

MBCEA *all the news you need*



December 2020

Reaching New Heights, Together



**METAL BUILDING
CONTRACTORS & ERECTORS
ASSOCIATION**

Quick Links

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[Member Directory](#)

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[Members Only](#)

We want to hear from you!

Let us know what is important to you; what kinds of things you are interested in; what you need.

[Sasha Demyan](#), Executive Director

[Art Hance](#), President

[Jackie Meiluta](#), Program Manager

WELCOME NEW MEMBERS!

Kindness General Contractors, LLC

Jeff Kindness
6461 Global Drive
Cypress, CA 90601
714-636-4542

elainea@kgcinc.com
<http://www.kgcinc.com>

Q&A Industries

Quinten Paterson
12 Mashie Ct
Carolina Shores, NC 28467
252-378-1345

Paterson.quinten@gmail.com

Hello Sasha,

As 2020 winds down, there is no doubt it will be one for the record books. Although we were plagued with a global pandemic, extreme weather events, and political and social unrest, for many of us, it was also a very good year – business was strong and projects continued to flow.



I recently spoke with Greg Pasley, CEO Blue Scope Buildings, NA about 2021. I was encouraged to hear him say that the metal building market is strong and rebounding well, even after some areas were impacted severely by COVID. Greg reminded me of the role we play in supplying and building for essential industries and that many of the market segments that are thriving, such as pharma, warehousing, e-commerce, logistics, agriculture, food processing, and data are well served by metal buildings.

There is much to look forward to in 2021, including vaccines. Who ever thought we would be excited about a vaccine?

As you plan for the coming year, know that the MBCEA has your back and is working hard to maximize your membership. Sasha and the Board are constantly seeking ways to add value to your membership, to expand our programs, and to improve our collective image.

One area we thought would be beneficial is to expand our Members Only area with resources from MBMA members. We intend to provide as many resources as we can in one spot for our contractor and erector members to help ensure proper installations and successful building projects. We asked and they delivered!

So far we have received links and tools from **Metallic Products** and **Behlen**. (Thank you very much!) We hope to keep adding to this section. If you have content to share, please contact Sasha. We also appreciate **Butler** sharing their roof installation webinars with our membership.

If you have not yet done so, please check out our new and improved website and member's area. In addition to things like Metallic Product's newest video with step by step instructions for installation of their

Call for Speakers/Presentations for MBCEA's 52nd Annual Conference currently scheduled for April 28-30, 2021 in Nashville!

Do you speak on a topic that would be informative, educational and applicable to our metal building contractor and erector members?

Are you a member who would like to see a specific topic covered at the conference?

Please email **Sasha Demyan** so the conference planning committee can start putting the agenda together. Thank you!



Personnel Door Canopies, we also have content for every need:

- Been invited to speak at your kid or grand-kid's Career Day? We have a video and a PowerPoint.
- Interested in exploring accreditation? All the tools are there.
- Need a crew or have a service to offer? We got that too!
- Prospective customer looking for a contractor or erector? With a few simple clicks they found you!

I look forward to the coming New Year. I am confident business will continue to grow and that we will continue to come together as an association to laugh, learn, and share. I look forward to reconnecting at Conference (hopefully in person but virtual if necessary), to celebrating our successes and to reaching new heights, together.

On behalf of the entire Board, please accept my heartfelt wishes for a Happy Holiday Season and a Safe, Healthy and Prosperous New Year.

#Reachingnewheightstogether

Stay Safe!

Art Hance
President, MBCEA
President, Hance Construction

P.S. Please share this newsletter and all good news with your staff. Don't forget that while you are worrying about keeping your company strong, they are worrying about your ability to do so.

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New MBCEA Website and Members Area - Please create your account!

We have a brand new look and updated technology in an effort to better serve all our members.

In order to get the most out of your member experience, you will need to create a new login. Your previous username and password will not work on the new website. Please follow the steps below.

With your login, you will be able to:

- Register for events
- Update your profile information
- Track event attendance
- View/Pay invoices
- Access Members Only Resources
- ...and more!

To create your new login, follow the instructions below.

- [Follow this link.](#)
- Enter your email and follow the prompts.
 - If the email entered is connected to your profile, you'll be prompted to set your new password.
 - If we do not have the email on file in our new system, you'll be prompted to create a new account.

Once you've logged in, you'll be taken to your Member Compass - our new website's portal for you to update your profile, see events that you are registered for, pay invoices, and more. Be sure to update your profile!

If you have any questions please [contact us](#).

Ready to join MBCEA?

