



Magazine

Happy  
New Year



[www.smca.org](http://www.smca.org)

*\* OSHA's Most Frequently Cited  
\* Growth in Northern Liberties*

Winter Volume 4 Issue 1

# SMCA BOARD OF DIRECTORS 2022—2023

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## SMCA STAFF

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## From the Exec's Desk

The fall is usually a very busy season here at SMCA, and 2022 was no exception. With SMACNA's Annual Convention in September, our 2022 Golf Outing, Engineers' Night in October, an intense election cycle, the holiday reception, and the start of the holiday season, the fall certainly felt like a whirlwind. However, it was also an extremely productive few months as we close out 2022 and look forward to what 2023 has in store.

SMCA's Board of Directors, the Industry Fund Board of Trustees, and SMCA staff gathered for a Strategic Planning session during the fall. It was an engaging session where the team discussed the association's goals and generated ideas and initiatives to accomplish those goals. I was very pleased with the thought and creativity displayed by the group and am eager to build on the momentum it generated.

One of SMCA's top priorities this year will be increasing membership and member involvement. We will be reaching out to our members about committee involvement, tailoring our education programs to what matters to contractors, and inviting signatory contractors who are not SMCA members to consider taking advantage of all the association has to offer.

I wish everyone a happy holiday season, and can't wait to see what 2023 has in store.

*Peter H. Jenkins*

Executive Director



## President's Column

Happy New Year everyone,

With 2023 getting underway, I would like to start the year by touting the value of our local apprenticeship program. In addition to serving as SMCA's president this year I also sit



on the SMACNA Board of Directors and several national committees, which gives me the opportunity to speak with contractors and training coordinators around the country. I often hear that finding and developing apprentices is a struggle in many areas, with a common theme being that young people are simply not interested in a career in our trade. The issue is so pervasive nationally that SMACNA has taken several initiatives to help recruit and train new sheet metal workers.

Fortunately, we in the Philadelphia area do not share this problem. Our apprenticeship program is robust, with over 200 men and women learning the craft as we enter the new year. Our JATC is constantly reviewing and updating the training curriculum and equipment to reflect the needs of our industry and our customers. This is especially important this year, as forecasters expect construction in the Philadelphia area to pick up significantly in 2023 and 2024 thanks to supply chain issues easing and an influx of federal infrastructure funding. Obviously the busier we get, the more skilled manpower we need. And the apprenticeship program is the place to go for that manpower. As a co-chair of the JATC, I am pleased to say that we are well-prepared to provide that manpower.

I encourage my fellow contractors to integrate more apprentices into their workforce – not only are they crucial to the growth and future success of your company, but they also offer crew cost flexibility that can make you more competitive in seeking and obtaining work. To our friends, customers, and readers, I encourage you to visit an SMCA contractor or the Training Center to see the value of our apprentices and our apprenticeship program firsthand.

Wishing everyone a healthy, happy, and successful New Year!

*Respectfully,*

**Matthew Sano**

## SMCA Firms work to stay off OSHA's Most Frequently Cited Standard of Fall Protection

As another year comes to an end, OSHA revealed their 10 most cited workplace safety standards for 2022. The number one most frequently cited standard was fall protection, general requirements. There was a total of 5,260 violations. OSHA and the construction industry would like to see this standard trend downward if construction companies are willing to take the correct action steps to recognize and address these hazards before they happen. SMCA firms have taken proactive measures to ensure that they do not fall victim to receiving this violation from OSHA.



Being proactive in any capacity provides value to any SMCA firms safety program. Many firms who continue to take strides to improve their fall protection programs, conduct their monthly (if needed) and quarterly toolbox talks, as well as pre-task planning on jobsites. The SMCA safety committee wanted to provide even more value by hosting a safety lunch and learn in October with OSHA and a Fall Protection specialist from Honeywell. The second stanza of the afternoon was dedicated to fall protection. Attendees were not only able to discuss newer harnesses, and anchor connections, but they were also able to clarify questions they had regarding safety

situations on jobsites. In some cases, violations occur due to employees feeling uncomfortable in their fall arrest equipment or employees allowing themselves to be complacent around their peers.

