

SMACNA GREATER CHICAGO

# METAL PRESS

ASSOCIATION NEWSLETTER

MEMBER FEATURE:  
MIDWEST  
MECHANICAL

P. 9-10



RECAP: HOLIDAY DINNER DANCE

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SMACNA GREATER CHICAGO  
WELCOMES 3 NEW BOARD MEMBERS

P. 7-8

**SMACNA**  
GREATER CHICAGO

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## METAL PRESS QR CODES



You'll find QR codes throughout the newsletter that take you to additional content online, including relevant links or event and class registration.



LETTER FROM THE PRESIDENT

## ■ GROWING OUR CHAPTER: RECRUITMENT, EDUCATION & MORE

In January, our Board of Directors had the opportunity to connect, discuss important industry topics and challenge each other during our annual Board Retreat. Eric Anderton, a well-known leadership advisor and executive mentor for the construction industry, joined us to facilitate the two-day event. I was pleased to see our three newest board members (details on page 7-8) get involved right away. Collectively, we had a lot of productive conversations to help our association leaders grow not just as professionals, but to put our association on the path to future growth.

To help facilitate that growth, education remains a top priority for SMACNA Greater Chicago. We continue to strive to offer valuable educational training and opportunities that benefit our contractors and their workforce. Recruitment is also vital to our association's growth. This summer, we hope to participate in the Heavy Metal Summer Experience (HMSE), a free 6-week program designed to generate interest in the building trades and promote apprenticeship opportunities to high school students and recent graduates. HMSE — the brainchild of former SMACNA President Angie Simon — was first piloted in California in 2021 and has since gained nationwide attention.

Other initiatives to be on the lookout for as we continue through spring and into summer include:

- The introduction of Local 265's Light Retail Rebate Program: This is similar to the Residential Rebate Program, but geared toward light retail equipment replacement projects, including rooftop units and split systems.
- A revival of Breathe Easy Illinois: The pandemic put all eyes on the importance of indoor air quality, and in response, SMACNA Greater Chicago created the Breathe Easy Illinois campaign. As of January 1, 2023, there are new federal tax credits and other financial incentives for customers looking to make various energy efficiency improvements. Now's the time to revisit our IAQ initiative and update it with available incentives and other ways to make sure it continues to be useful to our contractors.

Don't forget about the Annual Conference coming up in May! Details on this popular networking event can be found on page 4. Looking forward to seeing many of you there!

Hank Artlip  
President, SMACNA Greater Chicago

### WORDS FROM THE PRESIDENT

SMACNA Greater Chicago president Hank Artlip recaps the January board retreat and details upcoming association initiatives, including education, recruitment and more.



### 3 BIG THINGS

As a business leader, it's important to make time to attend events and gain a fresh perspective on the challenges we all face from some of the top minds in our industry. Check out our top three industry events — including local and national options — to put on your calendar this year.

# 3 BIG THINGS

## TOP EVENTS TO PUT ON YOUR CALENDAR THIS YEAR

It can be hard to step away from your business, especially for a few days. But if you have the opportunity, it's important to make time to attend events and gain a fresh perspective on the challenges we all face from some of the top minds in our industry. In 2023, there are countless events to choose from, so we've made it easier for you. Check out our top three industry events — including local and national options — to put on your calendar this year.

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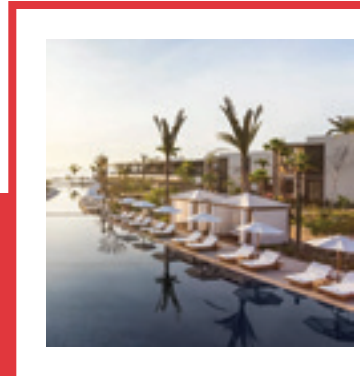
### YES EVENT THE HAVE IT ALL LIFESTYLE

MARCH 9  
PUTTSHACK  
OAKBROOK CENTER

Brought to you by SMACNA Greater Chicago, this Young Executives of SMACNA (YES) event will bring back popular speaker Alex Willis to talk about “The Have It All Lifestyle.” Our society loves achievement, qualifications, status and success ... but what’s the point if you’re always stressed, overwhelmed and don’t get to see the people who matter most?

His training session looks at the whole person and the whole life in context. Plus, attendees will be able to face off in a tech-infused game of mini golf while enjoying tasty bites and cocktails.

Learn about the Young Executives of SMACNA Greater Chicago at [SMACNAGreaterChicago.org/YES](https://SMACNAGreaterChicago.org/YES)



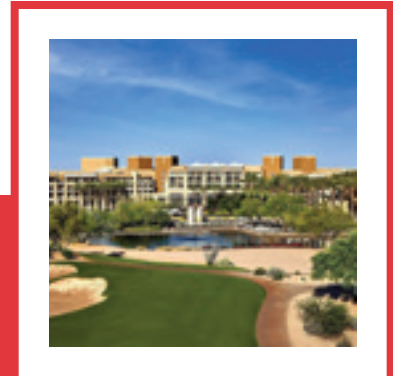
### SMACNA GREATER CHICAGO ANNUAL CONFERENCE

**SOLD OUT**

MAY 11-14  
CHILENO BAY RESORT  
CABO SAN LUCAS, MEXICO

The not-to-be-missed SMACNA Greater Chicago Annual Conference is set at the stunning Chileno Bay Resort, a tranquil escape overlooking the Sea of Cortez. Attendees will enjoy adventures along the most desirable beach in Los Cabos, a private championship golf course with breathtaking views and a variety of culinary experiences. This year’s business meeting will feature a presentation by SMACNA President Tony Kocurek, who will provide a comprehensive update on the activities of our national association.

