

THE SPEC SHEET

SMCA
Quarterly



DECEMBER 2025 | VOLUME 8 ISSUE 2

FUTURE READY

A YEAR OF CHANGE AND GROWTH: A FUTURE FULL OF PROMISE



Year in Review

Field Notes: Craft & Legacy

Community Connection

SMCA BOARD OF DIRECTORS 2025-2026



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GARY LUTHE Luthe Sheet Metal, Inc.

VICE PRESIDENT

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ERNEST J. MENOLD, P.E.

Ernest D, Menold, Inc.

MATTHEW MITCHELL

Bonland Industries, Inc.

JACK TITLOW

Hunter Mechanical, Inc.

KENNETH WURST

Air Concepts, Inc.

SMCA STAFF

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BOOKKEEPER / OFFICE MANAGER

RUSSELL SMITH

SAFETY PROFESSIONAL / PROGRAM DIRECTOR

GREGORY WHARTON

COMMUNICATIONS DIRECTOR

JULIE FRIESWYK

EVENTS DIRECTOR

TRISH CASEY

SMCA MEMBER FIRMS



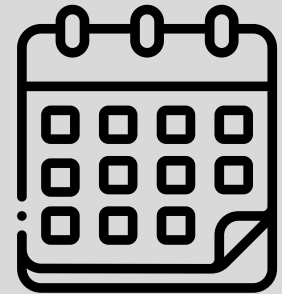
Accu-Flow Balancing Co., LLC, 267-483-5490, Warrington, PA
Advanced Air Service Group., 610-494-0100, Aston, PA
Air Distribution Systems Inc., 856-874-1100, Cherry Hill, NJ
AerDux, Inc., 856-933-2400, Bellmawr, NJ
Air Concepts, Inc., 215-788-2880, Bristol, PA
ASC Sheet Metal, Inc., 215-355-2672, Ivyland, PA
Bonland Industries, Inc., 267-720-9000, Bensalem, PA
Dynamic Balancing Co., 610-337-2757, King of Prussia, PA
Eastern Air Balance Corp., 717-492-1846, Manheim, PA
Environmental Construction Svcs., 215-904-5097, Philadelphia, PA
Ernest D. Menold, Inc., 610-521-4700, Lester, PA
Fisher Balancing Company, 856-740-9134, Williamstown, NJ
G.B.I. Inc. T/A Thermal Piping, 609-724-0006, Wrightstown, NJ
Hays Sheet Metal, Inc., 856-662-7722, Pennsauken, NJ
Hunter Mechanical, Inc., 610-344-9777, West Chester, PA
Lor-Mar Mechanical Services, Inc., 856-662-515, Pennsauken, NJ
Luthe Sheet Metal, Inc., 856-910-7000, Cherry Hill, NJ
Modern Controls, Inc., 302-325-6800, New Castle, DE
Optimum Performance Balancing, LLC, 610-568-8751, Birdsboro, PA
Precision Air Design, LLC, 484-461-7500, Clifton Heights, PA
Prime Sheet Metal, Inc., 215-672-9191, Warminster, PA
Progressive Sheet Metal, Inc., 215-322-1816, Southampton, PA
Restaurant Ventilation Design, Inc., 856-848-7411, Wenonah, NJ
Sanks Mechanical, 215-709-9176, Philadelphia, PA
South Philly Sheet Metal, 267-716-0131, Depford, NJ
Southland Industries, 267-315-6906, Horsham, PA
SSM Industries, Inc., 856-345-2525, Wilmington, DE
Tab Systems, Inc., 856-809-0395, West Berlin, NJ
Thomas Company, Inc., 856-432-6373, Brooklawn, NJ
Total Comfort Solutions, 215-671-8375, Philadelphia, PA
W. F. Smith, Inc., 215-624-1313, Philadelphia, PA
Wm. J. Donovan Co., Inc., 215-225-3677, Philadelphia, PA

THIS ISSUE



03	MEMBER DIRECTORY
05	CALENDAR
06	LEADERSHIP LETTERS
08	YEAR IN REVIEW
10	LEGISLATIVE WATCH
12	FIELD NOTES
18	COMMUNITY & CONNECTION
23	EDGE OF THE TRADE

SCHEDULE OF **events**



Jan. 29	SAFETY AWARDS DINNER @ LIVE! CASINO HOTEL	Philadelphia, PA
April 12- 14	NORTHEAST STATES CONFERENCE @ OPAL SOL LUXURY RESORT	Clearwater, FL
May 1	SMCA SPORTING CLAY OUTING @M&M SPORTING CLAY	Pennsville, NJ
May 15	SMCA ANNUAL MEETING & ELECTION OF OFFICERS	Spirit of Philadelphia

FROM THE EXEC'S DESK

***"IT NEVER CEASES TO AMAZE ME
WHAT OUR COMMITTEES AND
CONTRACTORS ACHIEVE THROUGH
THEIR COLLABORATION AND
DEDICATION TO THE INDUSTRY."***



2026 looks to be a huge year for the Philadelphia area, even if it's not a sure thing our Eagles repeat as Super Bowl champs (looking at you, Kevin Patullo!). The MLB All-Star Game will be held at Citizens Bank Park for the first time—so get those votes in for the Phillies early and often. Lincoln Financial Field will host six FIFA World Cup games in June. And of course, all eyes will be on Philadelphia as we prepare to celebrate the country's 250th birthday on July 4.

