

MBCEA *all the news you need*



December 2021

Reaching New Heights, Together



### Quick Links

[Board of Directors](#)

[Member Directory](#)

[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!

#### All Weather Insulated Panels

Thomas Batterberry  
Vacaville, CA  
(707)359-2280

[tbatterberry@awipanel.com](mailto:tbatterberry@awipanel.com)

#### All Weather Insulated Panels

Jerry Marshall  
Rincon, GA  
(707)880-7444

[jmarshall@awipanel.com](mailto:jmarshall@awipanel.com)  
<http://www.awipanel.com>

#### American Building Systems Inc.

Scott Coffman  
3060 Mount Vernon Road  
Hurricane WV 25526

## Hello Sasha,

What a bittersweet letter this is to write. My term as President officially ends this month. What a long strange trip it's been! I do believe I have the dubious honor of the only President to have presided during a pandemic and to have had to cancel two (not one, but two!) National Conferences. Since we never met face to face at Conference, I was never formally inducted... so perhaps this has all been a dream!



All kidding aside, it has truly been an honor to serve and a joy to work with the Officers, Directors and Staff of MBCEA. Volunteer work is not for the faint of heart. There are times when I felt I was giving more time and attention to MBCEA than Hance Construction. By the same token, there were other times when I did not give enough – and Sasha, Jackie, and incoming President Jen (Jen Heimburger of Heimburger Construction) carried the ball for me. Our Association, and me personally, is truly fortunate to have such a great team.

Two years ago, I set some goals for myself as President including.

1. Develop a Strategic Plan.
2. Develop a road map for management succession to reduce time impact on successive Presidents.
3. Enhance outreach to manufacturers for increased membership recruiting.
4. Roll out a Regional Chapter model to address under-served members.

So how did we do?

1. With the unreplaceable help of Jen we developed our first strategic plan. This is a living plan that will be handed off to each future president to implement and adjust to meet the future demands of our association.
2. We now have a process for developing Board members through the committee structure and eventually identifying those who excel and support our mission which can then be promoted to officer positions.
3. My tenure started with presentations to MBMA, CECO and Butler. Unfortunately immediately

(304)757-3153  
[scott@absincwv.com](mailto:scott@absincwv.com)  
<http://absincwv.com>

**Brucha Corp**  
 Patrick Powers  
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 720-645-4755  
[p.powers@brucha.com](mailto:p.powers@brucha.com)  
[www.brucha.com](http://www.brucha.com)

**Construction and Maintenance Co. LLC**

Donald Bishop  
 127 Mirika Drive  
 Mills River, NC 28759  
 (828)273-4551  
[cdbishop77@gmail.com](mailto:cdbishop77@gmail.com)

**Hayden Steel Erectors Company**

Tommy Hayden  
 149 Parrish Blvd.  
 Bardstown, KY 40004  
 (502)460-1406  
[thayden@haydensteel.com](mailto:thayden@haydensteel.com)  
<http://www.haydensteel.com>

**USA Erectors**

Gary Wood  
 913 Sutherland Court  
 Leesburg, FL 34788  
 (321)262-3941  
[garyw@usaerectors.com](mailto:garyw@usaerectors.com)  
<http://www.usaerectors.com>

following, we experienced the Covid shut down. We have continued to promote and enhance our relationship with MBMA and our outreach to manufacturers and their builders has increased and flourished.

4. This is one of my disappointments as it was important for me to involve all members in the MBCEA experience as well as an opportunity to meet many more members as President.

I succeeded some very smart people – Gary Smith, Mike Reynolds and Keith Wentworth. I will be followed by some even brighter lights: Jen Heimburger and Robert Tiffin. More than 50 years ago, the MBCEA organized to focus on the professional advancement of our members. I hope you agree, we are certainly fulfilling our mission.