For all the details, visit [SMACNAGreaterChicago.org/Calendar/Annual-Conference](https://SMACNAGreaterChicago.org/Calendar/Annual-Conference)



### 2023 SMACNA ANNUAL CONVENTION

OCTOBER 15-18  
PHOENIX, AZ

The 2023 SMACNA Annual Convention will take place at the JW Marriott Phoenix Desert Ridge Resort, a grand destination in the vibrant serenity of the Sonoran Desert. But more than just a luxurious getaway, SMACNA National does a great job of providing exceptional value to members through the innovative product show, informative presentations on industry trends and more content relevant to the bottom lines of our businesses. From owners to project managers and more, you’ll bring home valuable information to help elevate not only the way your company performs, but keep the entire industry moving forward and staying competitive.

Check [SMACNA.org](https://SMACNA.org) for more information and registration details as they become available.

LEGISLATIVE NEWS

Jessica Newbold Hoselton, IMSCA Executive Director, gives an update on the Spring 2023 legislative session.



# LEGISLATIVE UPDATE



## SPRING 2023

Jessica Newbold Hoselton | [JNewbold@BoldNewstrat.com](mailto:JNewbold@BoldNewstrat.com)

January 11 marked the beginning of Illinois’ 103rd General Assembly and the official start of the Spring 2023 legislative session. The Democrats managed to maintain their super-majority in both chambers, with 78 Democrats/40 Republicans in the House of Representatives, and 40 Democrats/19 Republicans in the Senate.

House Speaker Chris Welch will remain in his role, as will Senate President Don Harmon. The Republican caucus in both chambers elected new Minority Leaders. House Minority Leader Tony McCombie will lead the Republicans — making history as the first female to hold the position. The Senate Republicans will be led by Minority Leader John Curran.

As part of IMSCA’s annual Lobby Day in Springfield on April 26, IMSCA members (including those attending on behalf of SMACNA Greater Chicago) will go to the State Capitol Building and “drop in” on their elected officials to let them know of pending legislative issues being advanced by, or of concern to, IMSCA and the Illinois subcontracting industry. SMACNA Greater Chicago members are encouraged to contact the appropriate elected officials ahead of time to let them know about your business/ company. It’s always easier to speak with General Assembly members about the potential impact of legislation (whether good or bad) when they already know about you and, particularly, if your business is located or employs individuals who live in that legislator’s district.

### THIS YEAR, IMSCA PLANS TO INTRODUCE TWO LEGISLATIVE INITIATIVES:

- Our top legislative priority will be a continuation of our previous work on retainage reform. IMSCA will seek an amendment to the Public Construction Bond Act to provide for a 5% cap on the amount of retainage withheld on public construction projects.
- IMSCA also plans to introduce legislation amending Section 24 of the Illinois Mechanics Lien Act. Currently, this Section provides that a notice of lien must be served by a subcontractor on the owner by certified mail return receipt requested, with delivery limited to addressee only, or by personal service. This presents

practical problems for subcontractors and their attorneys or lien services. Problems that can arise include: the post office doesn’t always return the green card, service can be refused and the post office does not restrict delivery to addressee. Many laws that require serving a notice have been updated to also permit service by overnight delivery companies such as Federal Express, UPS or by any means that provides written, third-party verification of delivery. IMSCA’s goal in updating Section 24 is to ensure lien rights are not lost because someone refused to sign a green card, or the post office failed to return it to the sender.

During each legislative session, an average of 5,000 to 6,000 new pieces of legislation are introduced. As the Spring 2023 legislative session moves forward, you’re encouraged to pay close attention to calls to action and ways you can help communicate IMSCA’s message on important issues to members of the Illinois General Assembly.

We are confident that by working alongside our members, IMSCA and our valued members will have another legislatively successful year.

For more information or questions, contact Jessica Newbold Hoselton by calling 217-523-4361 or emailing [JNewbold@BoldNewstrat.com](mailto:JNewbold@BoldNewstrat.com)





# SMACNA GREATER CHICAGO WELCOMES 3 NEW BOARD MEMBERS

## 3 NEW BOARD MEMBERS

We're excited to announce three new additions to the SMACNA Greater Chicago Board of Directors.

**S**MACNA Greater Chicago is pleased to announce three new additions to our Board of Directors: Mike Catanzaro, AMS Industries; Alex D'orsi, Partner in MK Industries, Inc.; and Catherine Tojaga, CT Mechanical. We're excited to welcome fresh new perspectives from each of these industry leaders.



### ALEX D'ORSI

*MK Industries*

Alex D'orsi, a Northern Illinois University graduate, brings more than 20 years of professional industry experience through a variety of roles, including engineering, estimating, selling, project management and managing.