All of these events should bring a major boost to tourism and travel in our region, and SMCA members will be busy preparing airports, train stations, hotels, restaurants, and arenas to receive our many visitors—keeping them comfortably cool all summer and breathing clean, fresh air whether outdoors or in. In addition to these historic events, our area is also entering the “megaproject” space with several data centers now under construction. These projects have been trending nationwide for several years, and we’ve benefited from time to understand the workforce needs, construction timelines, and economic impacts ahead. While we may see a winter lull due to schedules, financing, or weather, I fully expect our contractors to be plenty busy as we head into an exciting spring and summer 2026.

And speaking of travel, for our association's leadership and many of our members, this time of year marks “conference season” with no shortage of educational opportunities, strategic meetings with SMACNA and its other chapters, and regional industry gatherings. I’m looking especially forward to Partners in Progress in February, as this is a bi-annual meeting of JATC trustees and coordinators to discuss best practices and trends in apprentice recruitment, training, and retention. The Philadelphia JATC has accomplished a great deal in 2025: updates to the curriculum and training center staff, a major renovation to the Testing & Balancing lab is scheduled for completion in early 2026, and perhaps most importantly our inaugural class of pre-apprentices is well underway and gaining experience in the industry. I’m especially proud of this program as it marked a collaborative effort between SMCA, Local 19, and the JATC to broaden our search for the best possible apprentice candidates and give them faster entry into a career in sheet metal. I’m excited to share our experiences at PinP this year and see what other areas are up to as well.

Our winter edition features a recap of some 2025 highlights for SMCA, the JATC, and our members that shows how much they’ve accomplished in the past year. It never ceases to amaze me what our committees and contractors achieve through their collaboration and dedication to the industry. On behalf of SMCA, my sincerest thanks for a fantastic 2025 and I can’t wait to see what you do in 2026!

From SMCA, wishing you and your families a wonderful holiday season.

A handwritten signature in black ink that reads "Peter Jenkins". The signature is fluid and cursive.

Executive Director

PRESIDENT'S COLUMN



As we turn the corner into a new year, I hope you and your families had a wonderful Christmas season. The holidays always remind us of what matters most — time with the people who support us, encourage us, and make the long hours in this industry worthwhile.

Looking back, I'm proud of what we accomplished together in 2025. Reaching a new Collective Bargaining Agreement with Local 19 was a major milestone. It required patience, honesty, and collaboration, and the end result keeps our contractors competitive while strengthening the workforce our projects depend on. That spirit of cooperation will continue to matter.

And it needs to — because the year ahead is going to be big. With so many large-scale events coming to Philadelphia in 2026, including the World Cup and the city's 250th anniversary, the spotlight will be on our region. We need to be ready to perform, and I'm confident that SMCA contractors and Local 19 will have the skill, leadership, and manpower to meet that moment. It's an opportunity to show, on a national and even global stage, that Philadelphia is a great place to live, work, and build.

“THIS YEAR PROVED WHAT’S POSSIBLE WHEN OUR CONTRACTORS AND LOCAL 19 WORK TOGETHER — AND THE BEST IS STILL AHEAD.”

The JATC's inaugural pre-apprentice class is now three months in, and the next apprentice class arrives in February. Strengthening our training pipeline and supporting our instructors and coordinators will remain a priority in my final months as President. Our committees — Safety, Education, Marketing, and others — have also been doing excellent work. Keeping that momentum going will ensure the next group of leaders inherits an association positioned for long-term success.

It has been an honor to serve as your President. Thank you for the trust you've placed in me and for the work each of you does every day in support of this industry.

Wishing you all a successful, healthy, and prosperous 2026.

A handwritten signature in black ink that reads "Gary Schutte". The signature is fluid and cursive.

President

YEAR IN REVIEW

SMCA BY THE NUMBERS IN 2025



Apprentices
In the Program **200**
Graduated **30**

2.3 M

**Work hours
recorded**

**SMCA
Signature
Events**

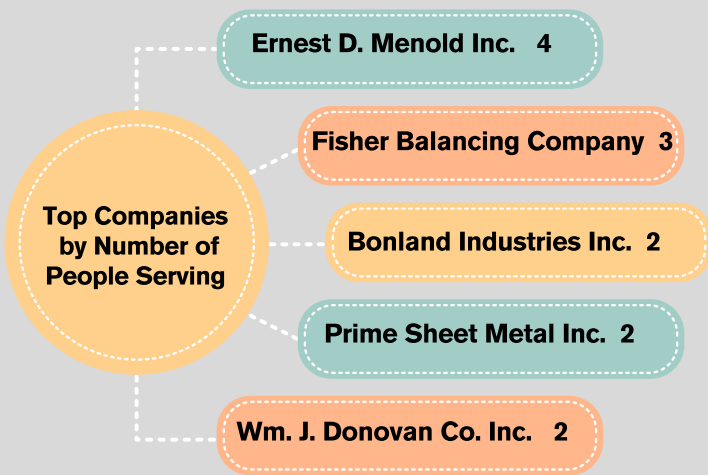
Events 6

Venues 6

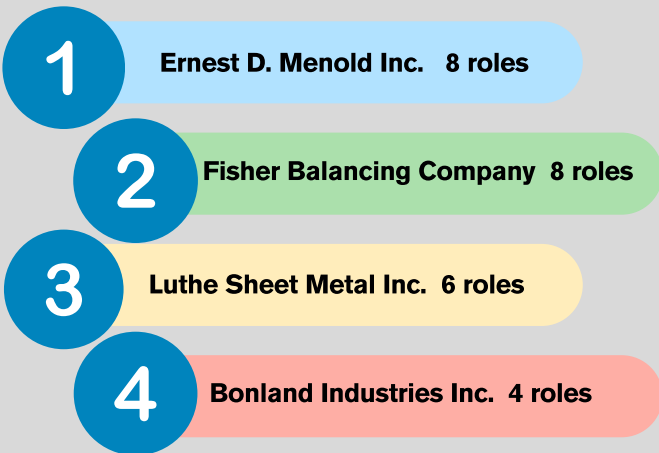
Attendees 740

**9
Trainings**

**Participants
120**



Companies with the MOST representation in roles:



