



*Happy
New
Year*



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Winter 2023-24 Volume 5 Issue 1

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AerDux, Inc. , 856-933-2400, Bellmawr, NJ	Optimum Performance Balancing, LLC , 610-568-8751, Birdsboro, PA
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Dynamic Balancing Co. , 610-337-2757, King of Prussia, PA	Progressive Sheet Metal, Inc. 215-322-1816, Southampton, PA
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Hays Sheet Metal, Inc. , 856-662-7722, Pennsauken, NJ	Thomas Company, Inc. , 856-432-6373, Brooklawn, NJ
Hunter Mechanical, Inc. , 610-344-9777, West Chester, PA	Total Comfort Solutions , 215-671-8375, Philadelphia, PA
Independent Balancing Co., Inc. , 215-849-3131, Philadelphia, PA	W. F. Smith, Inc. , 215-624-1313, Philadelphia, PA
Lor-Mar Mechanical Services, Inc. , 856-662-5151, Pennsauken, NJ	Wm. J. Donovan Co., Inc. , 215-225-3677, Philadelphia, PA
Luthe Sheet Metal, Inc. , 856-910-7000, Cherry Hill, NJ	

SMCA STAFF

<u>Executive Director/CEO</u>	Peter Jenkins, Esq. - pjenkins@smca.org
<u>Safety Professional/Program Director</u>	Gregory Wharton - gwharton@smca.org
<u>Membership Services/Events Director</u>	Trish Casey - tcasey@smca.org
<u>Bookkeeper/Office Manager</u>	Russell Smith - rsmith@smca.org
<u>Executive Administrative Assistant</u>	Rebecca Pearson - rpearson@smca.org



From the Exec's Desk

Season's Greetings everyone,

Hard to believe that 2024 is already here, it seems like every year goes by even faster than the last one. Looking back on 2023, I'm pleased to have seen the industry weather this year's inflation and supply chain issues. There were certainly a lot of ups and downs with getting projects started and financed, but I'm optimistic that 2024 will offer a smoother ride. As you'll see in this issue's Construction Outlook, there's reason to think positively about our area market.

Last year brought our industry some huge wins in the legislative arena. Long-sought reforms to the Davis-Bacon Act were finally implemented. These updates will make the prevailing wage system more efficient and help our contractors compete on public works projects. Pennsylvania implemented the Commonwealth Workforce Transformation Program which will be a boon to contractors and unions in our area. And New Jersey updated its Prevailing Wage laws to include offsite fabrication, making SMCA's contractors more competitive statewide. A huge thank you to SMCA's Legislative Committee and our partners at SMACNA of PA and SMACNA National for their efforts.

I look forward to continuing this momentum in 2024. Issues like protecting prevailing wage legislation, the Separations Act in Pennsylvania, and worker misclassification are important ones for SMCA and our contractors. We are also expanding our efforts in New Jersey thanks to a new relationship with Public Strategies Impact. Big things to come in the new year, we can't wait to get started.

Peter H. Jenkins



President's Column

Happy New Year,



I hope everyone enjoyed the holidays and are looking forward to a productive 2024. We had a fantastic turnout at SMCA's Holiday Reception at Adventure Aquarium, and it was great to see so many families and children enjoying themselves. Events like this are a great opportunity to connect with colleagues, share stories, and recharge before getting back to business.

SMCA's Nominating Committee will be getting to work soon, identifying the best candidates for Officers and Directors to join the Board. These are important positions that guide SMCA in serving our Member Firms and advocating for our industry. I encourage anyone who's interested in serving as a Board or Committee member to contact SMCA to see what opportunities are available. This is a great way to get involved with the Association and become an industry leader.

If SMCA has a New Year's Resolution, it's to expand the Association's educational offerings for contractors and their employees. The Board of Directors and SMCA staff are working closely to identify programs and vendors that provide the training contractors need – whether it's business management, identifying issues in construction contracts, or getting employees up-to-speed on the latest software platforms. We're also planning an expansion of the SMCA offices to provide even more learning opportunities. Stay tuned in 2024 as we build out this year's education schedule.