We are excited to have you as a new member! To get started:

- Click [here](#) and follow the instructions for your appropriate member type.

We hope you enjoy all that your new website has to offer!

MBCEA Chapters

Carolinas Chapter News



The Carolinas Fall Golf Outing took place on Thursday, November 19, 2020 at Warrior Golf Club located at 1300 Lake Wright Rd China Grove, NC 28023.

<http://wariorgolf.com/course-layout/>

There were 9 teams that participated and we raised over \$4,000.00 towards our 2021 Scholarship. Your support and participation in the Fall and Spring Golf Outings allow us to continue to help deserving young people advance their education. Thank you for your kindness and generosity!

Please contact Meredith at carolinas@mbcea.org if you were unable to attend, but would still like to make a donation to the Scholarship Fund before 12/31/2020.

The Carolinas Chapter 2nd Annual Skeet Shoot was held on December 3, 2020 at Shane's Sporting Clays located at 6319-B US Hwy 158 Summerfield, NC 27358.

<https://www.shanessportingclays.com/>

We had 10 teams participate in our final event of 2020. Thank you to all who sponsored and attended to make this event so successful!



Mid-Atlantic Chapter News



The 5th Annual MAD Sporting Clays Tournament took place on Friday, November 20. About 36 enjoyed the beautiful weather and association. Thank you to **ATAS International, Butler Manufacturing, SFS, and Therm-All** for sponsoring this event and Hance Construction, Markel Sales Associates and Therm-All for sponsoring stations. Congratulations to the top scorer, Mike Mullin, Parkline North East, Inc!. His Parkline team also came in first place! Second place went to the Therm-All team and third place to Hance Construction's team. And our youngest shooter at 13, Daniel Leinbach, took the Elmer Fudd award in stride!

The results of our election are in and we're pleased to announce Josh Quinter, Kate Petit and Sasha Demyan have been elected to serve another term as directors. Also our new President will be Josh Quinter for 2021. All other officers will serve another term - Kate Petit as VP, David Leinbach as Treasurer and Sasha Demyan as Secretary.

Stay tuned for the release of our robust 2021 event schedule and save the date for **Treating COVID-19: Business Strategies, Risk Mitigation, and Legal Solutions to Navigate the Pandemic** to be held virtually on 1/21/21. Email Sasha to register!

CLIPS & ACCESSORIES

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WeGotClips.com

Construction Law Corner by Joshua Quinter, Offit Kurman

Planning for a Biden Administration

The debate rages on as to who won the presidential election in November. Putting aside politics and the arguments as to who won, those working in the construction industry need to start thinking about how things will change if former Vice President Joe Biden is sworn into office on January 20, 2021. Using President Trump's current policies as the baseline, the following things are certainly possibilities that will directly impact the construction industry:

1. Higher taxes. Vice President Biden has pledged to raise taxes in multiple ways. He will certainly push for an increase in the corporate tax rate and his policy of taxing upper income individuals will hurt business owners who file as S-Corporations. Republican wins in the run-off elections for U.S. Senate in Georgia could stymie tax increases; but if presented with an opportunity, taxes will go up.
2. Increased regulation. President Trump eliminated more government regulations than any recent president. Less regulations means less compliance obligations overall. While regulations are not always bad as a general proposition, they generally impose less efficiency and more cost in the construction industry. Vice President Biden foreshadowed more regulations during the campaign; and history generally supports more regulation when a Democrat is in the White House.

[Click here](#) to read additional possibilities and steps to take to protect yourself.

The Disruptors

The house the robots built

BY BEN KING

Why are walls always straight? Why does it cost so much to build them? And why do big construction projects so often run late? Construction has always been a conservative industry, used to doing things how they have always been done.

But a new wave of innovation is coming, which will change what buildings look like, how they are made, and who wins in the new era of the construction industry.

[Continue reading](#)

Prove your Quality with Accreditation

On November 20th, the MBCEA hosted a ZOOM roundtable to answer AC478 questions and provide mutual support. It was such a success we plan on doing it every other month.

Please mark your calendar for Friday 1/15/21 at 2PM EST. RSVP to jmeiluta@comcast.net and receive the Zoom details.

If you are accredited and want to work to make this program more valuable, you should be on the call. If you are considering accreditation, this is for you. Our roundtable panel includes: Dan Halme, Halme Builders, Art Hance, Hance Construction, Jennifer Heimburger, Heimburger Construction and Walter Mershon, IAS.



You do not want to miss this! Feel free to submit questions in advance.

Please forward this invite to co-workers and colleagues who may be interested.