"I'm honored to be on the board and look forward to working together with our members to better SMACNA locally and nationally," Alex said. "I'm excited to be able to bring my knowledge, view on the industry and experiences to the board and look forward to learning from other board members as we tackle any issues or problems that come our way."

Immediate challenges Alex hopes the board can address and find sustainable solutions for include the shortage of workers and ongoing supply chain issue.



### MIKE CATANZARO

*AMS Industries*

A 25-year HVAC professional, Mike Catanzaro began his career in estimating in 1998, then transitioned to a project management/sales role. After 17 years with his first company, he moved to AMS Industries in 2014. Through the years, Mike

has held several positions and currently manages the office commercial group and field as Vice President of Commercial HVAC.

In his new role as a SMACNA Greater Chicago board member, Mike would like to see the group take on the challenges of recruitment, growth in the association and enhancing the educational programs.

"I'm excited and honored by this opportunity to serve on the board," Mike said. "I look forward to being a difference maker in the industry for years to come."



### CATHERINE M. TOJAGA, P.E.

*CT Mechanical*

CT Mechanical President, Catherine Tojaga, P.E., founded her company with the goal of creating a business that emphasizes honesty, collaboration and customer service. CT Mechanical's finely tuned mix of smart solutions, strong relationships and zero B.S. approach redefines mechanical contracting and is a direct result of Catherine's hands-on leadership.

During her 25+ years in HVAC construction, Catherine has been recognized by numerous publications, and is a founding member of She Builds — an organization dedicated to recognizing and connecting women in the construction industry. Most recently, she has become the first woman to serve on the SMACNA Greater Chicago board of trustees.

A trailblazer for women in a male-dominated field, Catherine is thrilled with this opportunity to break down barriers, redress inequities within the industry and forever change the face of traditional mechanical contracting.



# MIDWEST MECHANICAL: FOCUSED ON ENERGY EFFICIENCY & MAINTENANCE PROGRAMS

## MEMBER FEATURE: MIDWEST MECHANICAL

Midwest Mechanical was founded by the late Ken Beard in 1974. Today, the company partners with clients to help control the cost of their HVAC system through maintenance programs, operations and retrofit projects.

**M**idwest Mechanical was founded by the late Ken Beard, a former engineer for the Trane Company. In 1974 — shortly after moving to the Chicago area with his wife, Susan — he started Midwest Trane as a construction company. Through the years, the company’s focus shifted to HVAC service and design build, with an emphasis on energy efficiency.

**“OUR PRIMARY FOCUS IS TO HELP CUSTOMERS TAKE BETTER CARE OF THE EQUIPMENT THEY ALREADY OWN.”**

Paul Szymczak | *Vice President of Sales*

Today, the company now known as Midwest Mechanical is led by President Sam Giampapa, who also spent his formative years at the Trane Company. Under his leadership, Midwest Mechanical has nearly doubled in recent years with substantial organic growth along with the acquisition of six HVAC service companies — the most recent of which was Murphy & Miller.

Paul Szymczak, Vice President of Sales, got his start in the industry at Midwest Mechanical as a cold call maintenance agreement salesperson. He returned to the company two years ago as part of the Climated Service Group acquisition.

“There are four brothers who owned the Climated family of companies, and they were the largest employer of sheet metal fabricators in Chicago,” Szymczak said. “HVAC mergers and acquisitions have been hot the last few years. With the Climated Service Group acquisition, I ended up back at Midwest after a long hiatus — sort of like a homecoming moment. I’m very happy to be back and very happy to see many of the associates I worked with 25 years ago are still here!”

Midwest Mechanical partners with clients to help control the cost of HVAC system operations through maintenance programs, operations and retrofit projects. Their work can be seen in a variety of markets, including commercial, industrial/ manufacturing, mission critical facilities, research

facilities and gain long-term ROI.

“There’s a trend toward electrification, and also heat recovery, which is taking heat from some part of your process and reengaging it elsewhere,” Szymczak said. “It’s friendlier to the planet and helps customers reduce their carbon footprint. Building automation systems (BAS) and controls are also becoming more prevalent for businesses. Rather than running equipment in the fully occupied mode from 5 in the morning until 8 at night, BAS help managers be more mindful of when the space is occupied utilizing sensors and software to do things like change temperature setpoints.”

Although Midwest Mechanical has experienced dramatic growth in recent years, Szymczak says they



and development, healthcare and more. Currently, Midwest Mechanical is in the middle of a retrofit project for TerraCycle, an innovative waste management company.

“Our primary focus is to help customers take better care of the equipment they already own,” Szymczak said. “Maintenance is our core, and we help maintain upwards of 2,000 facilities. When their mechanical systems have outlived their useful life, we’re there to provide our customers with energy efficient options.”

Midwest Mechanical provides customized energy programs to improve building efficiency for clients throughout Chicago, along with a variety of indoor air quality devices. Additionally, the company is a trusted design build partner with a goal of helping clients control the costs of owning and operating their

still feel the impact of the skilled labor shortage.

“We’re always looking to bring on more technicians and tradespeople, but there aren’t as many young people wanting to get into the trades as there were a few decades ago,” he said. “We have people who teach HVAC at the College of DuPage, others who have volunteered for industry learning days at various Chicago associations, and the company is also getting more involved in community activities. That seems to resonate more with the younger demographic, along with more technology and training.”