As always, I appreciate the support of SMCA's Board of Directors and our Members and look forward to working with you in the new year.

Respectfully,

Matthew Sano

Let's Do Better With Safety In 2024

The importance of safety will never go away. Many of us with kids want them to be safe while riding the school bus and driving to school. We all want them to be safe so that we can see them at the end of our workday. The desire we have for our kids to be safe is the same we should have for ourselves, co-workers, and employees all year.

With that said, there are things that we all could have done differently to stay safe last year. The near misses that took place on job sites or in the shop that resulted in a safety meeting the next day for everyone; or negating to complete pre-equipment inspections on forklifts and scissor lifts. These are just a few examples of many that I am sure took place throughout the year. Owners, Project Managers, Foreman, Apprentice, should all look back over this year to see what they could have done better with safety. In the fall I gave a presentation on mental health and I ended the presentation with this quote from Pittsburgh Steelers Head Coach, Mike Tomlin – “It’s not what you’re capable of, it’s what you’re willing to do. I know plenty of people that are capable, I know fewer people that are willing. Ask yourself what you’re willing to do.” What will you do differently in 2024 to ensure that safety remains paramount for the longevity of all union sheet metal workers and businesses.



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

SMCA Members Lend Expertise to SMACNA Committees and Task Forces

SMCA is the Philadelphia area chapter of the Sheet Metal and Air Conditioning Contractors National Association (SMACNA). SMACNA is well known in the construction industry for its standards development work, which helps contractors reduce costs, increase productivity, and anticipate their technical requirements. Every year, SMCA’s members are involved in SMACNA committees and task forces addressing all facets of the sheet metal industry. SMCA is proud of all our participants on these committees and looks forward to seeing them succeed in 2024.

SMACNA Board of Directors:	Matthew Sano, Fisher Balancing Company
Director Nominating Committee:	Gary Luthe, Luthe Sheet Metal
Construction Technology Committee:	Ernest P. Menold, Ernest D. Menold Inc.
Women in Construction Council Steering Committee:	Jennifer Lohr, Fisher Balancing Company
TAB Market Sector Steering Committee:	Jennifer Lohr, Fisher Balancing Company
Belonging & Excellence for All (Be4All):	Jennifer Lohr, Fisher Balancing Company Gary Luthe, Luthe Sheet Metal
Architectural Sheet Metal Contractors Council Steering Committee:	Jordan Thomas, Thomas Company
Council of Chapter Representatives:	Glen Armstrong, Restaurant Ventilation Design
Chapter Executives’ Institute Board:	Peter Jenkins, SMCA

SMCA Shares Insights with SMACNA Council of Chapter Representatives

SMCA's Chapter Representative Glen Armstrong (Restaurant Ventilation Design) and Executive Director Peter Jenkins joined SMACNA chapters from around the country in Scottsdale Arizona for the December Council meeting. The Council of Chapter Representatives implements SMACNA policies and programs at the local level, exchanges information between SMACNA chapters, and informs the SMACNA Board of Directors about local areas' needs, issues, and problems.

Attendees received updates from SMACNA leadership, including 2023-24 President Carol Duncan and CEO Aaron Hilger. SMACNA's technical department provided insights into the newest technical standards and innovative technology coming into the industry. Reports were also given on the legislative and collective bargaining landscapes as 2023 approaches its end.

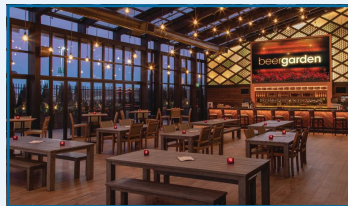
SMACNA has a new focus on chapter services as part of the "Accelerate Your Impact" program. Among the topics discussed by the Council were identifying industry leaders and encouraging contractor participation in association activities. In a time of generational change across much of the industry, keeping members engaged and developing new leaders is crucial.

The next meeting of the Council of Chapter Representatives will take place in June 2024 in Beaver Creek, Colorado.

