



Reaching New Heights, Together



METAL BUILDING
CONTRACTORS & ERECTORS
ASSOCIATION

Quick Links

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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!

Big Box Buildings

Mike Kinnard
405 E. Marsh Lane, Suite 1
Newport, DE 19804
302-323-9300

mkinnard@harveyhanna.com

www.bigboxbuildings.com

K & A Construction LLC

Jose Martin Marquez
1739 Dixon Swimming Pool Road
Burlington, NC 27217
336-512-3840

josem@kaconstructionllc.com

Call for
Speakers/Presentations

Greetings!

It's November! Right now everyone should be busy thinking about turkey... um..I mean wrapping up 2020 and planning for 2021. If your plans for 2021 include training (and they should) read on.



Last month in this column, I shared some effective (and free) marketing tools available with your membership in MBCEA. This month, let's talk about effective and free training tools.

Did you know we have a members area chock full of templates and documents that have been freely shared by other members? Examples include hiring documents, installation checklists, drug testing policy, and even many forms for project planning such as lift plans and erection narratives. Don't recreate the wheel; there is probably a perfectly good document ready for your use. Download it, modify it to your specs and begin using!

Don't think the members area is just old Conference presentations and documents (although they are good!); there is also a trove of training tools. Did you know you could download the full transcripts to the MBI Quality and Craftsmanship series? Think of the possibilities for running an in-house training session armed with these notes!

How about training, intended to be presented by your qualified safety trainer, complete with notes and tests on topics such as Bolting & Aligning, Controlled Decking Zone, Fall Protection Basics, Globally Harmonized System (GHS), and Rigging Basics. **Right at your fingertips, with a few easy clicks is everything you need for your next next rainy day training session.**

Also in this area are the documents and tools you need to begin the process to become accredited, to prove your quality and to achieve AC478. While we are on the topic of AC478, I would also like to invite you to a roundtable ZOOM on Friday 11/20 at 3PM EST.

Our panel includes: Dan Halme, Halme Builders, Jennifer Heimburger, Heimburger Construction, Walter Mershon, IAS and yours truly. Hear why we decided accreditation was important for our companies. Listen to shared lessons learned on the application process. Meet the man who will perform your assessments. **You do not want to miss this!**

Please RSVP to [Jackie](#) and she will send you the ZOOM details.

**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!



The quality of the documents we have available is thanks to some very generous members who freely shared. I urge you to consider the same. If you have a form or a checklist that is really useful, if you have a training tool you like, send a copy to **Sasha** for posting in the members area. We are stronger together!

Lastly, our nation's Covid numbers continue to rise. We are seeing a resurgence of the virus and escalation of hospitalizations and deaths. I know we are suffering from pandemic fatigue and are much less fanatical about social distancing, mask wearing and hand-washing. But these are the best tools we have right now to stay ahead of this thing. I speak as someone who is currently quarantining after being exposed to Covid. I urge all of you to take Covid seriously and lead by example. Enforce mask wearing, social distancing and hand-washing on your jobs and in your offices, consider alternatives to holiday parties.

As we count our blessings next week at Thanksgiving, know that I am thankful to be a part of this great association. My business is stronger thanks to you. I hope yours is too.

#Reachingnewheightstogether

Stay Safe!

Art Hance
President, MBCEA
President, Hance Construction

P.S. We are now accepting ideas for next year's conference. Please consider speaking /presenting.

CLIPS & ACCESSORIES

We manufacture and supply roof clips and accessories.



Notice of MBCEA Membership Dues Increase - Effective 2/2/21

Pursuant to Article V, Section 1 of its bylaws, the Metal Building Contractors and Erectors Association is giving notice to its membership that the annual dues for the association will be increased from \$495 to \$525 effective on 2/2/2021. We want to continue to provide the best experience and value possible to our members and to do that, a small increase in dues is needed.

The many member benefits include: free access to the Quality and Craftsmanship 11-module training series and discounts on new modules; free listing in our member directory which is very widely searched; free posting of ads on our website, social media platforms and direct email to members when in need of assistance with a project; free assistance with AC478 Accreditation Application; and so many more learning and networking opportunities at the local chapter level and at our annual conference.

The board has also just approved the adoption of a new association management system which will greatly enhance your member experience, so be on the lookout for more information on that soon. Note that since the price increase will not take place until after 90 days from this notice, you will still be able to renew your 2021 membership at the \$495 fee – so watch for your invoice via email in the beginning of December and plan to renew as soon as you receive it!

Please do not hesitate to contact Sasha with any questions.

MBCEA Chapters

Carolinas Chapter News



Carolinas Fall Golf Outing

Revised date: Thursday, November 19, 2020

Location: Warrior Golf Club
1300 Lake Wright Rd China Grove, NC 28023

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

The schedule will be as follows:

10:00am Range open for warm ups
11:00am Tee time for Golf (Shotgun start)
with box lunch provided
3:30pm Social & Awards Presentation
(hors d'oeuvres)

To Register or Sponsor click the links below:

[Registration/Sponsor Form](#)
[Credit Card Authorization Form](#)

Proceeds from this golf tournament benefit our Scholarship Fund. Your support and participation in the Fall Golf Outing allows us to continue to help deserving young people advance their education. Due to COVID-19 we weren't able to hold a golf outing in the spring. As a result, the Fall Golf Outing will be the one major event this year for Scholarship fundraising and we encourage all who can to participate and/or sponsor.