Midwest Mechanical is one of SMACNA Greater Chicago’s newest member companies, but they’re excited to continue developing relationships and lasting partnerships with other industry leaders.

LEARN MORE ABOUT  
MIDWEST MECHANICAL



- 1. Open your camera
- 2. Hover it over this

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MARKETING

Did you know that a simple search of “sheet metal contractor Chicago” turns up more than 11 million results? Make 2023 your year to build or better your brand and set your business apart from the rest!



# BUILDING AND/OR BETTERING YOUR BRAND IN THE NEW YEAR

**W**ill 2023 finally be the year you set your business apart in the public relations and digital marketing sense of the word? Your customers know what you bring to the table, but what about the countless other people who search for you but find someone else?

A simple search of “**sheet metal contractor Chicago**” turns up more than **11 MILLION RESULTS**

You’ve no doubt built something special through the years. But it’s all too easy to stay comfortable, which can mean flying under the radar and going unnoticed in the greater online world. This year, consider how investing in your business from a marketing standpoint can help boost your ROI.

## BUILD YOUR WEB PRESENCE

Hire out the design and development of a mobile friendly website. Think about the first impression you have when visiting an outdated, hard-to-use website vs. a modern, clean and user-friendly one. Which company are you more likely to trust and revisit?

If this is your first website, you’re not alone: 28% of small businesses still don’t have one even though it’s the most efficient, central way to build your online presence.

## INVEST IN YOUR EMPLOYEES

There are many ways to go about making your employees feel valued. Training programs, creating an enjoyable company culture and providing ample vacation time are just a few small things that go a long way. At the very least, the benefits include:

- Increased productivity among current employees
- Employee retention: According to a LinkedIn Workforce Learning Report, 95% of employees reported a desire to stay with a company longer if said company invested in them
- Attract future talent

## BUILD A BRAND TO DEFINE YOURSELVES

Developing a strong brand identity might not seem necessary but it’s much more than just a logo and a website. It’s your opportunity to define and tell your story before someone else does it for you. It reflects what you do and how you do it, not just what you say. Your personality, your purpose and your passion all mean something to those seeking you out.

**A mere 5% boost in customer retention can increase profits by 25-95%! Don’t miss out on the opportunity to build the dedication and longevity that comes with brand loyalty.**

## DEPLOY SOCIAL MEDIA TO CONNECT & ENGAGE

It probably sounds contradictory to utilize a digital, web-based tool to humanize your business but that’s exactly what social media does. Some use it as free market research or an educational tool, others use it to show their company culture and put faces to names, but all use it to become more “human” rather than just another business asking for money. Social media provides the otherwise rare opportunity to engage, and it’s one of the least expensive ways to connect with your audience.



If you don’t want to be seen as just another business then, like it or not, you have to meet people where they are ... and they’re online. Growing pains can be uncomfortable, but so can stagnancy. Change can be difficult, but it’s important to help move your business forward into a fresh new year!

## TECHNOLOGY SOLUTIONS

Today's construction software is designed to help streamline and simplify everything, from payroll and HR to project management and estimating. Check out some of today's top technology trends, all developed with our industry in mind.



# NEW TECHNOLOGY, NEW OPPORTUNITIES

**T**oday's construction software is designed to help streamline and simplify everything from payroll and HR to project management and estimating. Yet, the construction industry is notoriously slow at adopting technology. A 2020 National Construction Payment Survey by Levelset reported only 53% of construction businesses used some kind of digital application to coordinate real-time field work — and more surprisingly, 20% don't use any construction software at all!

No matter what your company struggles with, technology can help better your business. On the next page, we discuss some of the top software and technology trends this year, all developed with our industry in mind.

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## MOBILE DATA CAPTURE

Documenting a project from start to finish is critical. But let's face it ... your team can't be everywhere all the time (even though it seems like they're always traveling to and from jobsites). With mobile data capture, everything that's documented in the field can be instantly uploaded and accessible to others both on and off the construction site, which reduces communication delays. Collecting real-time data makes your team more efficient, helps save time (and errors) and allows project leaders and stakeholders to make more informed, data-based decisions.



## SENSOR TECHNOLOGIES

Wi-Fi connected sensors can be used to track materials and better manage construction equipment by collecting data that can be used to identify maintenance issues or repairs. Wearable sensors are also a powerful risk management tool on any jobsite. By collecting environmental and worker data, they can be used to prevent injuries and accidents through alerts and analytics. Using this technology, even on a small scale, can have big benefits. Consider incorporating PPE with wearable sensors into your next safety budget to better analyze and improve worker safety.



## DRONE TECHNOLOGY

Drone technology isn't new. They've long been used in the military, but are only recently being adopted in civilian industries like real estate and construction. Why? Because they're valuable tools with nearly limitless applications. Today's drones are equipped with GPS, cameras and thermal and infrared sensors, allowing them to quickly survey large landscapes and send data back for teams to better visualize large-scale projects. Plus, their aerial views are unmatched, giving clients a bird's eye view of a project's progress. Drones can also be used as site surveillance to help prevent damage or theft of site equipment — and keep projects moving on time and on budget.