Together, we have built a strong association of which we should all be quite proud. We continue to develop meaningful programs focused on training, quality, professionalism, and safety. We have developed resources to promote our amazing industry to the next generation. We are committed to growing awareness of and promoting the acceptance of our quality programs. And we do all of this while having fun and enjoying each other's company! We live our motto "Reaching New Heights Together."

I have enjoyed every minute of this strange trip and want you to consider volunteer work for yourself. Whether it is with the MBCEA, your kids' little league, your church, or even politics, don't sit on the sidelines. Reach out and get involved. You will make new friends, learn new things, make a difference and have fun. It is easy to sit back and complain about things; it takes effort to stick your neck out. I encourage all of you to try it.

I can't wait to see what Jen has in store. I am confident it will be great. I know she will be an excellent President. I leave you in great hands and look forward to seeing you in Tucson at our National Conference.

Please accept my heartfelt wishes for a very happy holiday and prosperous New Year!

Regards,

Art Hance  
 President, MBCEA  
 President, Hance Construction

P.S. MBI's Guidelines for Temporary Bracing are now available for sale. **Order your copy today.**



## ALL THINGS CONFERENCE!

### MBCEA's 53rd Annual Conference will be in-person for 2022!



We will again be co-located with MBMA's Spring Meeting. Attendee registration to open early next year! We are very much looking forward to getting together again face to face to learn, network, and celebrate! **Save the date! April 27-29, 2022, in Tucson, AZ!**

### Exhibitor Registration Open Now!

Exhibiting at the joint MBCEA Conference & MBMA Meeting will enhance your visibility to decision-making attendees and industry professionals. Our attendees want to see and hear about what's new in our industry... products, tools, etc. The Conference will feature exhibit times that include food buffets and cocktails to maximize attendance. In addition, event sponsorships are offered to maximize your support of this annual metal building industry event.

Exhibit fee includes: 6'x30" table draped with a fitted cloth, two chairs and two MBCEA Conference Registrations. Pop up banners and table top displays are appropriate for this event as we do not utilize pipe and drape and the tables only have about 2' between them.

Review the [Exhibit Hall Diagram](#) first to pick your top three choices, the [Conference Schedule](#) for setup, breakdown and exhibit hall times, and then [register](#) to exhibit. Note that if you'll have more than two exhibitor personnel you'll need to complete the Exhibitor Registration first and then purchase the Additional Personnel ticket for your third and additional participants.

Don't forget to [register](#) for [golf](#), immediately following the close of the conference at 1 pm on Friday, April 29, 2022.



# Conference Sponsorship Opportunities are Now Available!

MBCEA offers many great ways to enhance your prominence and visibility to decision-making attendees and industry professionals at the 53rd Annual MBCEA National Conference to be held April 27-29, 2022, in Tucson, Arizona.

Event sponsorships are available for functions such as breakfasts, luncheons, receptions, and the golf tournament. These sponsorships are perfect for giving companies individual attention and providing your company with added name recognition while reinforcing your message and your brand.

### Sponsorship Benefits

- Pre-show industry recognition in conference ads, website, and attendee promotions.
- Acknowledgement as a sponsor on signage in the registration area during the conference.
- Acknowledgement as a sponsor on signage during the sponsored event.
- Sponsor banners displayed on the Whova conference app.
- Sponsor ribbons on all of your company's conference badges.

## SPONSORSHIP OPPORTUNITIES

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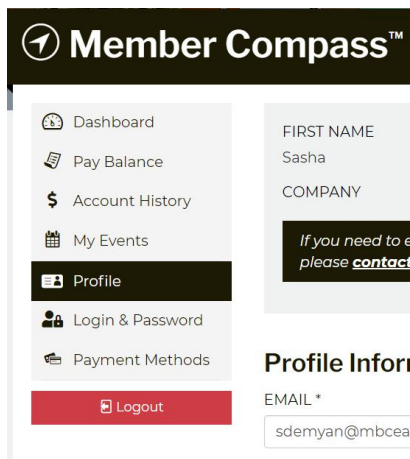
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**MBCEA Members, have you explored your Member Compass lately to see how you can manage your membership?**