Overall, it is great to see SMCA firms continuing to keep safety at the forefront, not just in fall protection, but in all areas of safety for their employees in the field and in the shop. Firms have tracked and scheduled updated training (CPR/First Aid, Forklift etc) for the employees whose trainings have expired. Other firms have acknowledged safety achievements (ex. No injuries for 30 days) and awards that they received and shared them on their website. Firms don't take these daily strides to appease the masses, but to show the masses that safety will never be looked over in our industry.

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

## Want Your Job To Be The Feature Article



Every quarter SMCA features a project that an SMCA Member is working on or has recently completed. This is an excellent opportunity to show off your work. If you are interested in being the next "Feature Article", contact Greg Wharton at [gwharton@smca.org](mailto:gwharton@smca.org).

You don't have to write the article, SMCA can help.

Featured

## SMACNA Council of Chapter Representatives

SMCA, represented by Glen Armstrong of Restaurant Ventilation Design, met with representatives of SMACNA chapters from around the country for the Winter 2022 Council meeting. The Council of Chapter Representatives implements SMACNA policies and programs at the local level, informs the SMACNA Board of Directors about industry needs and problems, and offers SMACNA chapters the opportunity to share ideas and insights with peers from other areas.

Attendees received updates from SMACNA leadership about the association's strategic planning initiatives and efforts to ensure that contractors have the skilled workforce they need with an expected uptick in construction in the years to come. SMACNA staff also provided insight into what to expect from the 118th Congress and the U.S. Department of Labor following the 2022 mid-term elections.

The Council discussed several ways for contractors to improve their businesses, looking at market opportunities in the recently passed Inflation Reduction Act, how to address withdraw liability when transferring ownership, and other financial tools available to contractors.

Cooperative labor/management relations is an important part of the sheet metal industry and are at the forefront of any Council meetings. Mental health awareness is of particular importance to the industry, with studies showing that construction workers are at a higher risk of mental health complications. SMACNA and SMART have several initiatives in place to help those in the industry who need it and continue to work together to make workplaces safe.

## Training Center Update

This fall, the Philadelphia Training Center added two new courses that will enable SMCA contractors to meet the changing needs of their customers in the Philadelphia area.



- In response to City of Philadelphia licensing requirements, Tower Crane Rigging & Signaling through the National Commission for the Certification of Crane Operators (NCCCO) is now offered. This nationally recognized and accredited program ensures that lifts are done in the safest and most efficient manner possible.
- With IAQ and Ventilation Verification at the front of customers' minds, the Training Center now offers a course for sheet metal workers interested in becoming Certified IAQ Technicians. With certified employees, SMCA contractors can provide customers with verification of the ventilation, filtration, and physical properties of the air inside their buildings.

In addition to new training options, the JATC continues to interview applicants to the Local 19 Apprenticeship program. This fall the JATC conducted several rounds of interviews to identify those candidates best suited to move the industry forward. Once they enter the program, these men and women will acquire a diverse set of skills through a mix of classroom and on-the-job training with SMCA contractors.

On a personal note, longtime Training Coordinator Joseph S. Frick has announced his plans to retire in 2023. Joe has guided countless apprentices through the program during his tenure, giving the men and women of Local 19 the skills and education they need to be the best in the industry. He has kept the Training Center at the forefront of technology, pursuing grants from the International Training Institute and other sources to obtain state-of-the-art equipment such as virtual welding booths and laser cutting technology. He has also championed the Training Center's efforts to become an accredited educational facility, able to grant degrees in construction management to qualifying apprentices and journeymen. SMCA is grateful for Joe's service to the sheet metal industry, congratulate him on his success, and wish him the very best!

