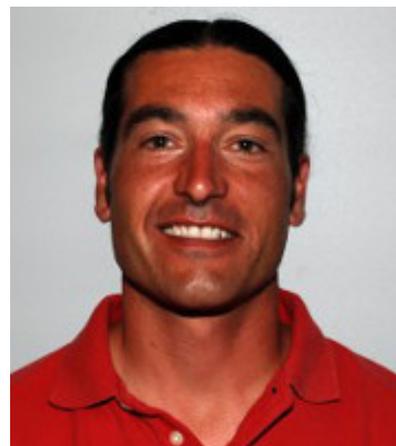


MBCEA News & Updates - January 2018



Message from the President

Greetings from snowy New England. For those of you who do not know me, I am Keith Wentworth of Dutton & Garfield, NH. I am absolutely thrilled to serve as President of the MBCEA. This honor is made more special because this year is the 50th Anniversary of our Association. I am proud to follow in the footsteps of past leaders like Mike Reynolds, Gary Smith, Tim Seyler and Steve Webster. I am also happy to call these men my friends and know that I can count on them for advice and guidance in the months to come.



I am pleased to present your leadership team for 2018-2019. Joining me are Vice President - Art Hance, Hance Construction, Inc.; Treasurer- Wade Hobbs, Universal Erectors, Inc.; Secretary - David Leinbach, The Kaiser-Martin Group. I know they join me in extending a special thank you to Past-President Mike Reynolds. Mike has done a tremendous job of ensuring membership and our conference continues to grow, and with securing close relationships with the MBMA and MCA. We look forward to building on this success.

With the change in leadership, we also have several openings on the National Board. If you are interested in serving, please nominate yourself or a colleague by reaching out to [Sasha](#). Next month we will highlight the nominees and then have a vote. I urge you to consider joining the National Board. The Board sets the strategic direction for the Association. Let your voice be heard!

I had the pleasure of representing MBCEA at the December MBMA meeting. It is always nice to mix and mingle with the group. Unfortunately, it seems the MBCEA is still not well known outside our core group. If the manufacturers and suppliers don't know of us, how are architects, engineers, contractors, etc. going to know us? We often say, the MBCEA is only as strong as our members but the reverse is true as well; our members are only as strong as our Association.

It is incumbent on all of us to promote the MBCEA. Our websites and letterhead should proudly proclaim that we are members of the MBCEA. When we meet a new vendor or colleague, we should suggest they check out the MBCEA, should consider joining.

The MBCEA has a proud, 50-year history promoting Training, Quality, and Education. Our members represent the best in class. We need to find a way to shout this from the rooftops. I have assembled a team to explore how we can

better brand and promote the organization, but if you have any ideas, drop me a line. I'd love to hear from you.

2018 marks our 49th Annual Conference and more importantly, our 50th Anniversary as an Association. Please plan on joining us May 2-4, 2018, in San Antonio for what will surely be a fantastic conference. MBCEA members will receive a 50% discount on registration fees in honor of our Anniversary. See below for more details.

Lastly, as we head into the new year, please keep an eye out for your membership renewal. Payment is now due. If you are already a member - thank you. I hope you appreciate the MBCEA as much as I do. If you are not a member, I urge you to consider it now.

I am always happy to hear from members so if you have an idea for the good of the association, [just drop me a line](#). Thanks and Stay Safe.

Regards,

Keith Wentworth
President, MBCEA
Vice-President, Dutton & Garfield

P.S. As you know, we are hard at work developing a Temporary Bracing Guidebook and Training Video. Please help us by capturing some pictures of your bracing, connections, etc. (close-ups and long-shots). Forward them to Jackie at jmeiluta@comcast.net. The more we have the better the book/video will be. Thanks! Here's an example of what we are looking for:



WELCOME NEW MEMBERS!

