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Summer 2024 Volume 6 Issue 1

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From the Exec's Desk

Greetings,

The summer season is upon us, with what felt like an early Memorial Day Weekend this May and Independence Day fireworks already being prepared. For most kids, school is out for summer. This means that for many SMCA contractors, school is in session – with indoor air quality and HVAC servicing a key concern in Philadelphia-area schools, SMCA's Member Firms are the contractors to see when it comes to keeping our children healthy and comfortable while they learn. The Safe Air for Philly Schools campaign, recently noted in a Philadelphia Inquirer report, seeks to improve the air that Philadelphia's students and faculty breathe. SMCA's Member Firms can play a key role in that initiative over the summer and beyond. Campaigns such as this highlight the importance of indoor air quality and the work done by SMCA contractors and their Local 19 workforce.

The summer season is one of change for SMCA, as new terms for the Association's Officers, Directors, Trustees, and Committees begin. To those whose terms are expiring this year, SMCA thanks you for the time and energy you've dedicated to making the industry better. To those continuing to serve existing terms and beginning new ones, I truly look forward to working with you all in the coming year. And as always, a special thanks to our Nominating Committee members for their efforts in identifying a terrific slate of candidates to fill vacant positions on SMCA's Board of Directors and Industry Fund Board of Trustees this year.

July 1 serves as the start of a new year for SMCA, and with a new year come new initiatives and goals for the association. I'm particularly excited about expanding our educational opportunities for contractors and their employees in the coming months. Among our plans for the year are an expansion of the SMCA office's training space to accommodate more attendees and diversify our course offerings, as well as a new Educational Credit Program that will allow contractors and their employees to address their individual companies' unique training needs.

While many exciting changes and opportunities are on the way this summer, I also hope everyone finds time to relax and recharge whether down the shore, in the mountains, or wherever else your vacation plans take you. Enjoy the summer months and we look forward to seeing you at our fall events!

Peter H. Jenkins Executive Director/CEO

President's Column

I am honored and humbled to have been elected President by the SMCA membership at our Annual Business meeting last month. Matt Sano did an outstanding job over the past 2 years strengthening SMCA's relationship with Local 19 – the



Sheet Metal Industry Advancement Committee is meeting again after a long hiatus, our Joint Apprentice and Training Committee is stronger than ever, and Matt is heavily involved in an exciting renovation of the Training Center's Testing & Balancing facility. Matt has also been a great ambassador for SMCA and the industry during his presidency, serving on the SMACNA Board of Directors, numerous committees locally and nationally, and participating in panel discussions and podcasts. I hope you will all join me in thanking Matt for all of the time and energy he has devoted to SMCA over the past two years, and I look forward to continuing to work with him and our Board of Directors during my term.

It's a very exciting time to come into this role with so many opportunities ahead of us. There's a very real sense of optimism right now, with SMCA and Local 19 working cooperatively to move our industry forward. Local 19's leaders are focused on providing our contractors with the most skilled and efficient workforce possible. The Sheet Metal Industry Advancement Committee is looking at ways to increase our market share and improve communications. I'm also pleased to see SMCA and Local 19 taking a more cooperative approach to legislative advocacy and workforce development. I'm eager to see how far we can go together this year and beyond.

If I have a theme or buzzword for the 2024-25 term, it's "engagement." It's no secret that our industry is in transition – many of the Baby Boomer generation are heading swiftly towards retirement, and young people entering the workforce have all kinds of options. We need to engage with young people early and often so they understand how much a career in the sheet metal industry offers. I

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SMCA Sporting Clays Outing Hits the Mark

This spring SMCA contractors, their employees, and guests returned to Lehigh Valley Sporting Clays in Coplay, PA for the



Ernie J. Menold of Ernest D. Menold, Inc.

2024 Sporting Clays Outing. Contestants made their way through stunning grounds, including several stations etched into an abandoned cement quarry from the 1800s. After the round (sporting clays is often thought of as “golf with a shotgun”), everyone enjoyed a barbecue lunch and the day’s top shooters received awards.



Winners from left: Rocco Chidoni 5th, Chris Poyatt Jr 4th, Scott Harbison 1st, Dave Gagnon 2nd, Jack Titlow 4th.

Thanks to all the sponsors and those who came out, and congratulations to the winners!

New Jersey Law now requires Public Works Contractor Registration and Payroll Certification to be done On-line

As a result of New Jersey Senate Bill # 1442, which was signed into law in August of 2023, now requires all New Jersey public works contractors to comply with these new provisions by August 15, 2024.