**2022 Renewal Invoices were emailed to your Billing Contact on 11/1/21 and again on 12/1/21. If you didn't receive it, please log into your account and confirm the Billing Contact's email address is correct. In fact, you can just pay the invoice right from your Dashboard once you log in!**



## Building officials benefit when contractors gain certification

When a building department official walks onto a site where commercial construction is underway, they're most likely entering into a metal building because they are the most prolific form of commercial construction. Quick to assemble, precisely manufactured, friendly to the environment and a highly competitive price point are all attributes that attract business owners and developers. And those characteristics are relevant to a building inspector or code official, particularly if those buildings have been erected by an AC478 accredited firm.

[Read more](#) in Building Safety Journal by Sandi McCracken

## Why Construction Training Is Higher Education

Higher education is often a hot topic of conversation. We frequently hear about things like higher education policy and how funding for and access to higher education is so important to the long-term health of society.

But what is “higher education” anyway? How do we define what types of education fit that label?

Merriam-Webster defines higher education as “education beyond the secondary level.”

Encyclopedia Britannica defines the term as “various types of education given in postsecondary institutions of learning and usually affording, at the end of a course of study, a named degree, diploma, or certificate of higher studies.”

[Read more](#) on byf.org by Jonathan Arnholz, [NCCER](#) Social Media Specialist



## Small businesses have until year's end to get \$100 billion in expiring SBA funds

Time is running out for businesses to get **COVID funding from the Small Business Administration**. Are you leaving money on the table? Unfortunately, many are.

The Economic Injury Disaster Loan program, or EIDL, was created as an offshoot of the agency's existing disaster loan programs. It is specifically targeted at businesses in disaster areas caused by the COVID-19 pandemic. Since its introduction, billions have been distributed in the form of loans and grants to millions of small businesses.

As of **last week**, almost \$300 billion in loans and grants has been approved by the SBA. About 282,000 small businesses in Pennsylvania and New Jersey took part in the programs, receiving about \$20 billion in loans and grants since the program's inception.

But there's more money available. About \$100 billion more. So why not apply? "I don't think we're eligible," one client told me recently. "I just don't have the time to go through the process," another said.

To me, that's unacceptable.

The fact is that just about every business in the area has been affected by COVID-19 and is likely eligible for one of these loans. In addition to the loans, many businesses in low-income areas are also eligible for grants. If you're one of these businesses and you don't step up and apply by Dec. 31, you've basically passed on a great opportunity.

So please consider [these three things](#), by Gene Marks, for The Inquirer

## MBCEA Chapters

### Carolinas Chapter News

The Carolinas Chapter Fall Golf Outing took place on **November 16, 2021** at:

**Mooreville Golf Club**  
205 Golf Course Drive  
Mooreville, NC 28115

We had 9 teams participate in this event. The proceeds generated from this event go to benefit our Annual Scholarship Fund.



**A special thank you to our sponsors:** **Event Sponsors** - Cornerstone Building Brands, PDL Building Products, Tell Manufacturing, Therm-All Insulation; **Lunch Sponsor** - Garanco, Inc.; **Beverage Cart Sponsor** - All Steel Construction, Inc.; **Hole Sponsors** - All Steel Construction, Inc., Bay Insulation, Chief Buildings, Hoke Enterprises, IDI, JW Wilson Co., Kirkland, Inc., Lamtec Corporation, Metallic Building Company, and Tell Manufacturing.