Hi-Tech Tilt

Arkady Horak
1205 East Hillside
Laredo, TX 78041
512-845-3390

Arkady.horak@hi-techtilt.com
www.hi-techtilt.com

Hilpp Construction, Inc.

Freddie Hilpp
313 Koehler Drive
Lebanon, KY 40033
270-402-4020
270-402-4020 fax
freddie@hilpp.com

IDI Distributors

Tim Kessel
 8303 Audubon Road
 Chanhassen, MN 55317
 336-608-1837
tkessel@idimn.com
www.idi-insulation.com

IDI Distributors

Kerry Hale
 953 Temperance Hill
 Potts Camp, MS 38659
 662-551-8142
 662-333-7606 fax
khale@idimn.com
www.idi-insulation.com

Pat Munger Construction Company, Inc.

David DeMaio
 750 East Main Street, Suite One
 Branford, CT 06405
 203-483-3645
 203-483-3650 fax
daviddemaio@mungerconstruction.com
www.mungerconstruction.com

Chapter News**The Greater Ohio Chapter**

held their Holiday banquet January 11th at Jakes in Wooster with 31 in attendance. They will be having a board meeting **January 23**, in Lexington, OH.



A Southeast Chapter Train the Trainer Tour took place over the last few weeks in Nashville, Jackson, Montgomery and Tampa with a total attendance of 60. 240 training certificates were issued along with 116 Train the Trainer certificates. Special thank you goes out to [Triangle Fastener](#) for hosting/sponsoring these training sessions. Next stop is **Baton Rouge, LA on Thursday, January 25**. Up to four training sessions will be offered, which include Globally

Harmonized System, Controlled Decking Zone, Crane Hand Signals and Fall Protection. Contact [Sasha](#) to register and receive location information. Thank you to [Metal Depots](#) for hosting/sponsoring this session.

A Houston Chapter kickoff training meeting is scheduled for February 6, 2018.

It will be a Train the Trainer Series as Gary Smith continues to bring that traveling training across the country. Up to four certified courses will be offered. Contact [Sasha](#) to register to attend.

New England Chapter Upcoming Events:

Thursday February 15, 2018, 6-9PM

[Charity Bowling Event to benefit Hurricane Relief](#)

PiNZ

110 S. Main Street, Milford, MA 01757

Event sponsored by [Corle Building Systems](#)**Thursday March 15, 2018**

First-Aid Training

Save the date! More information will be sent out shortly.

Thursday July 19, 2018

MBCEA-NEC Annual Golf Tournament

Lake of Isles Golf Club

Foxwoods Resort and Casino

The Carolinas Chapter is holding**Construction Notebook Class #7****"Metal Building Walk Door Presentation"**

includes a question and answer session followed by a demonstration of assembly and installation

Date: **March 8, 2018**

Time: 8:30am-12:00pm

(Breakfast biscuits at 8:30, Lunch included at 12:00pm)

Location: JW Wilson Co. office

4107 Burnwood Trail, Denver, NC 28037

Deadline to [register](#): March 1**The Arizona Chapter will be scheduling a quarterly meeting and new member mixer on Friday, March 23.**

The Yard

5632 N 7th Street

Phoenix AZ 85014

12 to 4 pm

RSVP to [Jesse Evert](#)**The Mid-Atlantic Division** has elected a new President, Andy Lee with SFS, and these are the highlights of the Chapter:

- New sponsorship form created to secure sponsors for all 3 major MAD events for 2018. This helps the chapter plan ahead as well as the sponsoring members set a budget for the year. Those that commit up-front will have heightened exposure on the MAD Chapter link on the MBCEA website based on annual sponsorship commitments.

New Annual Sponsor Levels

Gold Level = \$3,500.00 (still in the hunt)

Silver Level = \$2,000.00 (ATAS Intl.)