## Schedule of Events

### Cybersecurity Seminar

January 18, 2023  
Willis Towers Watson  
Philadelphia, PA



### SMCA Safety Dinner & Awards

January 31, 2023  
Parx Casino Beer Garden  
Bensalem, PA



### Northeast States Sheet Metal Spring Meeting

April 20-22, 2023  
Hammock Beach Golf Resort & Spa  
Palm Coast, Florida





## Construction is Prime to the Growth of Northern Liberties

Over the last few years' Philadelphia's architectural landscape has transitioned Northern Liberties into one of the most sought-after areas for many people to call home. One of the new additional structures to the area that is slated to be completed and ready for their ribbon cutting ceremony in Summer of 2023 is on 5th & Spring Garden. The 12-story, 480,000 square foot building that occupies an entire block in Northern Liberties, will be a mixed-use residential tower over retail and grocery market space. As a new structure and up and coming area, there were multiple bids from sheet metal contractors in the area who wanted to be rewarded the job. However, as we know, only one firm can sit on top for this project. That firm ended up being Prime Sheet Metal, Inc.

Prime Sheet Metal has completed a few recognizable projects over the last year. One of those projects was a 13-story residential housing building for the University of Pennsylvania. The completion of that building enabled Prime to continue their momentum into 2022 when they began this project in April. General Foreman, and 30-year sheet metal veteran Tony Prosperi, invited me to walk the site with him in early November. As we walked from the basement to the roof, Tony addressed how pleased he was with the productivity that the 11 Prime Sheet Metal employees were able to complete over the last few months. One of the major installs that they completed was a dehumidification unit on the roof above the grocery market. Tony mentioned this was a key install for the company because due to the proximity of the grocery market and the store; if the moisture was not removed from the air, dry goods could become damp.

As we concluded our walk-through Tony said, Prime Sheet Metal was contracted to E.B. O'Reilly. The two companies have worked on numerous projects alongside each other over the years. The overall project was conducted safely by INTECH Construction.

When it's all said and done, this will be a great looking building in a great section of the city. Owner, Dominic Bonitatis of Prime Sheet Metal, is proud of the work put forth by Tony and his other employees. He is looking forward to continuing this momentum with several projects slated to kick off in 2023.



36-inch ID Triple Wall duct for grocery store.



Dehumidification unit.

## Our Voice in Harrisburg – SMACNA of Pennsylvania



SMACNA of Pennsylvania lobbyists are vital in defeating legislation seeking to eliminate prevailing wage and protecting school construction funding. They also lead the charge in combatting worker misclassification, strengthening wage & hour and apprenticeship programs at the state level. Through donations from its members, SMACNA of PA contributes to and supports candidates who understand the challenges faced by union sheet metal contractors and advocate for legislative and regulatory positions that help our contractors compete in Pennsylvania.

SMACNA of PA lobbies on anti-indemnification laws that would protect our contractors from taking on unfair liability in their contracts. It is a leader in protecting multiple prime bidding, amending bills that would have exempted townships and higher education facilities from the Separations Act.

With a new Governor taking office and changes coming in the State House of Representatives, SMACNA of PA is in a unique position to advance legislation that helps our contractors compete and confirms the value of union construction to Pennsylvania. SMCA encourages you to make a generous contribution to SMAC PAC of PA to safeguard the future of our industry and support their ongoing efforts.

### Personal donations can be sent to:

**SMACNA of PA, 908 N. Second Street, Harrisburg, PA 17102**

## Sheet Metal Firms Welcome Job Shadow Participants

The aging workforce has been and will continue to be an ongoing discussion in the construction industry. Late last year SMCA firms connected with Darrell Thompson, youth Work Experience Coordinator at EDSI Solutions in Philadelphia. Darrell contacted a few of our firms and set up a schedule for young men and women to visit with an SMCA contractor to get a brief introduction of our industry and the daily activities that take place in the shop. Participants sat with company leaders to begin their experience and then shadowed a project manager or sketcher during their time in the shop.