This law requires public works contractor registration and payroll certification to be completed online. Current law requires public works contractors to register in writing and keep accurate and detailed payroll records of payroll activities and keep them open for inspection by the public body awarding the contract. The law now establishes mandatory online contractor registration and payroll certification processes, but does not relieve the contractor of the requirement to submit payroll records directly to the public body awarding the contract. Under the law, public works contractors will no longer submit registration applications or payroll certification on written paper forms.

The law:

- (1) designates the records that contractors and subcontractors are required to keep pursuant to the law as a certified payroll record;
- (2) requires that certified payroll records that are made available by the department on its Internet website for inspection by the public body awarding the contract, or any other party to the lease or agreement to lease pursuant to which the public work is done, be made available in full and without redaction, and certified payroll records posted on the department’s Internet website for viewing by the public redact only the addresses and social security numbers of the workers;
- (3) requires that contractors and subcontractors submit certified payroll records to the public body awarding the contract or the party to the lease or agreement to lease pursuant to which the public work is done, and to the department through the secure process on its Internet website, each payroll period.

Some frequently asked questions:

As a contractor, am I required to use the New Jersey Wage Hub now?

You are strongly encouraged to submit certified payroll in the New Jersey Wage Hub (njwages.nj.gov), the new portal created for all public works projects which also satisfies Diane B. Allen requirements.

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SMCA Annual Golf Outing

Join SMCA this fall for the Annual Golf Outing being held on September 30th at the Spring Mill Country Club in Ivyland, PA.

There will be new competitions and prizes this year. We hope you will join SMCA at Spring Mill, the club offers the most exceptional private golf course throughout Bucks County.



Look for the invitation over the summer!

Schedule of Events

SMCA Golf Outing
September 30, 2024
Spring Mill Country Club
Ivyland, PA



SMACNA Annual Convention
October 27-30, 2024
Palm Desert, CA
JW Marriott Desert Springs
Resort & Spa



SMCA Engineers' Night
Dinner Meeting
November 7, 2024
The Manor House at
Commonwealth
Horsham, PA



SMCA Holiday Reception
December 13, 2024
Philadelphia Art Museum
Philadelphia, PA



SMCA Congratulates Matt Sano on ICB/TABB Hall of Fame Induction

SMCA is proud to congratulate our Immediate Past President Matt Sano of Fisher Balancing Company on his induction into the International Certification Board/Testing Adjusting and Balancing Bureau Hall of Fame! First announced during the 2024 ICB/TABB Annual Conference this spring, Matt is the Hall of Fame's 21st inductee (and the third from the Philadelphia area).

A staunch supporter of the industry at both the local and national levels, Matt serves on the Board of Directors for both SMCA and SMACNA, as well as numerous committees for both organizations.



Matt is also well-known for his commitment

Jennifer Lohr, Vice President of Fisher Balancing Company with Matthew Sano being inducted into the ICB/TABB Hall of Fame.

to growing the industry and the TAB discipline. Fisher Balancing Company has one of the most diverse staffs in the country, with a mix of men, women, generational sheet metal workers and professionals from the engineering world all working together to improve the business and the industry.

While not one to seek recognition, his Hall of Fame induction shows that Matt is certainly recognized by his peers as a leader in the balancing and sheet metal industries.

Congratulations Matt from everyone at SMCA!

The Silent Killer In Construction

How are you doing? This is a simple question that many of us don't ask enough to our coworkers and even family members each day. However, for the last 75 years, some may have taken the time to do so during the month of May as it's recognized as National Mental Health Awareness Month. Mental health is an issue that has affected many individuals in their personal lives and the workplace. In May, I had the great opportunity to speak to employees at Ernest D. Menold, Inc. shop about mental health in construction. As I mentioned in one of SMCA's previous weekly circulars, mental health has unfortunately ended in suicide for workers, which has directly affected the construction industry. Studies have shown that 53 construction workers per 100,000 workers commit suicide. This is four-times higher than the national average.



What do we do? First, we must acknowledge that nobody, including women in a heavily male dominated industry should feel embarrassed or afraid to contact someone if they find themselves mentally in a dark place. There are resources available to assist you, a friend, or even a family member. Outside of contacting the National Suicide & Crisis Hotline at 988, I have also provided the web page of the healthcare company for our Local 19 members below.

Lastly, I recently had the opportunity to attend a speaking engagement where the speaker said to audience members, "We all have gone through or will go through storms in our lifetime." This statement should be understood by all SMCA firms throughout the entire year. In the industry that we are in, it needs to be known whether in the shop or out on a job site, it's okay to not be okay.