25 People Served on 9 Committees

1. **Glen Armstrong** (Restaurant Ventilation Design Inc.)
2. **Robert Atwell** (Ernest D. Menold Inc.)
3. **Dominic Bonitatis III** (Prime Sheet Metal Inc.)
4. **Trish Casey** (SMCA Staff)
5. **Chuck Costello** (Wm. J. Donovan Co. Inc.)
6. **Julie Frieswyk** (SMCA Staff)
7. **Mark Georgette Jr.** (Tab Systems Inc.)
8. **Dane Gresko** (Fisher Balancing Company)
9. **Rob Hoffmann** (Bonland Industries Inc.)
10. **Peter Jenkins** (SMCA Staff)
11. **Robert Johnston** (SSM Industries Inc.)
12. **Jennifer Lohr** (Fisher Balancing Company)
13. **Gary Luthe Sr.** (Luthe Sheet Metal Inc.)
14. **Ernest J. Menold, P.E.** (Ernest D. Menold Inc.)
15. **Ernie P. Menold** (Ernest D. Menold Inc.)
16. **Matthew Mitchell** (Bonland Industries Inc.)
17. **Marty Sankovich** (Sanks Mechanical)
18. **Matthew Sano** (Fisher Balancing Company)
19. **Joshua Scott** (Milwaukee Tool)
20. **Rob Skubish** (Wm. J. Donovan Co. Inc.)
21. **Russell Smith** (SMCA Staff)
22. **Jack Titlow** (Hunter Mechanical Inc.)
23. **Kenneth Wagher** (Ernest D. Menold Inc.)
24. **Gregory Wharton** (SMCA Staff)
25. **Kenneth Wurst** (Air Concepts Inc.)

Social Highlights

- **29,650 organic impressions on LinkedIn**
- **595 LinkedIn post reactions**
- **144 new followers on LinkedIn**
- **6% increase in email open rates**



LEGISLATIVE AND

FROM HARRISBURG TO WASHINGTON: POLICY TRENDS THAT WILL SHAPE OUR WORK IN 2026

As 2026 approaches, the policy environment facing mechanical and sheet metal contractors is shifting at every level — federal, state, and local. From redistricting battles shaping congressional power to evolving state budgets, workforce policies, and energy regulations, the landscape directly influences how SMCA members bid, staff, and manage projects. The coming year's legislative outlook is a strategic factor contractors must understand to stay ahead of funding cycles, regulatory changes, and competitive pressures.

The State of Play: What's Moving in PA, NJ, and Philly

The November Legislative Update released by SMCA laid out the threads most relevant to contractors in Philadelphia and the surrounding counties. State budgets — delayed or restructured in both Pennsylvania and New Jersey — will influence public school upgrades, energy infrastructure work, and municipal facilities modernization well into 2026.

Workforce legislation also remains at the forefront. Discussions around apprenticeship requirements, licensing updates, workforce incentives, and public-sector contracting standards are all gaining traction. These debates will ultimately determine which contractors qualify for public work and under what conditions.

On the local front, development momentum along major corridors in Philadelphia continues to evolve. City agencies are taking a stronger interest in ventilation standards, building performance, and energy efficiency — creating both opportunity and compliance pressure for mechanical contractors.

Bottom line:

State and local decisions in early 2026 will shape the timing and volume of public-sector work, especially school modernization and energy projects. Contractors should be watching budget negotiations and regulatory agendas closely.

Federal Advocacy Priorities: A Bigger Picture with Real Local Impact

At this year's SMACNA convention, the Government Affairs team outlined several national policy themes that directly affect SMCA contractors. Federal agencies are expected to place heightened emphasis on:

- Infrastructure investment, including HVAC upgrades tied to indoor air quality, modernization grants, and federal facility rehabilitation.
- Workforce protections and enforcement, including Davis–Bacon compliance and classification standards.
- Procurement transparency, especially on large federal or federally funded projects.
- Energy codes and building performance mandates, which will increasingly define mechanical scopes.

These national frameworks trickle down quickly. When federal rules tighten or expand, state agencies often adopt similar language — influencing everything from estimating assumptions to manpower planning.

“This reauthorization is about future-proofing infrastructure and delivering safer, more efficient projects with a high level of indoor air quality — all dependent on members from our industry.” - Stan Kolbe, SMACNA’s Executive Director of Government and Political Affairs

POLICY WATCH

Strengthening the Industry's Voice: SMACPAC and Member Engagement

SMACNA's Government Affairs strategy is only as strong as the collective voice behind it. With SMACPAC experiencing record growth nationally, the association is better positioned to advocate for fair procurement rules, strong labor standards, and a stable construction pipeline.

For SMCA members, the most immediate action is simple: ensure your company has a valid Prior Approval (PA) on file.