Our industry is challenged by its lack of exposure to young people when compared to four-year colleges. This program offers a terrific opportunity to reach area youth and young adults who may be interested in a career working with their hands, as well as their minds, or are looking for an alternative entry to the job market without taking on the expense of a college degree program.

If you are really concerned about the aging workforce and would like to play a proactive role in the future of our industry, please take advantage of this opportunity. There are young and hungry men and women just waiting to be redirected to learning and working in the trades. Let's not disappoint the trailblazers of our industry by overlooking this chance to connect with our new blood of the sheet metal industry.



Please contact Greg Wharton at [gwharton@smca.org](mailto:gwharton@smca.org) to connect with Darrell Thompson of EDSI Solutions.



## SMCA Joins Local 19 in Support for Responsible Contracting

The 118th Congress will meet in Washington D.C. from January 3, 2023 to January 3, 2025 following the midterm elections of 2022. Republicans won a slim majority in the House of Representatives while Democrats maintained control of the Senate by an even slimmer margin. With a divided federal legislature and slim majorities in both chambers, most experts predict lots of headache for the leaders of each party and political gridlock for the remainder of President Biden's term.

SMACNA and its allies have urged Congress to extend tax provisions such as the 179 Bonus Depreciation. SMACNA is working to either extend the bonus depreciation provision or codify it as part of the Tax Cuts and Jobs Act. This would be a major improvement to Section 179 of the Tax Code and an important win for SMCA contractors.

The U.S. Department of Labor's regulatory agenda includes several issues important to SMCA contractors, and the incoming GOP-controlled House is likely to scrutinize the agency's final rules.

With a wave of federally-funded infrastructure projects expected, SMACNA-endorsed modification to Prevailing Wage is due in December 2022. The proposed change would redefine "prevailing" as the wage rate paid to "at least 30% of classified workers on a job in a geographic area", reduced from "more than 50%" of workers in an area paid that amount. The lower threshold will allow DOL to set a "prevailing" rate in more instances and thus make it easier for SMCA contractors to compete for that work.

An expansion of overtime protections for workers is expected, increasing the number of workers eligible for time-and-a-half payments.

DOL is expected to release a final rule expanding reporting requirements for businesses using anti-union consultants. Some businesses are required to detail expenditures on consultant fees used to "persuade" employees regarding organization and collective bargaining or to monitor employees and unions in labor disputes. The rule change would also require these businesses to report if they are a federal contractor and the agencies to which they are contracted.

SMCA and Local 19 jointly support the adoption of Responsible Contractor Ordinances in the Philadelphia area, as they assure taxpayers that qualified contractors are bidding on local work. Responsible Contractor Ordinances (RCOs) cover public work projects including construction, renovation, operation, and maintenance. Under RCOs, contractors performing work must meet criteria including:

- A competitive bidding process.
- A history of providing fair wages and benefits, including compliance with prevailing wage laws.
- Recognition of the importance of employee training and workplace safety.
- Confirmation that they have not been debarred by a government agency within the last 3 years.
- Confirmation that the firm has not had its licensed suspended or revoked.
- The firm has the requisite qualifications, resources, and equipment to complete the job.

RCOs assure taxpayers that only qualified contractors are bidding on and performing municipal work. SMCA and Local 19 have been working together to advocate for the implementation of RCOs throughout the Philadelphia area and to support responsible contracting in the area. RCOs continue to grow in success and popularity across the region as local officials recognize the value in hiring qualified, responsible contractors for their projects. While RCOs do not distinguish between union and non-union employers, SMCA contractors continue to show the value of a registered union apprenticeship and working for signatory contractors who value the training, efficiency, and safety of a union workforce.