Implementing new technologies can come with challenges, but the accessibility you'll get from today's connected devices keeps you in the know at all times, no matter where your jobs take you. Investing in technology is a worthwhile solution to solve inefficiencies, increase productivity and create new opportunities to boost your bottom line.





ASSOCIATE MEMBER FEATURE

# TRIMBLE: 40+ YEARS OF RESEARCH & TECHNOLOGY SOLUTIONS



## ASSOCIATE MEMBER FEATURE: TRIMBLE

Backed by 40+ years of industry research, Trimble has become a leader in providing solutions that improve productivity and solve construction's biggest challenges. Today, the company has evolved to include a full suite of advanced design tools, accurate insights, real-time data, management software and more to set projects of all sizes up for success.

**B**acked by 40+ years of industry research, Trimble has become a leader in providing solutions that improve productivity and solve construction's biggest challenges. GPS was the foundation of Trimble when it began in 1978. Today, the company has evolved to include a full suite of advanced design tools, accurate insights, real-time data, management software and more to set projects of all sizes up for success.

Joe Tomasino, director of sales and distribution for North America, has spent the last 13 years with Trimble in various roles — first, in software solutions, and currently as an expert in field/jobsite solutions.

“We play a big part in field solutions and connecting the office to the field,” Tomasino said. “The latest technology release is a field instrument called the Trimble Ri, built specifically for trade contractors to be able to leverage robotic technology for layout in

quick-lock onto prism, saving the operator time when searching for a target.

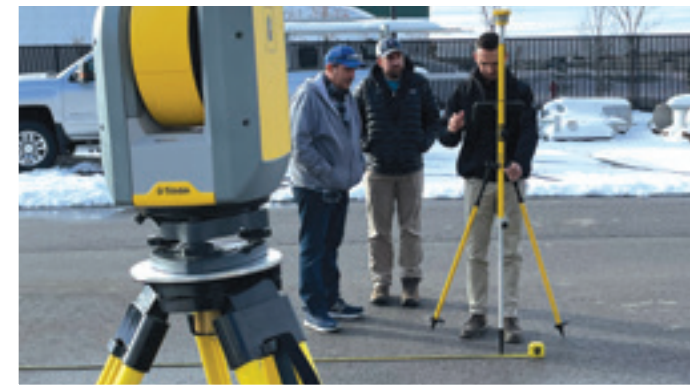
In addition to time savings, Trimble solutions are tirelessly developed and tested with the end user in mind. Often, their connected construction technologies can yield up to 30% cost savings and 50% less rework.

“As a technology partner, no one else does what we do. We continue to drive more innovation to get more accessibility,” Tomasino said.

utilized to operate the Ri & RTS layout kits.

With all Trimble solutions, education is an important component. As an added value to SMACNA members, Trimble partners with the International Training Institute (iTi) to train the union workforce.

“We’ve found that the people going through the apprenticeship program really appreciate the technology and want to use it,” Tomasino said. “Of course,



the field and improve usability for an increased number of sheet metal companies and layout professionals operating the tool.”

The Trimble Ri is marketed as Trimble’s most scalable, accurate and automated Robotic Total Station. It boasts easy setup for faster efficient positioning with minimal training. This upgradeable tool includes built-in calibration along with expanded range and zoom levels — plus a new side-to-side search pattern for

“It’s very easy for a sheet metal contractor to pick up the tablet and utilize a robot to bring data to and from the field as part of an improved workflow.”

Another recent technology release is the Trimble X7 — “a revolutionary 3D scanner that focuses on field collection data and quickly stitches it together,” Tomasino said. The X7 brings automatic calibration to the field, with full control on the jobsite by the same FieldLink software

there’s the argument that robots are replacing workers, but that’s not the case. The robot is just augmenting the job and helping it run more efficiently. With the labor shortage, efficiency is the only way to improve everything.”

From safety and sustainability to collaboration and efficiency, Trimble’s solutions are designed to fit a variety of needs and budgets for construction owners, engineers, contractors, managers and more.

**“AS A TECHNOLOGY PARTNER, NO ONE ELSE DOES WHAT WE DO. WE CONTINUE TO DRIVE MORE INNOVATION TO GET MORE ACCESSIBILITY.”**

Joe Tomasino | *Director of Sales and Distribution, North America*

## LEARN MORE ABOUT TRIMBLE

- 1. Open your camera
- 2. Hover it over this



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**SAFETY**

Check out our by-the-numbers look at construction industry safety throughout 2022.