Schedule of Events

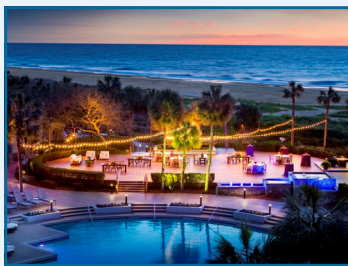
SMCA Safety Dinner January 25, 2024

The Liberty Bell
Beer Garden
Parx Casino



2024 Northeast States Spring Meeting April 14-16, 2024

Westin Hilton Head Island
Hilton Head, SC



2024 SMCA Sporting Clay Outing May 17, 2024

Lehigh Valley
Sporting Clays



PA House Passes Responsible Contractor Bill

In October, the Pennsylvania House passed HB 1449, which would establish responsible contractor requirements for all public works projects in the Commonwealth. Responsible Contractor Ordinances (RCOs) have been passed in numerous municipalities in the area with the support of SMCA and Local 19. Like municipal RCOs, HB 1449 would set standards for contractors wishing to bid on publicly funded projects – for example, the bill requires that at least 70% of workers on a project are enrolled in or graduated from an approved apprenticeship program. As of this writing, the bill now sits in the Senate State Government Committee.

Advocacy Works! Separations Act Defended in Harrisburg

In a victory for SMACNA of PA and SMCA's Member Firms, the Senate Local Government Committee cancelled a fall meeting to consider legislation that would weaken the Pennsylvania Separations Act. Current policy requires the solicitation of separate bids and contract awards for electrical, HVAC, plumbing, and general construction. The bill discussed, SB 927, would permit some townships to seek out single prime contractors. SMACNA of PA and SMCA oppose this, as separate primes provide opportunities for small and local contractors to bid competitively on projects, saves taxpayers millions in construction costs, and provides local union jobs. Thanks to the advocacy of SMACNA of PA and SMCA's Legislative Committee members, this bill has been removed from the Committee meeting schedule.

Annual Construction Outlook: What's in Store for '24?



Following a sluggish 2023 both for the American economy and construction starts, the new year is expected to show stronger growth in the construction sector. The Dodge Construction Network (DCN) expects total construction starts to gain 7% in the coming year, up from only 1% growth in 2023. Last year the economy struggled in large part due to inflation and the Federal Reserve's efforts to slow it. Assuming the Federal Reserve stops increasing interest rates to combat inflation, the influx of federal

funding for public works and infrastructure projects should put contractors in a position for growth in 2024.

Commercial construction was the biggest victim of 2023's financial issues, as the Federal Reserve's tight monetary policies made financing these projects difficult. The cultural shift towards working from home in many industries has caused a drop in office construction, particularly in urban areas like Philadelphia's Center City. DCN predicts this to continue, with an expected 2% drop in commercial construction nationwide in 2024 largely attributed to reduced office work. However, data centers and warehouses may help offset those losses.

Manufacturing and Industrial construction are on an upswing as 2024 begins thanks to an influx of federal dollars to improve the American supply chain and "onshore" production of semiconductors (the CHIPS Act), automobiles (Ford's "Blue Oval" project), and more. Life sciences and laboratory projects appear to be on the rise in cities like Philadelphia whether it be conversion of unused office space or institutional investments by the city's colleges and universities. One of the chief concerns DCN and other analysts have in 2024 is a nationwide labor shortage may hold construction starts back. On a positive note for SMCA contractors, this should not be an issue in the Philadelphia area as SMART Local Union 19 has robust apprenticeship and organization programs that provide an ample supply of skilled labor.

While nothing is certain given ongoing conflicts abroad, a looming Presidential election, and the possibilities of government shutdowns and/or economic recession, most signs indicate that 2024 will be a growth year for the economy and construction in the Philadelphia area. With large projects both ongoing and slated to begin throughout the city, a boost in federal infrastructure



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.



Advocate of the Year

Congratulations to Peter Jenkins, Executive Director/CEO of SMCA of Philadelphia and Vicinity for winning the 2023 Chapter Executive Legislative Advocate of the Year Award presented to him at the 2023 SMACNA Annual Convention held in October at the JW Marriott Phoenix Desert Ridge Resort & Spa in Phoenix, Arizona.