This federal requirement allows SMACNA to communicate with your company about policy news, races, and advocacy efforts. It takes two minutes to complete and lasts a decade — but it enables SMACNA to advocate effectively on behalf of the industry. A stronger advocacy voice helps defend the industry's interests on everything from workforce policy to energy codes.

5 THINGS CONTRACTORS SHOULD WATCH IN 2026

1 State Budget Timing and Project Cycles

Delayed or restructured budgets influence school renovations, energy upgrades, and municipal bidding calendars.

2 Workforce Legislation & Apprenticeship Standards

Expect continued debate over ratios, licensing, and incentives — all of which affect contractor eligibility.

3 Energy and Building Performance Regulations

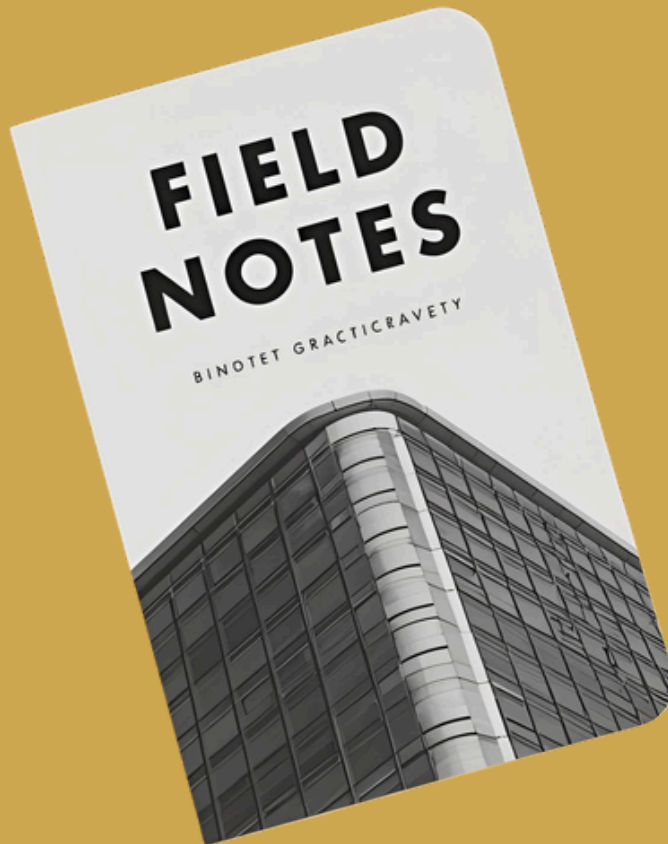
Cities and states are tightening requirements on ventilation, IAQ, and building performance metrics. These changes tend to expand mechanical scopes but increase compliance complexity.

4 Redistricting and Federal Funding Flow

Shifting congressional maps can change which regions receive infrastructure investment and grant priority.

5 Federal Rulemaking on Davis–Bacon and Procurement

More robust enforcement is expected — contractors should ensure documentation, classifications, and reporting processes are airtight.



FIELD NOTES: CRAFT & LEGACY

In this edition of Field Notes, we spotlight work that bridges artistry and long-standing craft. From the intricate demands of the Philadelphia Ballet project to a deeper look at Wm. J. Donovan Co.'s evolving legacy, these stories reflect the discipline and durability that define our trade.

PROJECT SPOTLIGHT

Strength Behind the Stage: Wm. J. Donovan Co.'s Role in the Philadelphia Ballet's \$35 Million Expansion

On October 22, SMCA visited the Philadelphia Ballet's expansion on North Broad Street—an active, light-filled jobsite that will soon unite rehearsal, performance, administration, education, and wellness under one roof. Led by Turner Construction as developer, the roughly \$35 million project is funded through a mix of state support from Governor Josh Shapiro's administration, a major grant from the William Penn Foundation, and other private and philanthropic contributions.

For SMCA's contractor community, the real performance happens behind the curtain. Member contractor Wm. J. Donovan Co. is delivering the sheet-metal scope: 52,000 pounds of ductwork and 5,500 linear feet of distribution serving studios, offices, a black-box performance space, and extensive back-of-house spaces. During the visit, Project Manager Bradley Kaighn and Foreman Steve Collins walked SMCA through the choreography required to make a performing-arts building sound—and feel—effortless.

Acoustics First: Quiet Air by Design

Unlike a typical commercial build, these spaces are tuned for silence. An acoustical engineer guided the duct design from the start. Oversized mains deliver airflow at lower velocities, much of the duct is acoustically lined, and linear diffusers wash glazing while keeping mechanical noise out of performance and rehearsal spaces. "Performance and study can't compete with mechanical noise," Kaighn noted. Catwalks, lighting bridges, and evolving ceiling plans demanded split runs and constant re-sequencing to protect acoustic integrity.

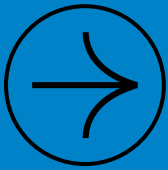
Precision in a Tight Frame

The new steel structure ties directly into the Ballet's existing Louise Reed Center for Dance, requiring careful coordination across trades. The team sequenced from the second floor to the roof before circling down to the first, aligning progress with enclosure and roof work.



**"Performance and study can't
compete with mechanical noise." —
Bradley Kaighn**





**“You protect
the critical
path where you
can,”
-Steve Collins**



Insulated duct used on the job

Refinements to drawings continued throughout construction, with Donovan adjusting sequences to maintain momentum. “You protect the critical path where you can,” Collins said. Despite the project’s complexity, safety performance has remained exemplary.