# 2022 SAFETY REVIEW

## THE MOST COMMON VIOLATIONS FOUND BY OSHA ON CONSTRUCTION SITES IN 2022:

*\*Source: OSHA*



- 1 FALL PROTECTION
- 2 LADDERS
- 3 SCAFFOLDING
- 4 FALL PROTECTION TRAINING
- 5 EYE & FACE PROTECTION

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# 2022 SAFETY REVIEW

## INVESTING IN SAFETY CAN PREVENT ACCIDENTS AND FATALITIES:

- In construction, the average cost of one lost-time injury on a job site is \$35,000 (though medical expenses, litigation and more can make that cost tick up, up, up)  
*\*Source: Workplace Safety and Insurance Board*
- U.S. companies pay over \$1 billion per week in workers' comp for disabling or non-fatal injuries  
*\*Source: OSHA*
- 5,787 Federal OSHA inspections in 2022 found 65% with violations  
*\*Source: OSHA*
- Construction is the #1 industry for deaths by suicide  
*\*Source: Centers for Disease Control and Prevention*

## WATCH OUT FOR THESE PROPOSED RULES IN 2023 ...

- Welding in confined spaces (expected in Winter 2023)
- Cranes and derricks (expected in June 2023)
- Lockout/tagout (expected in July 2023)
- PPE in the construction industry (expected soon)

The 2023 SMACNA Safety Excellence Award Program survey is open! The data collected from this annual survey is important to help guide SMACNA in new safety programs and initiatives in the future. The deadline to submit surveys is May 1, 2023.

SCAN TO PARTICIPATE IN THE SURVEY



## WOMEN IN CONSTRUCTION

The number of women in construction has hit an all-time high, with no signs of slowing down. We caught up with a few female apprentices from Local 73 and Local 265 to talk about their experiences in a typically male-dominated industry.

### APPRENTICE FEATURE: WOMEN IN CONSTRUCTION

Since 2016, the number of women in construction has steadily climbed. The Bureau of Labor Statistics reports 14% of all construction workers were women as of August 2022. Additionally, U.S. Secretary of Commerce Gina Raimondo announced the Million Women in Construction Initiative last October, highlighting the goal of doubling the number of women in construction — from 1 million to 2 million — over the next 10 years.

More diversity in construction has long been the goal of our industry, especially as we continue to struggle with a labor shortage. Recruitment efforts within SMACNA Greater Chicago have become more inclusive, with a handful of women representing both Local Union 73 and Local Union 265.

We caught up with two female apprentices to talk about their experiences as apprentices in our local unions.

GABY CAMBRAY | LOCAL 265

Gaby Cambray is a 1st year apprentice with Local 265. The 22-year-old took welding at her high school and knew in that moment she was meant for a hands-on job. When asked what drew her to the trades, she said, “There are so many different avenues to take. I can be a fabricator, TAB technician or be on the service side. The possibilities are endless.”

Although Gaby has only recently started her apprenticeship, she’s working hard to further her education and make sure she succeeds in the industry. In addition to day school courses and hands-on jobsite training, she’s also enrolled in night classes — particularly, the service course taught by Joe Carone.

“The instructors at the training center are enthusiastic and knowledgeable and are kind of like a human

encyclopedia of the trades,” she said. “The more you learn, the better you become. As a young person, I don’t have much experience and was afraid of going into a job and not being able to keep up with the more experienced technicians. But the technicians I’ve come across want to see me succeed and they’re willing to share their knowledge.”

Gaby is aware that women have had negative experiences in this traditionally male-dominated industry, but she feels welcomed by her peers.

“My biggest supporters are my Local 265 brothers and in return I hope they know I’m their biggest supporter as well,” she said. “I think it would be cool to see more women in the trade though. Everything needs a women’s touch, I say.”



## APPRENTICE FEATURE: WOMEN IN CONSTRUCTION CONTINUED FROM P. 20

### SHEA SMITH | LOCAL 73



In her late twenties, Shea Smith wasn't happy with her traditional desk job. After taking some time to explore her options, she signed up for the Chicago Women in Trades' free Technical Opportunities Program (TOP), then applied for the Local 73 apprenticeship program. With four years of training nearly complete, she's excited to turn out this spring.

The Local 73 JATC has given Shea a well-rounded education and equipped her with the skills she needs to succeed in a fast-paced industry. From drafting and AutoCAD, to fabrication, installation and testing, hanging ductwork has become her "bread and butter." However, the variety keeps her engaged.

"We also get a sample of all the specialties — like architectural sheet metal and testing and balancing — and if we want to pursue those further, we can sign up for night classes outside our regular schedules."

**"I LOVE THAT SHEET METAL INVOLVES PROBLEM-SOLVING, AND I GET TO USE MY MATH AND CREATIVE SKILLS EVERY DAY ON THE JOB. I FINALLY FEEL LIKE I'M ON THE RIGHT PATH."**

Shea Smith | *Local 73 Apprentice*

Out of 2,000 members, Shea says there were only 35 women when she first joined. Four years later, that number has climbed to nearly 60 and "we're continuing to be a growing force in the trades," she said. Still, it's nice to lean on other women in the industry.

"I'm still very involved with Chicago Women in Trades. We have a monthly happy hour where we get together, check in on each other and enjoy the company of others who've been in the same shoes," Shea said. "It can be isolating being a woman on the job, so it's really important to me to have that community."

## WOMEN IN CONSTRUCTION

The number of women in construction has hit an all-time high, with no signs of slowing down. We caught up with a few female apprentices from Local 73 and Local 265 to talk about their experiences in a typically male-dominated industry.

## WELCOME NEW MEMBER

Quality Mechanical, Inc. recently joined SMACNA Greater Chicago as our newest contractor member. Join us in welcoming their team to our organization!