# SMCA Goes “Back to School” with Fall Programs



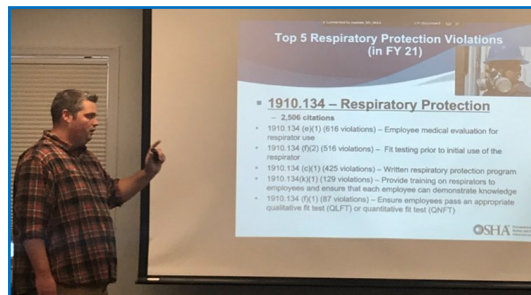
Engineers’ Night Panelist (L-R) Mitch Swann, John Volence, and Jeff Schools. The trio conversed with Eli Howard and attendees on their thoughts regarding the rhetoric of the new air duct leakage test manual.



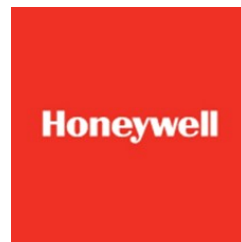
SMACNA’s Executive Director of Technical Services, Eli Howard engages with audience members at Engineers’ Night 2022. The room of over 100 attendees probed Eli with questions they needed answers to regarding the impact that the new manual will have on their projects. Eli brought with him a copy of the new leakage test manual for all of those who physically attended.



Frank Conidi discusses the various harnesses, self-retractable lanyards, and anchorage connectors that are available to our contractors at the Safety Lunch and Learn.



OSHA Compliance Assistance Specialist of Philadelphia, Bret Robinson discussed multiple violations to our members during the first half of our safety lunch and learn.



## Cybersecurity Seminar

Wednesday, January 18, 2023

11:30 AM - 1:00 PM

Willis Towers Watson  
1735 Market Street Philadelphia, PA 19103

Willis Towers Watson will provide lunch beginning at 11:30 am, followed by an hour presentation on Cybersecurity. This is a free of charge for SMCA Member, Industry Fund Contributors and SMCA Supplier Liaison Council Participants. Please register on the SMCA website.





# Prime Sheet Metal Helps Transition Northern Liberties

Continued from Page 4



Breaching for sprinkler system.



VAV boxes on ground floor.



Fresh air units for parking garage and basement.



Breaching for the building.



Exhaust duct for parking garage.





**Spotlight:**



As part of our ongoing mission to enhance our members' businesses SMCA, in partnership with Lincoln Financial Group, sponsors a Multiple Employer Aggregation Program (MEAP). This is a 401(k) plan available to our Member Firms and their non-bargaining unit employees. It is designed to free up time and preserve flexibility by gathering administrative, recordkeeping, and fiduciary services to be overseen by a third party rather than owners or their staff. Plans are tailored to individual businesses and employees, letting our contractors and their employees focus on the job.

***Why consider joining the SMCA-sponsored MEAP?***

***It's easy:*** Contractors want to focus on their business, not become 401(k) experts. The MEAP can become your business' 401(k) department, performing most of the tasks for your plan, including handling your regular contribution files.

***It protects your business:*** Contractors don't want to risk being hit with fines or penalties. By joining a MEAP, employers can avoid many of the compliance concerns that come with offering their own plan. While their role as plan fiduciary still exists, many specific tasks transition to the MEAP. The employer's ongoing role is to oversee the various parties dedicated to the plan to ensure it operates as expected.

***It's cost competitive:*** Contractors don't want to overpay for anything. The MEAP delivers more value and services – potentially at similar or less cost than what your business is already paying. And as plans grow, they're reviewed regularly for price reductions.

Lincoln, our program's recordkeeper, has been active in the retirement plan services business for more than 60 years and is a strong company with extensive experience and financial strength. Lincoln has been an industry leader in recordkeeping group retirement programs to more than 1.4 million plan participants and 22,000 plan sponsors. With over \$54 billion in retirement plan assets, Lincoln is among the largest retirement plan providers.

To review your options today, schedule a 15-minute call with Ken Cappelli at 856-630-6500.