Materials, Methods, and Mission

The contrast between stainless and galvanized duct underscores the project’s technical demands: stainless where corrosion or heat resistance is required; galvanized for comfort air. On the roof, double-stacked units feed studios and support the Ballet’s high ventilation needs. Downstairs, wardrobe, dye, and production rooms add specialized requirements—from Class I, Division 2 exhaust protection to custom return chases tied to the black-box theater.

Community Impact Beyond the Stage

When complete, the Ballet’s new home will feature expanded studios for both the professional company and the school, a black-box performance and innovation space for rehearsals and community events, and a striking glass-walled top-floor studio visible from North Broad Street. The building will also offer dedicated community gathering areas for education programs and receptions, a gallery wall showcasing local artists, new administrative and orchestra facilities, and a wellness center designed to support dancer health and rehabilitation. Beyond elevating the Ballet’s daily work, the project deepens Philadelphia’s cultural corridor—creating jobs, expanding educational access, and offering a long-term hub for community arts. Standing beneath the acoustically lined ductwork and future catwalks, one thing becomes clear: what audiences will never hear is exactly what this team is building.



COMPANY SPOTLIGHT

Wm. J. Donovan Co.: Building the Next Century

On a recent morning in East Falls, a massive custom ductwork dominated the Wm. J. Donovan Co. shop floor — a reminder of the high-precision work that has defined this contractor for more than a century. Founded in 1913 and still the longest continuously operating union sheet-metal contractor in Philadelphia, Donovan is the last surviving founding member of SMCA still in business today. Its longevity is rooted in disciplined craftsmanship, loyal teams, and a steady operational philosophy carried across generations.

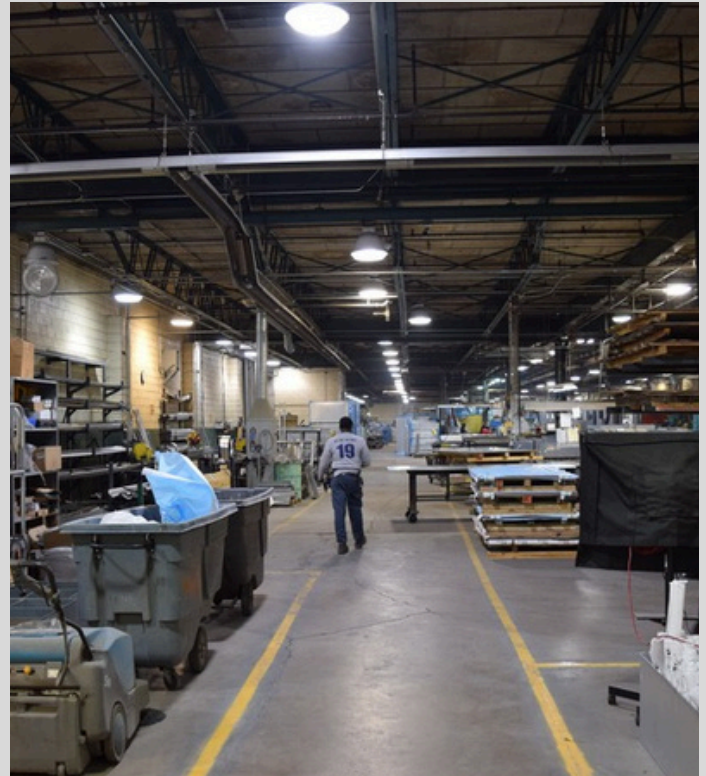
Donovan earned its reputation delivering projects others hesitated to take on — complex hospitals, pharmaceutical campuses, and high-coordination renovations where precision determined the outcome. Through decades of technological and industry change, one expectation has held: build clean, build precisely, and build with pride.

Where They're Working Now

The firm continues to anchor its work in life sciences, pharmaceutical, and healthcare sectors, while positioning itself for emerging opportunities in data centers and school infrastructure upgrades. Even with growth ahead, Donovan is selective. Every pursuit is evaluated against manpower, shop capacity, backlog, and real schedule constraints. It's a philosophy that has kept the company stable through cycles: pursue the right work, not all the work.

A Culture Rebuilt and Rising

The last few years brought a natural leadership transition as several longtime project managers retired. Rather than patch gaps, the company rebuilt internally. New leaders were elevated, shop standards were re-established, and mentoring roles were strengthened. Today the culture is young, cohesive, and gaining momentum. With employees buying homes, starting families, and building long-term careers inside the company, "family" is a word often used, not just as branding or an ideal, but as reality.

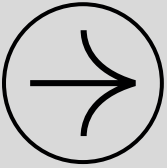


“A company doesn’t survive 112 years by accident. It survives because each generation prepares the next.”

