMART" marketing campaign of Sheet Metal Workers' Local Union 265 has proven a tremendous success. The program, funded by contributions to the Labor Management Cooperative Committee (LMCC), promotes the residential service and retrofit contractors of Local 265 who use the Residential Rebate Program.

The campaign has attracted the attention of more area unions and contractors as it has matured. The Sheet Metal Workers' Local Union 73's LMCC recently joined the partnership,

eager to expand the rebate program to residential contractors in Cook and Lake Counties.

As the "I Want SMART" strategy has gained traction within the industry, new opportunities are constantly identified to target new customers — such as advertising on multiple radio stations, sponsorship of leading local talk and sports radio shows, creation of a responsive website, a strong focus on SEO and other digital components.

For more information on how to become a SMART contractor, visit **www.iwantsmart.com**.





OSHA UPDATE | NEW Reporting Measures for 2017

OSHA'S ELECTRONIC REPORTING FOR 2017

OSHA is making injury data publicly available in the hopes of encouraging employers to focus on safety. Beginning in 2017, employers are required to electronically send their OSHA injury and illness data.

NOT SURE HOW THE NEW RULE APPLIES TO YOU?



Contractors with 20-249 employees need to electronically submit information from OSHA Form 300A by July 1, 2017.



Contractors with 250+ employees are required to electronically submit injury and illness information from OSHA Form 300 (OSHA log), Form 300A (log summary) and Form 301 (injury/illness incident report) by July 1, 2017.

It is also important to know what NOT to record. "Over-reporting," or recording injuries and illnesses unnecessarily, can lead to a falsely inflated OSHA incidence rate.

Confused? Have questions? SMACNA has teamed up with Intec Inc. to provide free webinars on the new OSHA rule. Visit SMACNA's national newsletter for more information or to sign up for a webinar. You can also visit osha.gov/recordkeeping to gain more information.



FLEXMASTER U.S.A. JOINS
SMACNA GREATER CHICAGO

WELCOME NEW MEMBER

SMACNA Greater Chicago welcomes our newest Associate Member. We're off to a good start for 2017, and we're confident our new member list will continue to grow.

FLEXMASTER U.S.A.®
A MASTERDUCT COMPANY

NEW ASSOCIATE MEMBER

FLEXMASTER U.S.A.

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HAPPENINGS | 2016 SMACNA Greater Chicago Annual Holiday Dinner & Dance

'16 HOLIDAY DINNER & DANCE RECAP

Every year, we look forward to the Annual SMACNA Greater Chicago Holiday Party. Our 2016 party was no exception! Held at the beautiful Butterfield Country Club, the event was well-attended with more than 160 members and guests who enjoyed cocktails, dinner and dancing to the energetic music of The Talk of the Town.

Getting together with colleagues and catching up on various topics, whether personal or business-related, is a great way to end the year and prepare for a new one.

We hope to see everyone at our 2017 festivities slated for December 9, 2017.







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