## DOWNLOAD: SMACNA GREATER CHICAGO APP

The SMACNA Greater Chicago app is your go-to resource for educational offerings, networking events, industry news and more!

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## WELCOME NEW MEMBER

The strength of SMACNA Greater Chicago lies in the expertise and energy that each of our valued members brings to our association. Join us in welcoming our newest member!



## QUALITY MECHANICAL, INC.,

16221 Clinton St.  
Harvey, IL 60426  
P: 708-877-7036  
QMIHVAC.com

DOUG HOEKSTRA  
Doug@QMIHVAC.com

MARK TORPHY  
Mark@QMIHVAC.com



## DON'T MISS OUT ON IMPORTANT SMACNA GREATER CHICAGO NEWS & EVENTS

Our FREE mobile app puts the content of SMACNAGreaterChicago.org right at your fingertips in one convenient and easy-to-use platform. Check the app for upcoming events and information!

DON'T HAVE THE APP YET?  
Scan to download now!



# HOLIDAY DINNER DANCE RECAP

The beautiful Hotel Arista was the venue for our annual Holiday Dinner Dance. We celebrated the season, toasted to the end of another successful year and danced the night away.



## RECAP: HOLIDAY DINNER DANCE

On December 10, 2022, more than 190 members and guests joined us at the beautiful Hotel Arista for our annual Holiday Dinner Dance. We celebrated the season, toasted to the end of another successful year and danced the night away to the sounds of Chicago's best big band — Talk of the Town.


Our social events are just as important as our regularly scheduled educational programming. They allow us time to unwind and work on our personal relationships, not just the business side of things. Thank you to everyone who attended this popular end-of-year celebration!



VIEW MORE HOLIDAY DINNER DANCE PHOTOS

- 1. Open your camera
- 2. Hover it over this



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### MEMBERSHIP MEETINGS RECAP

Every other month, we invite industry leaders to speak on trends and topics affecting our businesses during lunch. In November 2022, SMACNA CEO Aaron Hilger was our featured speaker, while Local 73's Business Manager Raymond Suggs joined us for our first 2023 meeting in January.



## RECAP: MEMBERSHIP MEETINGS BRING NATIONAL AND LOCAL LEADERS

SMACNA Greater Chicago is proud to help members prepare for success by offering a variety of meetings and educational programming through the year. Every other month, we gather at Gibsons Bar & Steakhouse for our regular membership meetings, where we invite industry leaders to speak on trends and topics affecting our businesses.



### SIGN UP FOR METAL PRESS NOW!

Check your inbox for our frequent Metal Press Now e-newsletter. Each edition has important news, reminders and save the dates for local and national events you won't want to miss! Email Laurie@SMACNAGreaterChicago.org to sign up.

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### NOVEMBER MEETING

SMACNA's new CEO, Aaron Hilger, was the featured speaker during November's meeting. He joined our group to give an update on the national association and an overview of the association's goals for the coming year:

#### 1 WORKFORCE DEVELOPMENT

Hilger cited the need for 15,000-20,000 extra workers to service all the HVAC systems coming online due to updates in efficiency regulations and standards. "It's a great opportunity to grow, and a great problem to have," he said.

#### 2 MEMBER ENGAGEMENT

Hilger noted that overall SMACNA membership has steadily declined since 2010, so leaders and committees at the national level are working to develop a communications infrastructure to help improve the awareness of SMACNA offerings and relevance to members.

#### 3 EDUCATION

According to Hilger, members are happy with SMACNA's overall programming, but it's time for a refresh. He says they're looking to expand many of their offerings over time. Better education is also the path to building stronger chapters and chapter executives. "Our chapters are the focal point of providing education and news, and we're currently not investing our resources there."



### JANUARY MEETING

Raymond Suggs, Business Manager and President of SMART Local 73, joined SMACNA Greater Chicago contractors to discuss recent updates to the union's training center, as well as several issues impacting the sheet metal industry:

#### 1 LOCAL 73 TRAINING FACILITY

"It's the backbone of our industry," Suggs said, noting that the union has updated the service department, installed rooftop units for commercial service training and invested in a laser welder. The JATC also has a dedicated area to fabricate and install architectural panels to keep up with the demand of that aspect of the industry.

#### 2 CHICAGO MARKET IS GOING STRONG

Suggs reported that as of January, there were 19 tower cranes up with permits for 14 more in the future. In addition, 26 labor agreements were signed with the Chicago Building Trades for work to get started.

#### 3 LABOR

With 2,000 active members (including apprentices), Suggs wasn't worried about a labor shortage. However, the topic of June's upcoming negotiations was a bit of a sticking point between Suggs and participating contractors. Suggs noted inflation will likely play a part, but hopes negotiations go smoothly.



MAR 22

## SAVE THE DATE: CYBERSECURITY DEEP DIVE



Wed., March 22 | 8 a.m. to Noon  
*\*Continental breakfast served at 7:30 a.m.*  
Regency Towers – Conference Room

Presented by Nick Espinosa  
SCCISP, CSFPC, CIGE, CIMP, CIST  
*Chief Security Fanatic & CISO*

Join us for a deep dive into what ransomware is and how much damage, chaos and disruption to your business it can cause. Nick Espinosa, a cybersecurity and network infrastructure expert, will give a live hacking demonstration and share recommended steps to properly defend our businesses from the threats we're all exposed to.