Local Union 19 Healthcare Company information: www.totalcarenetwork.net

Greg Wharton, Safety & Education Director
(610) 828-4055 gwharton@smca.org

SMCA Elects Officers, Directors, and Trustees at 2024 Annual Business Meeting

On June 6, SMCA members gathered at the American Helicopter Museum & Education Center in West Chester PA for the 2024 Annual Business Meeting. Attendees were able to view one of the world's largest collections of rotorcraft and learn about American aviation history. During the meeting, candidates for the SMCA Board of Directors and Industry Fund Board of Trustees were elected by the membership. Congratulations to all this year's electees and thank you for serving the industry!

SMCA Board of Directors

President – Gary Luthe, Luthe Sheet Metal

Vice President – Robert Johnston Jr., SSM Industries

Secretary Treasurer – Dominic Bonitatis III, Prime Sheet Metal

Past President – Matthew Sano, Fisher Balancing Company

Director – Ernest J. Menold PE, Ernest D. Menold Inc.

Industry Fund Board of Trustees

Chair – Ken Wurst, Air Concepts

Vice Chair – Jennifer Lohr, Fisher Balancing Company

Secretary Treasurer – Ernest P. Menold, Ernest D. Menold Inc.

Trustee – Marty Sankovich, Sanks Mechanical

SMCA Meets With Regional Peers at Northeast States Sheet Metal Contractors Council



In April, delegates from SMCA joined SMACNA chapters from New England through the Mid-Atlantic region of the U.S. in Hilton Head, SC for the 2024 Spring Meeting of the Northeast States Sheet Metal Contractors Council. The Council provides an opportunity for SMACNA chapters from the region to focus on issues unique to the northeastern part of the country, including the labor-management relationship, increasing market share, and government relations at the state and local levels.

Attendees at this year's meeting heard from economist Gus Sacco about what to expect in the 2024-2025 construction market. They also received motivational and leadership advice from renowned speaker Elizabeth McCormick, former US Army Blackhawk pilot. Representatives from Trimble provided contractors with an update on the newest construction technologies entering the market, and SMACNA's Executive Director of Labor Relations Jason Watson offered insights into the 2024 Collective Bargaining season for those chapters in negotiations with their local SMART unions.

During the 2024 Annual Business Meeting, Chairman Chip Greenwood, Vice Chairman Jeff Porrello, and Secretary-Treasurer Michael Thompson were all elected to new terms. Alan Seidman of SMACNA Southeastern New York will continue to serve as Executive Director for the 2024-25 term. And on an exciting "save the date" note, the 2025 spring meeting will return to Aruba, where the Northeast States will hold a joint meeting with the South/Southwest States regional group. Plans are already in the works for what promises to be an even bigger and better gathering than 2024's record attendance.



SMACNA Council of Chapter Representatives June Meeting

SMCA, represented by Councilor Glen Armstrong (Restaurant Ventilation Design), joined with SMACNA chapters from around the country in Colorado for the June 2024 Council meeting. Held at the Park Hyatt Beaver Creek, attendees received updates from SMACNA executive and department leaders. Workplace safety initiatives and updates to SMACNA's industry-leading technical manuals were discussed, including a more robust focus on mental health in the workplace and revisions to SMACNA's Contractor Operations manual for 2024.



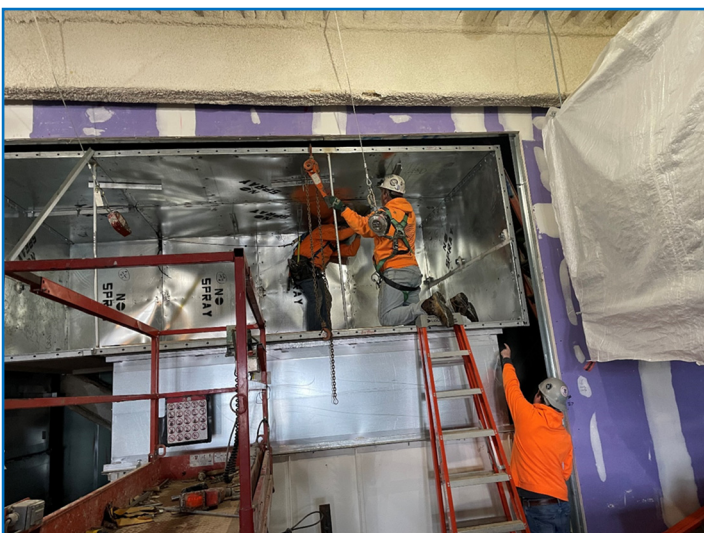
SMACNA has renewed its focus on chapter interaction recently, and this was on full display at the June Council meeting. Sessions on Robert's Rules of Order, budgeting for meetings, and Industry Fund management provided valuable insights and tips that will help SMCA's leadership better serve its members this year and beyond. With the 2024 collective bargaining season coming to a close, chapter representatives were also able to recount their experiences negotiating with local unions and what to expect for those bargaining in 2025.