— Rob Skubish, President

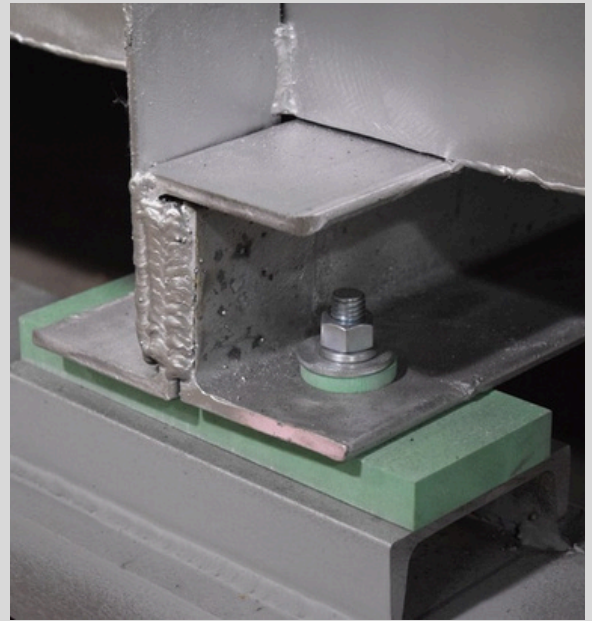


Costello and Skubish explaining their plans



Left photo: custom modular build-out for a rooftop system

Right photo: Fabrica Pad installed during prefabrication, providing a thermal and vibration break between ductwork and building steel



Innovation With Purpose

Donovan's leadership is realistic about where the industry is going and equally realistic about what it will take to stay competitive. Rather than chase every new tool, the company is adopting technology with discipline and purpose. A full transition into Revit is underway, giving Donovan's coordination team more precision and stronger integration across trades. The company has expanded its use of Matterport scanning, particularly for retrofit and design-assist work where accurate existing conditions can save weeks of redesign. Brad Kaighn and Jamie McCallum are leading an internal innovation team tasked with vetting software, workflow tools, and fabrication strategies that streamline processes from model to machine.

Developing Talent the Donovan Way

Donovan has a strong history of developing talent from within. For decades, the company has maintained its "Cooperation in Work" process, a structured forum bringing leadership, foremen, shop teams, and union representatives together to strengthen training and communication. Today, that culture is reinforced through formal apprentice reviews every six months, foreman coaching, and cross-department oversight that ensures each apprentice receives clear direction and real accountability. Apprentices are encouraged to articulate where they want to grow, even if the answer is, "I want your job." This culture of steady internal development is how Donovan has maintained continuity through multiple leadership eras. It is also how the company intends to strengthen its future bench.



Taking a look at project blueprints with SMCA's Pete Jenkins



Plasma cutter at work on the workshop floor



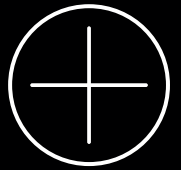
A Planned and Purposeful Leadership Transition

Rob Skubish's retirement marks the close of a meaningful chapter at Wm. J. Donovan Co. His leadership helped guide the company through both transition and rebuilding, grounded in an operational understanding and a commitment to continuity. In his announcement to employees, he emphasized that this year-long succession process was deliberate, collaborative, and rooted in setting the next president up for success. Chuck Costello's mandate is clear: strengthen operations, modernize technology, build a stable next-generation workforce, expand design-assist and modularization capabilities. He also plans to reinforce the company's presence in SMCA and SMACNA, and is already planning for leadership longevity beyond himself — the exact mindset required for a 112-year-old firm with ambitions for its second century.

“We’re honoring our history while building the next century of Donovan.”
— Chuck Costello, Incoming President (Jan. 2026)

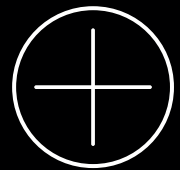


Chuck Costello and Rob Skubish pose together as they convey the story of the past, present, and future of Wm. J. Donovan Co.



COMMUNITY AND CONNECTION

2025 SMACNA ANNUAL CONVENTION — MAUI, HAWAII



SMCA was well represented in Maui this year, with 22 attendees participating in national meetings, education sessions, and industry networking. **Todd Hill** was elected SMACNA President for the 2025–2026 term, and SMCA's **Dominic Bonitatis** and **Matt Sano** continue their service on the SMACNA Board of Directors.

Convention highlights included the Annual Business Meeting, national leadership reports, committee updates, and recognition of award recipients across safety, labor relations, and legislative advocacy. Several new members were also inducted into the **College of Fellows**.

SMCA hosted Chapter Night at the Maui Ocean Center, welcoming 15 chapters and more than 300 guests—a standout event with overwhelmingly positive feedback.

The 2026 Convention will take place at the Hilton Bonnet Creek/Waldorf Astoria in Orlando, Florida.

SMACNA Leadership (2025–2026)

- President: Todd Hill
- Vice President: Gary Myers
- President-Elect: Scott Vidimos
- Past President: Tom Martin
- Secretary-Treasurer: Joseph Samia

Annual Awards

- Contractor of the Year: **B.J. Giri**
- Safety Innovation Award: **P1 Construction, LLC**
- Chapter Executive Legislative Advocate: **Tom S. Gunning**
- Contractor Legislative Advocate: **Matt Sano**
- Distinguished Legislative Service: **Tom Szymczak**
- Charles Corbet Excellence in Labor Relations: **John Ilten**
- Chapter Executive of the Year: **Bob Pope**



Bob Atwell of Ernest D. Menold, Inc. participates in a panel discussion “From Data Enhanced to Data Empowered: Building the Future-Ready Contractor”



SMACNA Immediate Past President, Tom Martin, presents Matt Sano of Fisher Balancing Co. with the Award for Distinguished Legislative Service

INDUSTRY NIGHT 2025:

A new tradition begins



SMCA hosted its first-ever Industry Night on Friday, December 5, at the Hilton Philadelphia Penn's Landing—an evening designed to bring our contractor community, labor partners, vendors, engineers, and industry colleagues together under one roof. The event marked an evolution from the long-standing Engineers Night, honoring its legacy while expanding the focus to reflect the full breadth of today's sheet metal industry.

