

MBCEA *all the news you need*



July 2022

Reaching New Heights, Together



Hello Sasha,

Happy Summer! As we head into the home stretch of 2022, let's talk about membership. I am pleased to report we have 557 members, 53 of whom are new for 2022. Welcome to the team! This is fabulous growth. It is also positive feedback that the industry is happy with the direction MBCEA is heading.



WELCOME NEW MEMBERS

Bagley Construction Company Inc

Jim Bagley
230 GA Highway 64
Alma GA 31510
912-221-1175

bagleyconstructionco@yahoo.com

Celtic Industrial Services

1749 Mill Rd
West Falls NY 14170
(716)870-3552

scallahan@celticindustrialservices.com
celticindustrialservices.com

High Quality Roofing

Luis Montoya
400 Northeast 155 Place
Citra FL 32113
407-286-9081

luis@hqroofingcom.com

Kingery Construction Co.

Eli Dull
201 N 46th St
Lincoln NE 68503-3712
(402)499-4056

elid@kccobuilders.com
kccobuilders.com

Vap Construction, Inc.

Linda Young-Vap
605 N 10th St
Atwood KS 67730
(785)626-9400

vapconstruction@att.net

I am also thrilled to share that 44% of the top builders as identified in **Metal Construction News** are MBCEA members. Our membership committee has a plan to make this share even bigger and they want to have fun doing so. Stay tuned for information on a Membership Drive Contest. They are working on the details but there will be cash prizes, social media acclaim, and strong PR for all the winners. Contests are fun, but this is one contest where we all win – there is strength in numbers. Our Association is only as good as the quality of membership. Together we can do more!

Our efforts to make our signature quality initiative AC478 more accessible are working. IAS reports more than 10 companies are in the works and Jackie has been contacted by several more. The Mid-Atlantic Chapter is hosting a virtual session on how to apply this month and our National Roundtables resume in September. IAS is presenting to architects in August and to our members in September. If you have any questions about this program do check out the members only area of the website or contact **Jackie Meiluta** directly.

Lastly, I am happy to report, we are starting to generate a buzz around our efforts to create a complete Metal Building curriculum. I think we all can agree that in order to attract new blood to our industry, we need to be able to offer affordable, comprehensive training, presented in the way students learn today. Which, by the way, has more to do with smartphones and less to do with textbooks.

We will deliver a transformative learning experience utilizing new technologies that changes the way we recruit, develop, and retain new workers. It is a million-dollar, multi-year investment in our future.

vapconstruction.com

[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

[Jen Heimburger](#), President

[Jackie Meiluta](#), Program Manager

I challenge each and every manufacturer and supplier to consider a future with no skilled labor; to consider the value of having your products assembled and installed properly. I challenge every contractor and erector to evaluate the value of a well-trained workforce, of a simplified recruiting process. Full disclosure, in the coming weeks we will be launching a fund-raising campaign. We cannot do this without industry support, but together we can ensure a bright future for the metal building industry.

Regards,

Jen Heimburger

President, MBCEA

President, Heimburger Construction

P.S. Welcome to our new Administrative Assistant, Britain Graver. She's assisting with projects, taking over Crew Sourcing postings, processing new members and more!

Have you missed any of the Mid-Atlantic Chapter's online sessions that were opened up to the National membership?

They were recorded and access for a nominal fee is available through our [Products and Services page](#) to logged in members. We encourage you to take advantage of these well-received informative programs. So far the list includes **Project Estimating, Negotiating Contracts, Leadership, and Marketing your Company.**

It's now easier than ever to request your crew sourcing needs!

Do you have overlapping projects and need assistance? Do you have a gap in your schedule due to a project delay? Are you selling a piece of equipment or hiring? Our goal is to keep everyone working and provide assistance when needed. These posts are not for bid requests and we encourage you to use the [Member Directory](#) to locate fellow members in your project area. But if you're in a jam and you need your fellow members, visit [this page](#) to submit a post.



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MBCEA Presents

Your Tax Bill is Too High

by Gene Marks on 9/15

Join us for this timely virtual session for Strategies and Tips for reducing your Corporate and Individual tax expense. Visit our [event page](#) for more information and to register.

AC478 Member Spotlight

Merit Builders



Merit Builders has the expertise, manpower, and industrial resources to successfully complete Metal Building projects. Established in 1987, they are a nationally recognized, independent erector that has constructed hundreds of structures and many between half a million to one million square feet.