Please contact Meredith at carolinas@mbcea.org if you are unable to attend, but would like to make a donation to the Scholarship Fund. **Thank you for your continued support!**

Upcoming Event

Carolinas Chapter **2nd Annual Skeet Shoot** is rescheduled for **December 3, 2020** from 9:00am-2:00pm (lunch included) at

Shane's Sporting Clays
6319-B US Hwy 158
Summerfield, NC 27358

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

Deadline to register is November 18, 2020

Click below for

[Registration Form](#)
[Credit Card Authorization](#)

We look forward to seeing you there! Please come join us for our last event of 2020.

An advertisement for fall protection equipment. It features a photograph of a worker in a safety harness walking on a metal rooftop walkway. The text "FALL PROTECTION!" is prominently displayed at the top, followed by "ROOFTOP WALKWAY CSI 07-7246". A logo for "METALWALK" is also present, along with the website "www.designcomponents.com" and the phone number "800-868-9910". A circular logo for "DESIGN COMPONENTS, INC." is in the bottom left corner.

FALL PROTECTION!
— ROOFTOP WALKWAY CSI 07-7246 —

METALWALK
ROOFTOP WALKWAY & SAFETY HANDRAIL
CSI DIVISION# 07 7246

www.designcomponents.com
800-868-9910

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INC. SINCE 1978
BUILDING ACCESSORIES

Construction Law Corner by Joshua Quinter, Offit Kurman

The Courts are Closed, What Now?

The COVID-19 pandemic has impacted nearly every aspect of American culture since its onset in the spring of 2020. Every business has been forced to grapple with new problems or, at a minimum, unique versions of old problems. The civil court system in America has not escaped that reality.

Most courts in the country closed for a period of time as court personnel necessarily went into quarantine with the rest of us. As the pandemic stretched beyond a few months, the backlog started to grow and courts felt the pull of litigants needing to have their disputes moved to final disposition. The virtual environment has provided some necessary means to move things forward in terms of conferences and smaller hearings; but trials, which are the centerpiece of the American judicial system, are largely on hold in many jurisdictions. Cases that were scheduled for trial in 2020 have now been pushed into the summer or fall of 2021 at the earliest.

For some, this development is welcomed. If cases are stalled, the accompanying ability to avoid the time and money spent on litigation comes with it. Justice delayed is justice denied for others though. By way of example, a construction company seeking payment in a breach of contract action may need the cash they would be awarded in a successful trial to survive the current economic climate created by the pandemic. So how does one deal with the lack of access to the court system if you need to bring your matter to a decision point for any reason?

[Click here](#) to read the options presented.

Contractor employs gamers to boost BIM efforts

Next generation of tech savvy workers provide a fresh perspective on how 3D technology can be applied to efficiently complete construction projects.

When you envision expanding your construction workforce, “gamers” may not naturally come to mind. But for Fred Meeske, vice president in charge of the Building Information Modeling (BIM) Technology Division at Rosendin, these

and other tech savvy individuals have proven to be game changers as the company explores virtual applications.

“This younger generation leverages technology in a way that a lot of us in the construction business have not done before,” says Meeske. “They live in this virtual environment... Most of them don’t just play games, they actually build them and interact with them.”

These skills, when applied to a construction environment, have the potential to effect change. “When you’re able to bring them in and have them apply the skills they have — and augment those skills with real-world knowledge of construction... the way we build things — you get this entire new vision, this entire new way of doing things that, over the last several years, has led us in all kinds of areas that we never even knew existed,” Meeske states.

Read the [full article](#) by Becky Schultz at [forconstructionpros.com](#).

Prove your Quality with Accreditation

The MBCEA is hosting a ZOOM roundtable to answer your AC478 questions. Join us to better understand the process and explore how to get more projects specified with AC478.

Please mark your calendar for Friday 11/20 at 3PM EST. RSVP to jmeiluta@comcast.net and receive the Zoom details.

Our roundtable panel includes: Dan Halme, Halme Builders, Art Hance, Hance Construction, Jennifer Heimburger, Heimburger Construction and Walter Mershon, IAS.

Hear why they decided accreditation was important for their company. Listen to share lessons learned on the application process. Meet the man who will perform your assessments. **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 hour session to review what is expected.



How wider legalization of marijuana affects employers

Four additional states have legalized the recreational use of marijuana, which AGC has flagged as a safety concern on construction sites. Jenn Goodman examines how legal provisions in each state directly affect employers, including the question of whether they will be allowed to bar usage at places of work.

Help Your Metal Businesses Thrive with METALCON's 6-Course "MBA" Program

If you've been too busy to plan the next big moves for your trades business, you're not alone. Now is the time to stop reacting and start investing in your business, your employees and yourself.