Nick will walk us through the Dark Web and take us on a tour of some of the sites. He will also show us why small-medium businesses are particularly vulnerable to these threats and how to navigate these risks while strengthening defenses by training employees on cyber awareness.

Register online at [SMACNAGreaterChicago.org/Cybersecurity-Deep-Dive](https://SMACNAGreaterChicago.org/Cybersecurity-Deep-Dive)



MAR 14

## SAVE THE DATE: SAFETY BREAKFAST



Tues., March 14 | 8-10 a.m.  
*\*Continental breakfast served at 7:30 a.m.*  
Regency Towers – Conference Room

Presented by Justin Crandol,  
MS, CSP, ARM, CRIS  
SMACNA Director of Safety

Don't miss out on this FREE educational Safety Breakfast with SMACNA's Director of Safety! Justin Crandol's presentation will equip members to continue making safety a priority through 2023.

Register online at [SMACNAGreaterChicago.org/Education/Safety-Breakfast](https://SMACNAGreaterChicago.org/Education/Safety-Breakfast)

### OSHA/ANSI REGULATORY UPDATE

This update is important for contractors to prepare for changes in regulations that may lead to OSHA fines and/or increased insurance liability exposures.

### SMACNA SAFETY AWARDS PROGRAMS

This overview is a great way for contractors to gain recognition for their safety efforts. Crandol will talk about the SMACNA Safety Excellence Awards and the SMACNA Safety Innovation Award.

### SAFETY PRODUCTS AND SERVICES

With an overview of the latest products and services from SMACNA and SMOHIT, this will help contractors to learn about the latest safety-related products and provide feedback for future products and programs.

### SMACNA SAFETY AND HEALTH COMMITTEE

Contractors will learn about the latest safety-related initiatives within our industry and provide feedback for future safety and health initiatives for the committee to consider for SMACNA.

## MARK YOUR CALENDAR: UPCOMING MEETINGS & EVENTS

Save these dates for some of the most anticipated chapter and industry events this spring.

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**UPCOMING EDUCATION COURSES**

SMACNA Greater Chicago continues to work hard behind the scenes to provide members with the tools and resources they need to be the best in the business. Join us for a full slate of engaging and informative educational courses this spring!

**UPCOMING EDUCATION COURSES**

**S**MACNA Greater Chicago continues to work hard behind the scenes to provide members with the tools and resources they need to be the best in the business. Join us for a number of engaging and informative educational sessions this spring!



**WORLD CLASS NEGOTIATING**

Presented by Darryl Harris  
The Carroll-Keller Group  
Regency Towers Conference Room  
Wed., April 19 | 8 a.m. – Noon

No matter your role, good negotiating skills are critical to your personal and professional success. Enhancing your communication, unlocking ways to overcome potential challenges, preparing and formulating strategies and applying proven principles to make any negotiating transaction productive will be discussed during this half-day course.

Register online at [SMACNAGreaterChicago.org/Negotiating](https://SMACNAGreaterChicago.org/Negotiating)



**WORKING WITHOUT STRESS**

Presented by Alex Willis  
CEO of Leadership Surge  
Regency Towers Conference Room  
Thu., April 27 | 8 a.m. – Noon

Nearly everything in your life can cause stress if you let it. Although some stress is normal, when left unchecked, it can take a negative toll on you. During this time of unprecedented global change, people must address their thoughts, feelings, and behaviors to be able to adapt. This training program focuses on what it feels like during a workplace shakeup or a personal change, with the goal of giving you a set of tools and techniques of self-awareness and assessment to take responsibility for how you react and respond to a change.

Register online at [SMACNAGreaterChicago.org/Stress-Workshop](https://SMACNAGreaterChicago.org/Stress-Workshop)



**LUNCH AND LEARNS**

Presented by Ginnie Floraday  
All classes are from 11 a.m. – Noon on Tuesdays  
Remote Classes

Join longtime technology expert Ginnie Floraday in her “Use It or Lose It” series, where she’ll take participants through the basics of each program in Part 1, and apply those skills in Part 2. All Lunch & Learn sessions are remote, so you can join from the comfort of your office.

**WORD DOCUMENT BUILDING TOOLS**

Word has many features designed to make document preparation easy, but some tools need a quick explanation. In Part 1, you’ll learn shortcuts to correctly format your documents. Part 2 will take your knowledge to the next level and teach you how to fix broken documents.

**APR 4** PART 1  
Basic Formatting Rules  
REGISTER BY 3/28/23

**APR 18** PART 2  
Fixing Badly Formatted Documents  
REGISTER BY 4/11/23

**EXCEL DATA LISTS AND FORMULAS**

In Part 1, you’ll learn the best way to manage lists of information in Excel through commonly used formulas. Part 2 will explain how to create a formatted table that will easily set filters and display subtotals based on those filters. Create reports from your table with Pivot tables.

**MAY 2** PART 1  
Building Data Tables and Adding Formulas  
REGISTER BY 4/25/23

**MAY 16** PART 2  
Designing Pivot Reports from Formatted Tables  
REGISTER BY 5/9/23



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