Bronze Level = \$1,000.00

(SFS and Therm-All)

- MAD has completed planning all training (dates and locations) for 2018. We have 7 training sessions altogether. January and February's sessions are: **January 19 - 8:30-4:30 Rigging/Crane signal** (location- Kaiser Martin-Temple, PA) **February 16 - 8:30-3:00 Defending OSHA Citations and Inspections** (location- SFS intec-Wyomissing, PA)
- Our annual Holiday Social was held at the Mohegan Sun in Wilkes-Barre with an attendance of about 50 members for great food, dancing, friendship and

fun.

- On January 6, 2018, Joshua Przyjemski, SFS Group USA Division Construction intern, received a \$2,500 scholarship from the MAD. The funds will assist Joshua as he completes a Bachelor of Science degree in Mechanical Engineering at Penn State Berks. His intent is to complete his degree and seek full-time employment with SFS and continue his contributions to the metal building industry.
- New officers and board members were nominated and voted in during the January chapter meeting.

Correction from December's New England Chapter report: The spelling of a 1st place winner was incorrect and it should have read Dave Smigel.

Conference 2018 - Celebrating 50 years!

The 49th Annual MBCEA Conference & MBMA Spring Meeting will be held May 2-4, 2018, at the Wyndham Riverwalk in San Antonio, TX. Hotel reservations should be booked by April 10, 2018, to receive the group rate, but we urge you not to wait. Space is limited and this conference will sell out!



[MBCEA Attendee Registration](#)

[Schedule of Events](#)

[Exhibitor Registration](#)

[Sponsorship Opportunities](#)

[Exhibit Hall Diagram](#)

[MBCEA Hotel Reservations](#)

Announcing the opening of the Building of the Year Contest! Please submit all applications and documentation as per the instructions on the [form](#). **Due date is 2/15/18.** Pioneers Club [Applications](#) are also being accepted through 3/9/18.

SOCIAL MEDIA

We are now on Facebook, LinkedIn, and Twitter. Please have your company and your staff like us, follow us and share our posts. Be sure to tag us with #MBCEA and #MBI.



MBCEA



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Metal Buildings Institute

Follow us on [twitter](#)

Metal Buildings Institute

Quality Contractors and Erectors can prove their capabilities with AC478

Our industry has long desired a way to level the playing field for Assemblers. MBCEA members are committed to Safety and Training but how can they prove this commitment when they bid a project? Savvy contractors and erectors are always on the lookout for ways to improve operational efficiency and quality of end product. Well look no further than IAS Accreditation for Metal Building Assemblers.



IAS Accreditation (AC472) ensures metal buildings are designed and manufactured in accordance with strict industry standards. IAS Accreditation (AC478) ensures the quality and integrity of the metal building assembler. Together these two marks are the assurance and quality standard that owners, specifiers and code officials have long desired.

Please do not be intimidated by the rigor of AC478. The MBCEA is well equipped to help you. Schedule a one-hour telecon with [Jackie Meiluta](#) and she will break it down for you and help you through the process. This service is provided at no charge to MBCEA members.

What are you waiting for? Contact [Jackie](#) today.

#HIREVETS

WASHINGTON, DC - The U.S. Department of Labor today announced the launch of the HIRE Vets Medallion Program Demonstration - an effort that will recognize up to 300 employers for their investments in recruiting, employing, and retaining our nation's veterans.



The program demonstration will raise awareness of the HIRE Vets Medallion Program, which kicks off in 2019. The program utilizes the requirements of the Honoring Investments in Recruiting and Employing American Military Veterans Act of 2017 (HIRE Vets Act) signed by President Trump in May 2017 to determine awardees. The program will recognize large, medium, and small employers at two levels, platinum or gold, depending on the criteria they meet.

Program demonstration applications will be available on Jan. 31, 2018, online at www.hirevets.gov. The demonstration has no application fee and is limited to the first 300 applications across all categories (large, medium, and small employers). **Any employer with at least one employee on staff is eligible to apply.** Employers recognized in the 2018 Program Demonstration will also be eligible to apply for the 2019 Program.