Not sure about AC478, check out our [YouTube!](#)

Click the links to read the [Criteria](#) and [Rules](#). Then reach out to [Jackie Meiluta](#) to schedule a one-on-one session to review the process.

CPWR Unveils Another COVID-19 Planning Tool



The Center for Construction Research and Training has launched a **free step-by-step guide** to help employers develop a plan to reduce worker exposure to COVID-19.

The accompanying website helps employers develop a plan, including what to consider when conducting a job hazard analysis for COVID-19, selecting appropriate controls, screening workers and visitors, training employees and implementing the plan.

Full Article



Five Sources of Cash for your Business

Gene Marks joins Arthel Nevills on Fox News' America's News HQ to discuss small businesses struggling amid the coronavirus pandemic. Gene offers five sources of relief that small businesses can tap into during these trying times.

7 ways to make virtual reviews more personable

Virtual year-end reviews need to generate as much connection as possible, so make sure you're not distracted by other devices, share any documents before the meeting, look to lighten the mood and recognize each employee's achievements, writes Julie Winkle Giulioni. "A meaningful celebration of successes, as well as consideration of challenges and learning, requires all of the focus and care you can muster," she writes.

Full Story: [SmartBrief/Leadership](#) (12/10)

Let your employees know they're appreciated this season

To help employees deal with holiday stress, Jeff Bevis suggests that small-business owners encourage their team members to use their vacation time, acknowledge their extra efforts and ask them what they need. These actions let team members know they're supported and appreciated and can lead to improved trust and engagement in the new year.

[Full article on Forbes.com](#)

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How to Motivate a New Type of Employee

What drives and motivates your current employees? What will drive and motivate your new employees? The odds are increasing that more and more of your employees will be *emergent* employees, with wants and expectations that are quite different from those of "traditional" employees. For insights on the *emergent* workforce, **continue reading**.



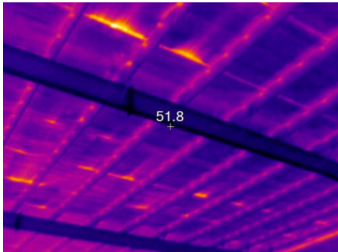
Participate in Air Leakage Testing!

To increase energy conservation, energy codes and standards have been stepping up the effort to reduce air leakage, moving toward a requirement for whole building tests to ensure an adequate air barrier in addition to, or in place of, the prescriptive requirements for materials and assemblies.



In order to help prepare builders, contractors, and erectors for upcoming code requirements, the Metal Building Manufacturers Association (MBMA) is performing these tests and developing a best practice guide. Four buildings have been tested to date and more are needed with the following characteristics:

- Plan area of 5,000 to 20,000 ft².
- Conditioned interior space.
- Compliant with 2012 IECC or ASHRAE 90.1-2013 or later editions.
- Lower U-value / higher R-value insulation systems, such as filled cavity, rigid board continuous insulation, insulated metal panels, and spray foam insulation.



There are many benefits to participating as you will read in [this document](#). Check out the [webinar](#) that was presented during our virtual conference this year for more information. Please consider assisting and contact Vince Sagan, Senior Staff Engineer, MBMA at vsagan@mbma.com or 216-241-7333.

In the News / Member Spotlight

[MBMA Announces Online Education Course on Prepainted Metal Panels](#)

[School Wins First Place Interiors Award in ATAS' Project of the Year Competition](#)

[Vulcan Steel Structures Introduces Ryan Peck as Executive Vice President](#)

[Metal Minutes by Cornerstone - Pre-Engineered Metal Buildings Compared to Wood and Concrete Buildings](#)

[Metl-Span Course - Insulated Metal Panels Barrier Wall Systems - 12/17](#)

[Metal Building Manufacturers Association Announces 2021 Board of Directors](#)

[S-5! Webinar Selecting and Designing Rooftop Accessories - 12/17](#)

[2020 MBMA Annual Report Now Available for Building Design and Construction Professionals](#)

[Designing with Metal Wall Panels Course Now Offered by ATAS](#)

[Butler MR-24 Roof Installation & Order Documentation Webinar- 1/12 & 1/13](#)



Would you like to feature your employees on the job in Metal Construction News?

"Site Scene" began in the February 2020 issue of MCN. Employees of several MBCEA member companies are featured. Check it out and see if you recognize them! Send in photos of your employees on the job!

Click here to read what to include, where to send them, and a common sense reminder in order to "reward and recognize the people on the job site who make this industry go."

"Year's end is neither an end or a beginning but a going on, with all the wisdom that experience can instill in us."
 -- Hal Berland

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