SMCA Dives into the Holidays at Adventure Aquarium

SMCA welcomed nearly 200 guests to the Adventure Aquarium in Camden, NJ for our 2023 Holiday Reception. SMCA Members, their employees, and families enjoyed dinner, drinks, and a fun-filled evening with friends and colleagues. Among our special guests this year were the Aquarium’s penguins (looking sharp in their black and white tuxedos), sharks (they had a jawsome time), sting rays (who made a real splash with the kids) and even Santa showed up!



Rob Skubish, Wm. J. Donovan Co., Robert Johnston, Jr. of SSM Industries and Gary Luthe of Luthe Sheet Metal

Thank you to everyone who came out, making this a terrific start to the holiday season. See you in the new year!

Prime Sheet Metal, Inc. Part of Major South Philly Community Rebuild

The City of Brotherly Love continues to work on building love, and they are doing so by rebuilding the Vare Recreational Facility on Morris Street in South Philly. City officials recognized to make the 100-year-old facility more appealing to the youth and the community, a makeover was desperately needed. The projected cost of the project is said to be \$20 million. However, monies from the city’s soda tax will fund the rebuild. Once completed, contractor firms working on site like Prime Sheet Metal, Inc., will be elated to have had a hand in turning a grim city cornerstone into a masterpiece.

Prime Sheet Metal, Inc. Lead Foreman, Tony Prosperi, walked me through the gymnasium, classroom, and roof areas where HVAC units were installed or will be installed. One of Prime’s units “Energy Recovery Ventilator” will be a major source of the output and input of power for the entire 20,000 square foot facility. This unit is positioned on the lower roof above the office area.

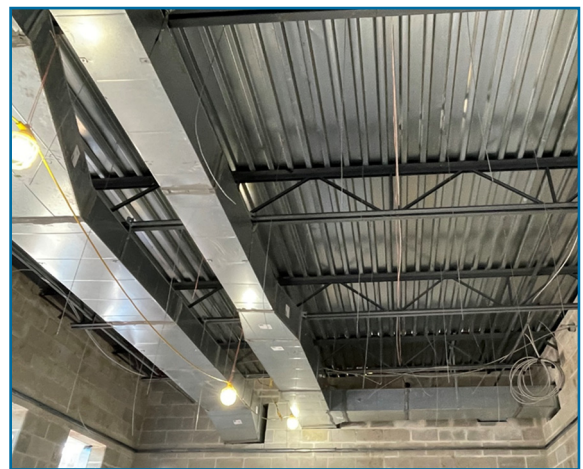
On this project Prime Sheet Metal, Inc. is contracted to Chadwick Services, while Gilbane, Inc is the General Contractor. At the conclusion of this project, Prime will also be completing projects at the Elmwood Park Zoo in Norristown and then they will begin working at William Penn Charter New Lower School and a 35-story high rise downtown.



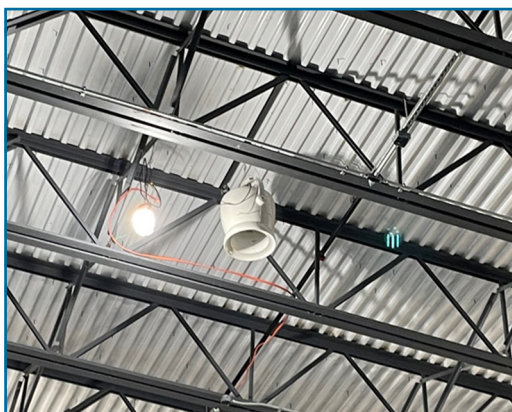
Bill Wilson making a connection in the new Vare Recreation Facility.



Roof-top-unit in gymnasium.



Energy recovery unit serving entire building.



This is one of four circulating fans in the gymnasium.



PRIME SHEET METAL, INC.