"Military service develops leadership skills, technical expertise, and problem-solving capabilities - all in demand by America's companies," said U.S. Secretary of Labor Alexander Acosta. "The HIRE Vets Medallion Program

provides a tremendous opportunity for employers to recruit talented veterans and demonstrate support for those who have sacrificed so much for their country."

Employers seeking further information should visit www.HIREVets.gov for updates, or contact HIREVETS@dol.gov.

PROTECT YOUR BUSINESS WHEN USING SOCIAL MEDIA

Social media has opened up new ways for people and businesses to communicate with each other. As the numbers show, they have become extremely popular. Consequently, businesses are increasingly using social media to reach current and potential customers.



However, use of these services presents risks together with the potential benefits. For example:

- Employees making posts on these sites might make inaccurate statements, particularly when not all the relevant facts of a developing situation are known.
- They might inadvertently release confidential information.
- They might make statements that embarrass the company, such as negative remarks about racial or ethnic groups.
- They might make statements that violate a person's privacy.

Any of these situations can harm the company's reputation.

The company's General Liability insurance policy might not pay for the costs of defending against these claims or paying settlements. To reduce exposure, businesses should consider written procedures for employee use of social media, including:

- Who may post on the company's behalf.
- Definitions of acceptable and unacceptable behavior.
- Employees' personal sites should make clear that the employees are not speaking on behalf of the company.
- When a discussion should move offline and into the company's regular workflow (for example, when a customer has a specific complaint that should be handled out of public view).
- The consequences of non-compliance.
- Company policies regarding employees' ability to link to the company's Website on their personal social media pages. The policy should also address employees' use of the company name, logo, or other advertising on their sites.
- Company policies on the content that employees may post on blogs, both those of the company and others blogs where the employees post on the company's behalf.

Social media offers exciting new opportunities for businesses to build relationships with customers. However, businesses need to approach it with care and proper planning if they want to reduce the risks.

January Business Tip: Ask for Discounts or Shop Around



While you need to ensure you have adequate insurance coverage, you also want to save money. Ask your insurance agent about possible discounts that make insurance coverage more affordable for your business.

Schedule a meeting with your agent to review your coverage. Make sure he is aware of things you have done that might reduce your risk factors. Topics for discussion:

- Size of your deductible.
- Whether you have installed a security system with cameras.
- Your documented safety and training program.
- The strength of your computer network.
- Fraud awareness.
- Operational risks.

Other tips for reducing cost include purchasing all your insurance from one company to maximize loyalty discounts, changing your payment frequency, and as your business changes and/or time passes, assessing your insurance needs and coverage limits. Make time to shop around for better policy rates. When you find a better rate, ask your current insurer if they can match it. Shopping around could reduce your insurance costs while ensuring you receive the quality insurance coverage your business needs.

Eight Construction Trends to Watch in 2018



After a robust 2017, commercial construction companies are anticipating an even stronger 2018, with the majority reporting they plan to expand their staffs, according to Dodge Data & Analytics.

As professionals seek to map out 2018 and beyond, there are a number of trends shaping the construction industry. Some are evolutions of past years, such as offsite construction and an increasing reliance on technology, and some trends are new, such as a focus on resiliency after the most damaging hurricane season on record and devastating fires in California.

Other trends that will shape construction revolve around policy, both federal and state, the ongoing labor shortage and gargantuan projects, including Amazon's much-anticipated HQ2.

[Article Link](#)

U.S. Department of Labor Announces Proposal to Expand Access to Healthcare Through Small Business Health Plans

WASHINGTON, DC - The U.S. Department of Labor today announced a

Notice of Proposed Rulemaking to expand the opportunity to offer employment-based health insurance to small businesses through Small Business Health Plans, also known as Association Health Plans.