Chapter representatives shared issues and concerns in their local areas, serving the Council's purpose of advising the SMACNA Board of Directors and implementing SMACNA policies locally.

SSM Industries, Inc. at the Forefront of New Life Sciences Building

The landscape of Center City has been moving towards next generation facades. These buildings will be state of the art locations that will be frequently used for lab space and various amenities. The greatest part about these new buildings is that an SMCA firm will be installing and fabricating the ductwork. Pictured above is the newest of these buildings, which is a life science building that will be frequently used by Drexel University students and was completed by one SMCA's largest firms, SSM Industries, Inc.

SSM Industries, Inc. has been on this 10 – story project located at 3151 Market Street since last year. In our fall article, employees of the firm were photographed engineering a large two-day crane pick of several large pieces of ductwork that was spearheaded by Project Manager, Dan Greenwold, and General Foreman, Mo Shuster. This second visit to view the interior work of the firm was organized by longtime Project Manager, Ken Lintelman and General Foreman, Carl Brozis. Carl, who has been with Local Union 19 for nine years, showed the floors where unique ductwork was installed along with the fabrication. That work is made evident in the photographs along with this article. The work ethic that this firm has instituted amongst their workforce from the office with the Project Managers, Shop Foreman, and General Foreman has shown from their plant in Delaware to their plant in Pittsburgh.



Mo Shuster and Dennis Pollock working on conquest riser plenum.



Dave Vuich and Ron Correlli installing riser deck fire smoke damper on 5th floor.

Legislative Advocacy



SMCA Meets with Congressional Reps at Home and on the Road

Members of SMCA's Legislative Committee were hard at work this spring, advocating for legislation and regulations that favor the union sheet metal industry and SMCA's members. Committee members joined SMACNA and MCA chapters from around the country in Washington DC for the 2024 Construction Employers of America National Issues Conference, meeting with area congressional representatives and federal agencies to discuss the importance of registered apprenticeships, Davis-Bacon reform, and Section 179 tax incentives.

SMCA's team continued the work at home, meeting with Rep. Brian Fitzpatrick (R-Bucks Co.) and Speaker of the House Mike Johnson (R- Louisiana) at the historic Union League of Philadelphia in Center City. Rep. Fitzpatrick is a longtime friend of the industry and leader of the Problem Solvers Caucus, a centrist bipartisan group that has become increasingly influential in today's narrowly divided House. Speaker Johnson addressed the room and took questions about the state of politics in Washington, the upcoming 2024 elections, and guiding important bills through the legislative process in a challenging environment.

Legislative Committee Ensures SMCA's Voice is Heard in Trenton

Never a group to underestimate the importance of state-level advocacy, the SMCA Legislative Committee recently met with New Jersey Department of Labor Commissioner Robert Asaro-Angelo. Important regulatory issues like worker misclassification and wage & hour enforcement were discussed, emphasizing that SMCA's member firms are known as "good employers" who pay their employees the proper wages and benefits but who often times can be undermined by unscrupulous competitors looking for an unfair advantage in bidding.



From left: Rep. Brian Fitzpatrick, Speaker of the House Mike Johnson, Dominic Bonitatis, and Peter Jenkins

The Committee also met with key New Jersey legislators in June, including Senate President Nicholas Scutari and the Chairs of both the Assembly and Senate Budget & Appropriations Committees. With the help of Joseph DeSanctis and Public Strategies Impact, SMCA is making a concerted effort to advocate for its New Jersey contractors and the issues that matter to them in the Garden State.

President's Column

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also want to ensure that SMCA's members are engaged with our association – consider joining a committee, come to an event you haven't attended before, introduce a colleague or employee to the group. The more we hear from our members, the better we can serve you. Once again thank you to the SMCA membership for choosing me to serve as President this year and to the SMCA Board of Directors and staff for your support. I hope everyone has a wonderful summer and a great year to come!