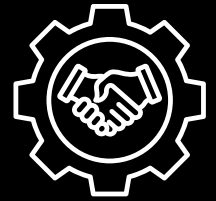
Attendees joined us for an evening of connection, recognition, and conversation. The program underscored the strength of SMCA's contractor network, the importance of collaboration across trades and professional disciplines, and the shared commitment to advancing quality, safety, and professionalism across our region.



Chuck Costello (Wm. J. Donovan Co.), Robert Johnston (SSM Industries), Larry Kishel, A.T. Chadwick, a guest, and Rob Skubish (Wm. J. Donovan Co.)



A guest poses with Leigh Abraham from Bush Sales and Sean Lally and James Primodie from Prime Sheet Metal Inc.



The ballroom featured exhibitors representing leading suppliers, manufacturers, and service partners who support SMCA contractors throughout the year. Their presence added energy to the event floor and offered valuable opportunities for members to explore new tools, technologies, and relationships.

SMCA extends sincere thanks to the sponsors and exhibitors whose support helped make the inaugural Industry Night possible. And to our members—we appreciate the work you do every day to build world-class projects, strengthen the union construction industry, and uphold the standards that set SMCA contractors apart.



The DeWalt vendor table



SMACNA's Eli Howard speaks with guests



Vendors share their materials with guests



Craig Jackson of Milwaukee Tools spoke about advanced asset management



Supplier of the Year Award presented to Riley Sales



Fisher Balancing Co.'s Jennifer Lohr enjoys a speaker's comments



JOIN US FOR THE 2026 NORTHEAST STATES SHEET METAL CONTRACTORS SPRING MEETING

APRIL 12–14, 2026 • CLEARWATER BEACH, FL

VENUE

Opal Sol
400 Coronado Drive
Clearwater, FL 33767

Register on the SMCA website:

[Link to Register](#)

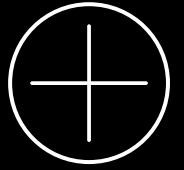
HOTEL RESERVATIONS

Opal Sol | Clearwater Beach's Newest
Gulf Resort

Use Group/Block Code: 5797292
Or call 855-440-4344 and reference
“NE States” group.

Book early—rooms are limited!
All bookings must be made by March 13, 2026





EDGE OF THE TRADE: EDUCATION, WORKFORCE & SAFETY

ADVANCING THE TRADE

JATC Apprentice Recruitment

The JATC completed its annual round of apprenticeship testing and interviews in December and is preparing to welcome the next class of apprentices in February 2026. This continues the Committee's long-standing commitment to developing a highly trained workforce and ensuring a steady pipeline of skilled sheet metal professionals for the region.

Pre-Apprenticeship Program

The inaugural Pre-Apprenticeship class reached its three-month mark in December. Early feedback has been positive, and the program is positioned for growth in the spring. Contractors interested in participating or hosting pre-apprentices should contact the JATC for program details and placement opportunities. Expanding this pathway remains a priority as the industry works to introduce more candidates—especially younger workers—to careers in union sheet metal.

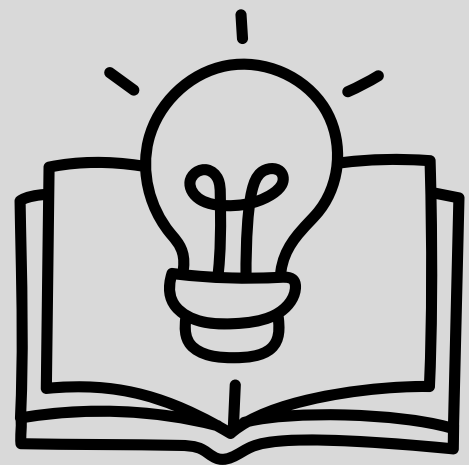
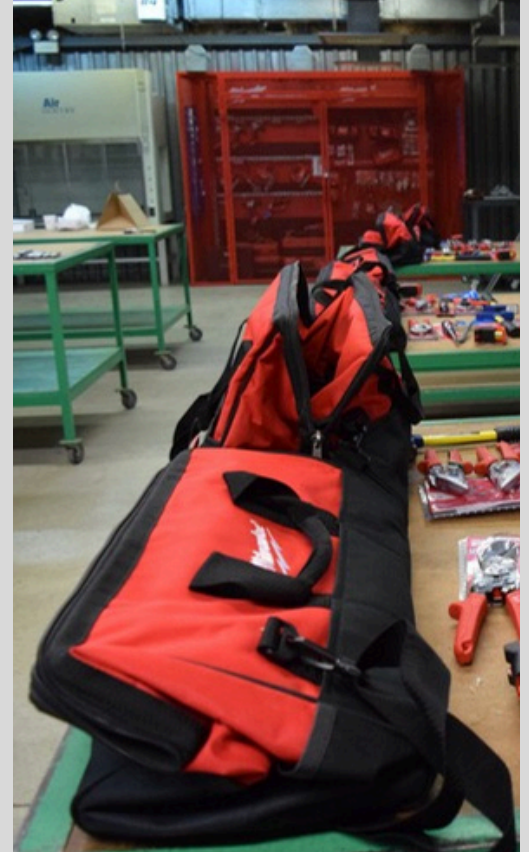
Education Credit Program

SMCA's Education Credit Program has officially moved beyond its beta phase, and all eligible contractors should now have received their login credentials for the new Submit.com portal. The program provides annual reimbursement for approved training costs, helping contractors strengthen their companies through targeted education for both bargaining-unit and non-bargaining-unit employees.