Up to 11 million Americans working for small businesses/sole proprietors and their families lack employer-sponsored insurance. These 11 million Americans could find coverage under this proposal. Many small employers struggle to offer insurance because it is currently too expensive and cumbersome. These employees - and their families - would have an additional alternative through Small Business Health Plans (Association Health Plans). These plans would close the gap of uninsured without eliminating options available in the healthcare marketplace. Under the proposal, small businesses and sole proprietors would have more freedom to band together to provide affordable, quality health insurance for employees.



The proposed rule, which applies only to employer-sponsored health insurance, would allow employers to join together as a single group to purchase insurance in the large group market. These improvements stand to open health insurance coverage for millions of Americans and their families by making it more affordable for thousands of small businesses and sole proprietors. By joining together, employers may reduce administrative costs through economies of scale, strengthen their bargaining position to obtain more favorable deals, enhance their ability to self-insure, and offer a wider array of insurance options.

As proposed, the rule would:

- Allow employers to form a Small Business Health Plan on the basis of geography or industry. A plan could serve employers in a state, city, county, or a multi-state metro area, or it could serve all the businesses in a particular industry nationwide;
- Allow sole proprietors to join Small Business Health Plans, clearing a path to access health insurance for the millions of uninsured Americans who are sole proprietors or the family of sole proprietors.

The proposed rule includes important protections for Americans. Small Business Health Plans (Association Health Plans) cannot charge individuals higher premiums based on health factors or refuse to admit employees to a plan because of health factors. The Department of Labor's Employee Benefits Security Administration will closely monitor these plans to protect consumers. The NPRM will be published in the Federal Register on Jan. 5, 2018, and be available for public comment for 60 days. The Department encourages interested parties to submit comments on the proposed rule. The NPRM, along with the procedures for submitting comments, can be found at the Federal Register website.

EBSA News Release: 01/04/2018
Contact Name: Eric Holland
Email: holland.eric.w@dol.gov
Phone Number: (202) 693-4676
Release Number: 18-0002-NAT

Tax-Deductible or Not? Ask Your Expert

As business owners prepare to file tax returns, many find they have to reconstruct some of last year's expenses. This is usually a result of paying business expenditures by personal means instead of through a checking account or credit card used exclusively for business. Delays and frustration result when there isn't sufficient information, or you can't remember the details required for some write-off claims.



A deductible business expense must be necessary and normal for your type of enterprise; personal expenses are never tax-deductible just because they're paid by your business or have a loose connection to business operations. These types of transactions are considered owner draws.

For example, expenditures such as haircuts and gym memberships are strictly personal, regardless of the intangible benefit derived from maintaining a good appearance.

Businesses also cannot deduct costs for the owner's residence. However, if you meet home office requirements, the business may reimburse you for a percentage of your home expenses. This is based on the portion of your home used regularly and exclusively for business; in most cases, the home office space also must be the primary business location.

There are special tax rules that allow deductions for business education and travel. General business education is deductible, but seminars and conferences must maintain or improve skills required in your current line of business.

Business travel is generally associated with overnight stays away from home. A deduction for all the travel cost is allowed when the primary purpose of the trip is to conduct business. When the trip is primarily for pleasure, only expenses directly related to business are tax-deductible. In this case, deductions for transportation and lodging costs are based on the percentage of days during the trip that business is conducted.

Obviously, caution must be exercised when claiming certain tax deductions. Your accounting professional is a valuable source of knowledge about what can - and can't - be claimed.

We want to hear from you!

The MBCEA is dedicated to the professional advancement of our members. We need to know what is important to you, what kinds of things you are interested in, what you need.

[Sasha Graver, Executive Director](#)
[Keith Wentworth, President](#)
[Jackie Meiluta, Program Manager](#)

Please connect with us





Quote of the Day

The price of success is hard work, dedication to the job at hand, and the determination that whether we win or lose, we have applied the best of ourselves to the task at hand. "

~ Vince Lombardi

MBCEA | sgraver@mbcea.org | 484-239-3337 | www.mbcea.org

MBCEA, PO Box 4308, Bethlehem, PA 18018

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