Developed in partnership with the trades business experts at Breakthrough Academy, METALCON's first-ever "MBA" program focuses on the six most critical things every metal construction business must do to succeed in 2021, and beyond.

Take all 6 METALCON "MBA" courses and receive your diploma at METALCON 2021 in Tampa!

Who will benefit from participating: Owners/GMs/Principals • Project Managers • Sales • Marketing • Residential Contractors • Commercial Contractors ... or anyone on the business-side of the metal construction industry who is ready to become a more effective leader and/or increase performance, profitability, and productivity.

The Six-Course Schedule:

Building your 2021 One-Page Strategic Plan on 12/2/20

Attracting and Hiring Rockstar Staff on 3/10/21

Increasing Staff Productivity through Summer Production on 6/2/21

Structuring your Company for Maximum Productivity on 9/1/21

How to Build a Resilient Contracting Business - Live at METALCON in Tampa on 10/6/21

Turning your Strategic Plan into Measurable Action - Live at METALCON in Tampa on 10/7/21

[Learn more and Register for free!](#)

Creating a culture of caring: Suicide Prevention in Construction

Mental health is an invisible crisis in construction. The pandemic has exacerbated the construction industry's issues with mental health, substance use disorders and suicide risk.

Employees are the core asset in human capital risk management. Has your company considered the hidden costs and risks of not adequately addressing mental and behavioral health of your workers? It's time to look under the hardhat. Learn how a culture of caring and wellbeing can reduce the serious risks associated with presenteeism.

The webinar, hosted by IMPACT and presented by Cal Beyer, CSDZ's VP of Workforce Risk & Worker Wellbeing, will address the following:

- Why mental and behavioral health is an invisible crisis in construction
- The hidden costs and risks of not addressing mental health in your company
- Impact of presenteeism on productivity, quality, and safety
- Understand how physical and mental health comorbidities escalate claim costs
- How to institute a culture of wellbeing to reduce risks and lower costs

[Register here](#) for the 11/19/20, 2 pm ET Webinar.

9 Inspiring Leadership Videos

There are a gazillion videos about **leadership** on YouTube, from Amway to Churchill to **TED Talks**, and beyond.

But if you just want to breeze through some insightful, fun and focused videos, [these nine](#) will do the trick.

Each of these brief (most of them are under 3 minutes) **leadership** videos succeeds at capturing an essence of **leadership** at its simplest, yet most profound.

PROVEN Metal Roof RETROFIT SOLUTIONS

Sub-framing systems to fit over any existing metal roof
Schedule more jobs with our prompt fabrication and shipping
Install without disrupting the building occupants



PPP Loans Hide a Painful Kicker : A big tax bill

The federal Paycheck Protection Program was, by most accounts, instrumental in helping to provide money for many small businesses through the pandemic. According to the [Small Business Administration](#), the program — which ended Aug. 8 — provided more than five million forgivable loans to small companies, amounting to \$525 billion. The loans were used not only to help keep their employees on the payroll, but also for other operating expenses such as rent and utilities.

[Read full article](#) by Gene Marks, for the Inquirer



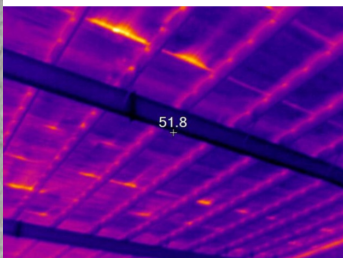
Participate in Air Leakage Testing!

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

[CSI Fellowship Awarded to Lee Ann Slattery of ATAS International](#)

[Greg Pasley is BBNA's first ever chief operating officer. Christen Funk takes over as president of Butler Manufacturing.](#)

[Enduro Composites Tuff Span industrial roofing system rated top in a Department of Defense](#)

[study reviewing the best and most sustainable roofing systems for industrial environments.](#)

[2019 ATAS Intl. Accents Project of the Year Award - Durable and Attractive Metal Chosen to Accent New Regional Corporate Headquarters for Geico](#)

[Northern Building Systems Is Newest MBMA Member](#)

[Employees of member companies Bel-Con Design Builders, S&S Structures and Thomas Phoenix International are featured in the October 2020 MCN Site Scene](#)

[The October 2020 MCN Issue Renovating PEMB features MBCEA Members T.B.T. Construction, Paramount Metal Systems and Bel-Con Design Builders](#)

A recruitment graphic for Simply Tough Metal Buildings. On the left is a 'WANTED' poster with the text 'WANTED' in large, bold, black letters, '★ INSTALLERS ★' in red below it, a photo of a metal building frame, and 'SIMPLYTOUGH.COM' at the bottom. To the right, the text 'SIMPLY TOUGH METAL BUILDINGS' is displayed in a stylized font. Below that, it asks 'Have experience in pole barn, red iron, or tube frame building installations?' and ends with '➔ APPLY TODAY' in a bold, yellow font.

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 we think of freedom, not as the right to do as we please, but as the opportunity to do what is right"

-- Peter Marshall