Respectfully,

Gary Luthe

Ander Patron from Aboveboard Consulting LLC conducted our May seminar – “Understanding The Business of Construction.” Andy taught participants how to thoroughly understand how cash flow, productivity changes, and closing out projects can quickly impact the overall performance of the company. Andy’s topics were later tested during his cash flow simulation and house of cards exercise.

The cashflow exercise was an excel spreadsheet that simulated a six month project where potential scenarios could happen on a project. Participants would roll dice six times for each month and each number(1-6) represented a scenario they could face on a project. These scenarios included change orders stalling and monies were unable to be collected, your company didn’t get paid by the owner but expenses for the project needed to be paid, your company had to reduce billing cost because production forecast were missed, or you can bill and collect payment as planned. At the end of the six month period, participants saw how these scenarios impacted the revenue on the project.



Andy Patron breaks down where opportunities are won and lost on the way to being profitable.

In the house of cards exercise, participants were divided into groups of either General Contractors or Subcontractors. The goal was for the Subcontractors to work with the General Contractors to construct a house that would have a maximum value of \$10,000 using decks of cards and tape. The Subcontractors were required to build base boxes for the

house, while the General Contractors purchased base boxes from Subcontractors to build a house of cards based on the owners specifications. The cards and tape needed to be purchased(deck of assorted cards = \$2,000 per deck; tape = \$1,000 per roll) Subcontractors were responsible for the billing and collecting for each base box and determining a billing schedule with the customer, while General Contractors paid full price (\$2,000) for a base box or negotiated a price based on the design and quality.



Attendees working on House of Cards exercise. Attendees were divided into General Contractors and Subcontractor groups.

Andy has been a great presenter for our members over the past couple of years. Attendees have retained useful information that they will use when conducting business.

New Life Sciences Building

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Pictured (l-r) Edward Anthony, Micah Roth, Zach Miller, Dennis Pollock, Ron Correlli, Sam Green, John Bryszewski Jr., Terron Perry, Carl Brozis, Mo Shuster, Marcus Gary, Dan Greenwald, Dave Vuich, Chris Tartaglia.



Riser Plenum unit installed on roof.



If you do not submit your certified payroll via the NJWH portal, you will need to submit Certified Payroll to the DBA email, equalpayact@dol.nj.gov.

All certified payrolls must be submitted to NJ Wage Hub, by statute, as of August 15, 2024, but we hope most contractors will not wait until then to start using the system.

As a contractor, what are the advantages of using the New Jersey Wage Hub?

New Jersey Wage Hub enables contractors to:

Submit certified payrolls in a variety of user-friendly formats including web form, fillable PDF of the MW-562 form, and CSV template

Easily duplicate and edit certified payrolls week to week

Receive automatic confirmation of submission and review all previously submitted certified payroll records in a secure, online account

New Jersey Public Works Contractor Registration Act

The Sheet Metal Contractors Association recently met with NJ DOL Commissioner Robert Asaro-Angelo and Deputy Commissioner Julie Diaz regarding issues affecting our membership. During this meeting, the Department reminded SMCA that all contractors and subcontractors who bid on or engage in the performance of any construction-related public works projects in New Jersey must register with the New Jersey Department of Labor and Workforce Development.

How do I register?

You can apply online or by mail. Online: Go to njportal.com/lwd/pwcr. By mail: Complete and mail an application to the NJ Department of Labor and Workforce Development, Division of Wage and Hour Compliance. Application forms and instructions are available at: [PWCR Contractor Registration](#).

What is Public Works Contractor Registration (PWCR)?

The Public Works Contractor Registration Act (NJSA 34:11-56.48 et seq.) requires all contractors, subcontractors, or lower tier subcontractors (including subcontractors listed in bid proposal) who bid on or engage in the performance of any public work in New Jersey to register with the NJ Department of Labor and Workforce Development.

If a contractor bids on or is found working on a public works project without being registered, the maximum penalty for a first violation is \$2500. For more information about the definition of public work, public bodies, types of projects subject to prevailing wage requirements, etc., please go to [Public Works - Prevailing Wage FAQs](#).

What is the application fee?

The fee structure is as follows:

\$500 for a 1-year registration (increased from \$300)

\$750 for a 2-year registration (increased from \$500), but this option is only available to contractors who meet the following criteria:

Must have been continuously registered for the last two consecutive years

Renewal application must be received timely prior to expiration date

No prior violations of the Contractor Registration Act (NJSA 34:11-56.48 et seq.) or the Prevailing Wage Act (NJSA 34:11-56.25 et seq.)

If you file online, there is an additional service fee of \$4, plus a fee of 1.9% if you are using a credit card.

Fees are non-refundable.