### Mid-Atlantic Chapter News

Mid-Atlantic Division Members came together to enjoy our **14th Annual Holiday Social on December 11**, in Fogelsville PA. We celebrated this year's successes, enjoyed some holiday entertainment and appreciated being in each other's company. The **2022 MAD Board** was announced with Josh Quinter as President; Sarah Toth as Vice President; David Leinbach as Treasurer; and Sasha Demyan as Secretary. New directors are Bruce McCardle, Nucor; Scott Nathan, Silvercote; and Mark Galbraith, Galbraith/Pre-Design. They join existing directors Tom Olver, Joe Allen, Dylan Seyler, and Kate Petit! **Special congratulations to our \$3,500 scholarship recipient**, Katie Polkus of The Kaiser Martin Group who is pursuing her Bachelors Degree in Architecture and Sustainable Design at the Pennsylvania College of Technology. **Thank you to our sponsors:** ATAS Intl., Bay Insulation, Butler Mfg., SFS, Tell Mfg., and Therm-All. Click [here](#) for the pics!



Register now for our first session of 2022! We'll hold a **full day of OSHA Training in Temple, PA on January 14**. See our [event page](#) for more information and to register.



## New England Chapter News

We will be holding a First Aid Training and a Rigger and Signalman Training in the next few months. More information to follow.

## Greater Ohio Chapter News

Mark your calendar for our upcoming annual banquet to be held in Columbus, OH, on January 6, 2022. Full details will be out soon.

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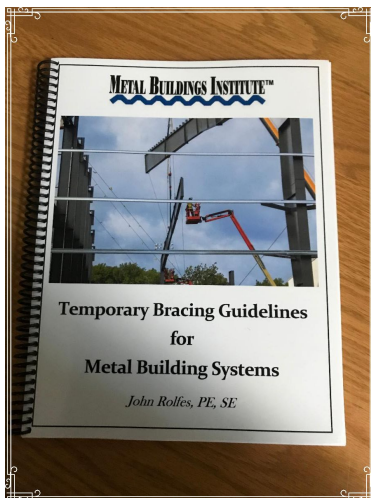
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## Temporary Bracing Guidelines for Metal Building Systems

Metal Building Structures are highly engineered, optimized structures, with virtually all elements of the building structure working as an integral system to meet the strength and serviceability requirements for the project. During erection when some, but not all components are in place, temporary bracing and specific erection sequencing are critical to ensure that the structure is stable and safe.

**On sale now for \$299, MBCEA members pay only \$149. Use this year's Discount Code at checkout. [Order](#) your copy today!**

Meet the new MBCEA Board!



The Metal Building Contractors and Erectors Association (MBCEA) National board ratified the election of officers and new board members during its annual meeting held October 7, 2021, in Tampa, FL during the METALCON trade show. Jennifer Heimburger of Heimburger Construction, Inc., Bonne Terre, Missouri, will serve as the next President of the MBCEA. She will take over from Art Hance, of Hance Construction, Washington, New Jersey, who will become Past President. The new term starts January 1, 2022 and runs for two years. MBCEA officers and board members were elected by an electronic vote of the association membership and will be introduced at the MBCEA Annual Conference opening session on April 27, 2022

“It’s an honor to be elected President of the MBCEA,” says Heimburger. “Art Hance has left the association in a great position as we move on from the pandemic. I look forward to working with the new board in our mission to promote the professionalism of our industry with new training initiatives, social media campaigns and, of course, our spring conference.”



Robert Tiffin, Silvercote, will assume the position of Vice President; David Leinbach, The Kaiser Martin Group, Treasurer; and Justin Beall, DD Construction, Secretary. [Five new directors join...](#)

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**“In metal buildings, design is important, as well as cost and service. We get all three from Vulcan Steel Structures.”**

-Tom Davis, Tom Davis Construction Inc.



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## AC478 Member Spotlight Dutton & Garfield



With over 50 years in the industry, **Dutton & Garfield** has the knowledge and experience to deliver the best customer solution. Whether it is design-build, supply-erect or metal roofing, their depth of experience in general contracting, conventional construction and Butler Building Systems and long term relationships with top notch erectors nationwide, ensures successful projects.