A Look Ahead

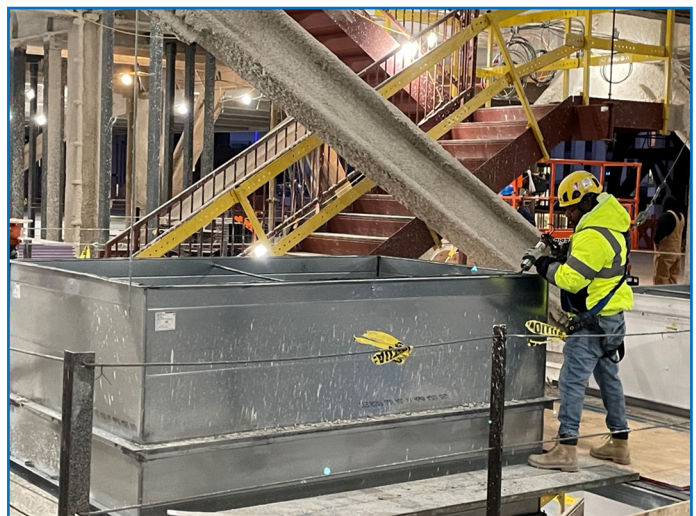
SSM Industries, Inc. completed a two-day crane pick at 3151 Market Street. The firm lowered several large pieces of ductwork for the new life science building in West Philadelphia. More details and additional photos to come on this



Names from left (Dennis Pollock, Chris Tartaglia, Kyle Walsh, Carl Brozis, Ed Anthony (back), Kenny Lintelman (front), Mo Shuster(back), Zack Miller, and Rasheem Smith – all played important roles in connecting the large pieces of ductwork directly behind them.



Dan Greenwald communicates with crane operator lowering ductwork. Mo Shuster helps guide the ductwork to make connections.



Zack Miller is caulking around ductwork while awaiting the connecting piece to be lowered.

Continued on Page 8

Recent Chapter Educational Programs

SMCA held their annual Engineers' Night Dinner Meeting in October 2023 at The Manor House at Commonwealth. Eli Howard, SMACNA's Executive Director of Technical Services & Research provided context on the evenings topic – "The Design of the Mechanical System through the lens of an Engineer."



Panelists (l-r) Glen Armstrong - Restaurant Ventilation Design, Inc., Fred Scafidi – Modern Controls, Inc., Jeff Crozier – Precise Engineering and Architecture, Dave Fallon – BR+A.



Stephane McShane from Maxim Consulting Group was our presenter for our December educational seminar – "Productivity and Time Management." This seminar taught attendees how to minimize wasted time and improve their workforce efficiency. Stephane also discussed the importance of prioritizing and applying lessons that can improve work-life balance, and participants analyzed their use of time to apply to lessons learned. Stephane encouraged the group to use her Time Management Matrix (Urgent/Important, Not urgent/Important, Urgent/Not important, Not Urgent/Not Important) to see how they are using their time.



New Life Science Building

Continued from Page 7



Mo Shuster (orange safety vest) and Dennis Pollock are prepping for ductwork to be hoisted.



Marlana Jost communicates with crane operator on lowering second large piece of ductwork.





Spotlight:



What do you want SMCA Contractors, the engineering community and many other contacts to know about your company?

We are the area's leading supplier for quality air cleaning products including HVAC and Cleanroom air filters and their hardware, molecular filters, UVC fixtures and lamps, dust collectors, fans, etc. We are currently relocating our main office and warehouse to Aston, PA and a larger facility to be able to keep more product on hand for faster delivery along with our satellite warehouse in Pompton Plains, NJ to cover the North Jersey and New York area.

What is your company's latest resource now available or available soon?

We have merged with Parent & Kirkbride to now offer their products and services, added additional filter manufacturers to our lines, and continually look to add more to the products that we offer.

Who are the main contacts?

George Rossi (grossi@genairesys.com) and George Clark (gclark@genairesys.com)

WE'VE MOVED TO OUR NEW OFFICE!

WE ARE NOW LOCATED AT:

2 NEW ROAD – SUITE 202

ASTON, PA 19014

<https://genairesys.com>