A Career Butler builder, Merit has served clients in a variety of markets, including warehousing, distribution, government, aviation, academia, retail, agriculture, and others throughout the Continental U.S. They also specialize in the reroofing and renovation of aging metal structures that can compromise the integrity and productivity of day-to-day business operations.

Merit was the first company to achieve the quality accreditation of AC478 for Metal Building Assembly. **Owner, Dave Gochenaur said "The metal building and assembly industry has changed considerably in the last 30 years. We believe accreditation will help our industry deliver better quality in-place products—and that's good for everyone: the manufacturers, the erectors, customers and the public."**

To learn more about Merit, visit <https://meritbuilders.com/> To learn more about AC478, contact **Jackie** or visit the **members only area** of the **MBCEA website**.

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Accreditation 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.

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

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

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

SAVE THESE DATES!
AC478 - Route to Accreditation on 9/20 at 11 am ET
National Roundtable on 9/29 at 2 pm ET

Unsure where to begin? Contact **Jackie Meiluta** or spend a few minutes in the AC478 section of the Members Only area of the MBCEA website. We have simplified the information and provided everything you need to get started. We will not be hosting any roundtables this summer but will resume in September.



Architects will receive AC478 Accreditation Training August 10

The International Accreditation Service (IAS) will provide free virtual training for architects on the IAS AC478 and AC472 Accreditation Programs on August 10 at 12 pm Eastern Time. The training will be hosted by the American Institute of Architects (AIA) Pennsylvania Chapter and will also be made available to architects in New Jersey and New York. This program provides architects with an overview of how the AC472 and AC478 accreditations for metal building design, fabrication and construction can be used to complement the building process. The program will provide an in depth look at what is included in the accreditation process and why it is important for the

safety and quality of the building. This program will outline why accreditation is important and can benefit the architect to specify companies accredited to either AC478 and AC472. The program will also provide architects with 1 AIA LU / HSW credit opportunity. To register, [click here](#).



MBCEA Chapters

Mid-Atlantic Chapter News

Thank you to MAD Board Member Bruce McCardle for presenting "**Marketing Your Company**" last month. Many members across the states attended to gain insights into creating a culture of marketing and sales for their companies. The recording is available to members for a small fee on the [Products & Services webpage](#).

Register Now!

AC478-What is it and How does one Become Accredited July 20, 2022

You've been hearing a lot about AC478 Accreditation but do you really know what it is? Do you know why you should pursue it? Do you know how the MBCEA helps prepare you? Join MBCEA Accreditation Committee Chair Dan Halme and Program Manager Jackie Meiluta for a one-hour virtual session on **Wednesday, July 20, at 10:30 am**, as they share some Myths and Facts about the program and the resources available to you. Now is the time to see why so many of your fellow members are pursuing accreditation and ask the questions that have been on your mind!

Please email [Sasha](#) with the name and email address of your attendees and I'll share the call-in information with them. Thank you!

Greater Ohio Chapter News

6th Annual GO-MBCEA Golf Outing
Bunker Hill Golf Course, Medina OH
Thursday, August 4, 2022

Click [here](#) for more information and to register!
Become a [Sponsor](#) Today!

Mark your calendars for the following events:

September 29 - Top Golf in Cleveland, OH - Join us for a meet and greet, membership drive, and afternoon of fun.

November 3 - Meet and greet and membership drive in Columbus, OH.

Full details coming out soon.

New England Chapter News

The **31st Annual New England Chapter Golf Tournament** will be held at the Lake of Isles Golf Course @ Foxwoods on **July 21, 2022**. Please use this [entry form](#) and [sponsorship form](#). A block on rooms is being held for the night before (7/20) and the night of the tournament (7/21). Hotel booking information will be provided on the entry form.

Carolinas Chapter News

Save the Date: Construction Notebook Class #13

Thursday, August 18, 2022 (Registration forms to follow)

Location: DWS Steel Structures
8208 B & G Court Stokesdale, NC 27357

8:00am-12:00pm (lunch included) cost is \$35 per person

Bolting Class presented by HYTORQ



Construction Law Corner - John Dorsey, Davis Bucco Makara & Dorsey

WORKER MISCLASSIFICATION: ARE YOU READY FOR ANTICIPATED CHANGES IN REGULATION AND ENFORCEMENT?