With such a commitment to quality, it is no surprise DGI is an AC478 accredited Metal Building Assembler. Keith Wentworth, Vice President of Dutton & Garfield, Inc. was very excited to pursue AC478 accreditation. “As a 3<sup>rd</sup> generation Butler Builder, we are very proud to be the first contractor in the New England area to achieve AC478 accreditation.” said Wentworth. “This accreditation shows end use customers, architects, engineers, and

contractors they have hired a company that truly cares about planning, cost, quality, and safety. We are always seeking to improve how we operate our business and AC478 lays the groundwork for us to monitor and improve our operating procedures and track our progress year after year. We want our customers to know that we value each and every project.”

For more information about the IAS AC478 accreditation program visit [www.mbcea.org](http://www.mbcea.org). For more information about Dutton & Garfield, Inc. visit [www.duttongarfield.com](http://www.duttongarfield.com).

## AC478 Accreditation Metal Building Assembly

The AC478 Accreditation program is the most comprehensive quality assurance accreditation of its kind for metal building assembly.

AC478 is for contractors and erectors who assemble metal building systems. It was designed to complement AC472, which is the quality program for metal building manufacturers.

AC478 requirements:

- Documented safety and training program
- Documented management system
- Job-Site Specific Assembly Plans
- Annual internal audits/management reviews
- Onsite jobsite assessments verify that company is performing in line with their plans.

This is the only program that assures owners that the erector they have chosen follows a comprehensive quality driven metal building assembly program.

**MBCEA members get free consultative support, templates, tools and a mentor to help them through the program – well worth the price of membership!!**

The IAS is so committed to the success of this program, they are personally introducing newly accredited companies to Building Code Officials and sending out [this flyer](#).

**Save the date, January 14, 2022, for the next roundtable. This bi-monthly forum is the best place to hear from your peers who are accredited and meet IAS representatives.**

But don't wait for the next roundtable; contact [Jackie Meiluta](#) and get started today!



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## Ask these questions to improve performance reviews

Performance reviews should be a two-way street where you ask reports about your performance, what you can improve and how your communication's been, writes Know Your Team CEO Claire Lew. "Ideally, as a leader, these are questions you are asking not just once or twice a year during performance reviews -- but consistently and regularly, so you can be constantly improving your own performance," Lew writes.

**Full Story: Know Your Team** (11/18)

## Construction Law Corner - Colby Hodges, Senior Counsel, Andrews Myers

### “Where Do You Think You’re Going?....Do You Need A Noncompete?”

At the intersection of hiring and developing key employees, protecting sensitive data, and growing a customer base, non-competition agreements can be a vital and sometimes necessary part of any business' HR strategy. 47 states permit non-compete agreements to some extent and over the two decades more and more states courts have shown more judicial deference to non-compete agreements; a positive step for employers who seek to maintain a competitive advantage in the marketplace. Often, the question raised is “How do I know if I need a non-compete?”

Well first, who is entrusted with sensitive information? A non-compete agreement is a powerful tool that can be used to protect confidential business information. Business owners should be mindful of what information is given to which employees. The receptionist at the front desk likely does not have or need access to strategic pricing information or project financials. On the other hand, project managers or senior-level sales leads likely interact with such information on a routine basis and need it to perform their daily duties. In the wrong hands, such data could be beneficial to a competitor and is thus worth protecting. So, as a rule of thumb, the more access an employee has to confidential business information, the more likely a non-compete is a wise protective measure.

[Read on](#) for the conclusion.



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-Eric Darby  
Roofer

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[www.BayInsulation.com](http://www.BayInsulation.com)

## In the News / Member Spotlight

**[ATAS President, Dick Bus, Receives Local Business Icon Award](#)**

**[Dutton & Garfield Achieves AC478 Accreditation](#)**

**[The Metal Construction Association \(MCA\) cordially invites MBCEA members to attend the MCA Winter Meeting, January 24-26, 2022, at McCormick Ranch in Scottsdale, AZ, at the MCA member rate. Contact Sasha for the promo code.](#)**

## 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."

*"May your walls know joy, may every room hold laughter, and every window open to great possibility."* — Mary Anne Radmacher

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