Contractors who contribute to the Industry Fund and meet eligibility requirements may use their 2025–2026 Education Credit for any qualifying, industry-related training completed during the fiscal year. All credits must be used by June 30, 2026.

For program rules, eligibility criteria, and reimbursement guidance, visit:

www.smca.org/education-credit-program



COUNCIL OF CHAPTER REPRESENTATIVES MEETING – NASHVILLE

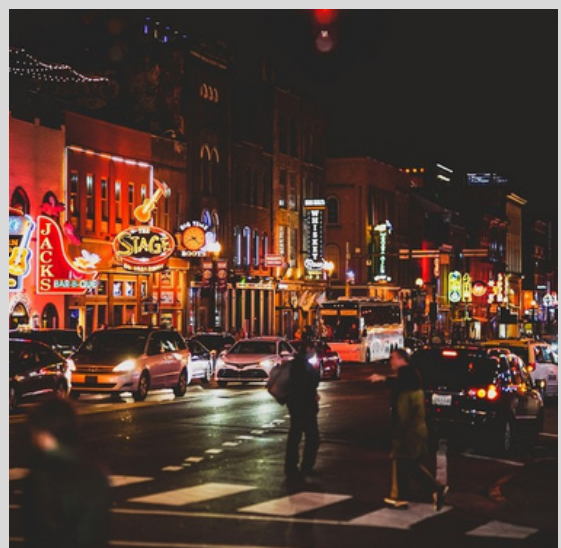
The December 2025 Council of Chapter Representatives Meeting in Nashville brought chapter leaders together to hear national updates and participate in open-forum discussions with SMACNA leadership. Key areas of focus included:

- **Associate Member Program Review:** SMACNA's Board of Directors is evaluating updates to the national association's Associate Member structure and benefits.
- **Entering New Markets:** A session on market diversification explored strategies for positioning contractors for emerging opportunities. (Slides available upon request.)
- **Mentoring Tradespeople:** A recurring theme throughout Council was the need for stronger mentorship and workforce development at all levels. The New Horizons Foundation is actively developing research and tools in this area, and Council received a presentation from Kathy De Jong outlining early recommendations.

The meeting reinforced SMACNA's focus on workforce readiness, member engagement, and helping contractors adapt to changing market pressures in 2026 and beyond.

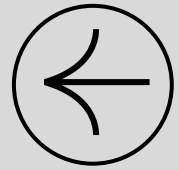


“The message at Council was clear: mentorship and workforce development will shape the future of our industry. When we invest in people early and support them well, we strengthen our companies and the trade as a whole.”
- Pete Jenkins



Nashville, TN

SMCA TRAINING UPDATES

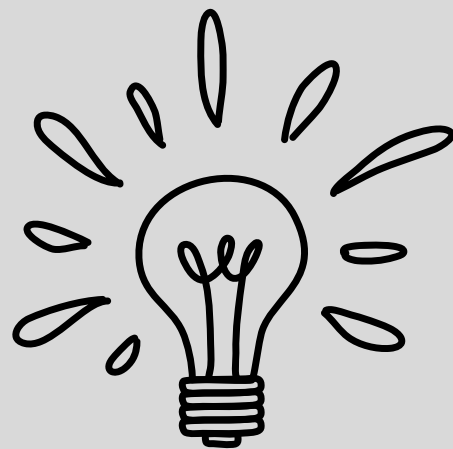


Enabling Success

On Wednesday, October 15, Shaabini Alford from Maxim Consulting Group presented – “Enabling Success Creating Alignment Between the Field and the Office.” Project Managers, VP’s, Director of Operations, and Owners took part in the half-day seminar to learn beneficial tools that would close the gap between the field and office personnel. Shaabini also talked about the causes and effect of having a an Us vs. Them mentality. This mindset causes confusion, disengagement, and at times anger. This then creates a lack of trust, discipline, and role definition in the field. Shaabini stated to avoid potential communication blockades and conflict, the office and the field need to frequently have dialogue during the project. When this communication is upheld by the office, the field will recognize the importance of their role in completing the project.



This seminar is the appetizer to the main course as Shaabini's counterpart at Maxim, Stephanie McShane, will present on the topic “Change order Management and Project Management – Driving Predictable Cost Projections” on Tuesday, December 9th.





SAFETY AWARDS DINNER

Join Us

CAPTURING THE FIELD: ENGAGING REMOTE
EMPLOYEES IN YOUR SAFETY PROGRAM

Live!

CASINO • HOTEL

THURSDAY, JANUARY 29, 2026

5:00–8:00PM EST

900 PACKER AVENUE,
PHILADELPHIA, PA 19148

Featuring: **Ryan Costello, Director of Safety and Risk at Sila Services**, will present on a mobile platform that construction companies are using to communicate safety data more effectively in the field. This platform enables employees to access incident reports, inspections, and extensive training resources (toolbox talks, short specific training videos).

Ryan presented this topic to safety professionals at the Professional Development Conference for the American Society of Safety Professionals in July, which was well attended. He and Many Safety Professionals across the county are using this platform to improve their overall safety programs.

**PLEASE REGISTER ON THE SMCA WEBSITE WWW.SMCA.ORG.
THE DEADLINE TO REGISTER IS JANUARY 22, 2026.**



Sheet Metal Contractors Association
955 Louis Drive
Warminster, PA



THE SPEC SHEET

WINTER 2025 ISSUE