The labor shortage caused by the 'great resignation' has impacted the construction industry and given rise to a greater 'gig economy'. With a number of states increasing their enforcement and focus on worker misclassification, employers in the construction industry should take steps to avoid misclassifying members of their labor force as independent contractors. Pennsylvania's Worker Misclassification Task Force is set to provide a final report in December 2022 with a number of recommendations for legislative action in this area that will greatly impact employers in the construction industry and beyond.

In March, the Task Force released a preliminary report that provided a preview of what employers can expect in the area of increased worker misclassification enforcement and regulation. This preview should be used as an opportunity to start a 'best practices' review to ensure compliance and mitigate any risk of liability for worker misclassification.

[Read on](#) for the standards and steps to take.



Are you Prepared Now to Sell your Business in the Future?

According to the BEI 2019 Business Owner Survey, 79% of business owners have not developed a written plan for transitioning out of their businesses. There are components of an effective transition plan that should be in place, such as obtaining a business valuation, identifying future income needs, and communicating plans to family and internal partners. Alarminglly,

many business owners are not addressing these baseline steps of the process.

[Read on](#) for the steps from Shannon Fowler.

35 YEARS OF EXPERIENCE YOU CAN TRUST



"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.



The Metal Buildings Institute is the only place for training and information exclusive to the Metal Buildings Industry. MBCEA members receive access to the Quality & Craftsmanship training videos at no charge and receive discounts on other critical training such as Insulated Metal Panels and Temporary Bracing. Visit us on the web at www.metal-buildings-institute.org.



Check out our new Temporary Bracing PSA on the [MBCEA YouTube Channel](#) or watch now:

[English](#)
[Spanish](#)

To purchase your copy of Guidelines for Temporary Bracing, [click here](#). MBCEA members take 50% off the purchase price. Every contractor and erector should have a copy!



2022 MCN Project Excellence Awards

The Metal Construction News Building and Roofing Awards are celebrating their 35th year, and have showcased the innovation and excitement of the metal construction industry.

Projects that were completed after Jan. 1, 2021 are eligible in the following categories:

- Metal Buildings
- Metal Roofs-New
- Metal Roofs-Retrofit
- Metal Walls-New
- Metal Walls- Retrofit
- Metal Craftsmanship

For more information, download the entry form [here](#). DEADLINE: Sept. 16, 2022

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2022 MBMA Student Design Competition Opens July 15th

The Metal Building Manufacturers Association (MBMA) 2022 Student Design Competition opens to individuals and teams that wish to register on July 15, 2022. Offering more than \$28,000 in prizes across two divisions—graduate and undergraduate—this year's contest challenges architecture students to create an innovative metal building design for a new municipal fire station. Individual students or teams interested in this exciting opportunity can register at www.mbmaeducation.org with submissions due by January 6, 2023..

[Read more](#) about contest.

AIA Lunch and Learn CEU Courses

MBMA has two AIA-approved lunch-and-learn CEU courses in their library that MBCEA members can take advantage of presenting. They include:

- [Metal Buildings 101](#) (click link to view a video of the course)
- Creative Design Alternatives Using Metal Building Systems

Contact [Sasha](#) if you're interested in more information on this opportunity.

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**Race to register for METALCON '22
in Indy on October 12-14!**

Use promo code **MBCEA** and save \$30 on your registration. Click on the logo banner to register.

[Learn more!](#)

Should young workers forgo work-life balance to advance?

One theory about business culture holds that younger people must work long hours and forgo balance early in their career to position themselves to enjoy success and a more balanced lifestyle later. However, this philosophy is at odds with expectations of strong work boundaries among members of Generation Z, and companies that ignore work-life balance might have difficulty recruiting and retaining talent.

Full Story: BBC (7/5)

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EHS Today WEBINAR

Safety Essentials: Tough Gear, Sharp Eyes, Hard Data

Wednesday, July 20, 2022
2:00 PM ET
REGISTER HERE

Steel-toed boots and hard hats are only part of the story. To keep people safe, you need to make keen observations of the workplace, whether with scheduled inspections or through real-time issue observation. Converting safety inspections, observations, and even everyday actions into high-quality data can provide the quantitative basis for safer outcomes and better decision-making.

[This webinar](#) will help you understand how digitizing safety inspections and standard operating procedures can generate hard data that you can harness for operational improvements, metrics that drive cultural change, and analytics that encourage continuous organization-wide improvement.

We travel not to escape life, but for life not to escape us.

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