



Members

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Conference 2020

[All Things Conference](#)



QUICK POLL: What's your outlook on 2020?

Business is booming.

Select

Business is slowing.

Select

No real change; about the same as ever.

Select

WELCOME NEW MEMBERS!

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Celeste Wilhelm
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Pittsburgh, PA 15215
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cwilhelm@a-ellc.com
www.americanerectionllc.com

New England PEMB Inc.

James Williams
37 Plaistow Road, Suite 7-158
Plaistow, NH 03865

Reaching New Heights, Together



**METAL BUILDING
CONTRACTORS & ERECTORS
ASSOCIATION**

Greetings!

February is Heart month – a time for Valentines and Heart check-ups. February is also a time to make sure you have a strong plan in place to ensure a great year. You and your leadership team should be reviewing last year's performance and this year's projects. Did you achieve what you set out to do last year; do you need to make adjustments or course corrections this year?

Since I am new as President, this is exactly what I have been doing for the last two months. The last few years have built a strong foundation for MBCEA's continued success. We are in a strong cash position and well favored in our industry. We are working hard to make sure we'll continue this fabulous trend. I have set the following three goals for my time as president: continued focus on Workforce Development, member engagement through regional training, and the development of a solid Strategic Plan that will guide the MBCEA for the next 5-10 years.

The work of the MBCEA happens at committees. I am a strong proponent of active and engaged committees. Our committees dig deep, discuss ideas and information in detail and then summarize those thoughts and make recommendations to the Board. An example of our committees' work is the new tag line *Reaching New Heights, Together*, which is the result of a ton of work by the marketing committee. We have a small number of committees, each with far-reaching goals. I encourage all members to engage with our committee chairs; we work for you.

Justin Waller of RedIron Construction and John Paul Lawrence of Modern Trade Communication co-chair Membership. The goal of this committee is to attract new members and retain existing members. Crucial to these goals are plans for outreach to builders and tradeshow content/participation.

Marketing is chaired by Robert Tiffin of Silvercote. Their goal is to support the efforts of Membership, and the other committees, as well as develop an overall communication strategy and a Conference Theme.

Labor Development is chaired by Keith Wentworth of Dutton & Garfield. Training is chaired by Andy Lee of SFS, and Accreditation is chaired by Dan Halme of Halme Builders. These three specialized committees complement each other and have similar goals all related to labor and workforce

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573-547-8034 fax
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www.zoellnerconstruction.com

We want to hear from you!

Let us know what is important to you; what kinds of things you are interested in; what you need.

Sasha Demyan, Executive Director
Art Hance, President
Jackie Meiluta, Program Manager

development and the professionalism of our trade. Each of these groups are working on initiatives that further the goals of membership and the strategic plan.

Nominating, also chaired by Andy Lee, MBCEA Vice President ensures the Board continues to evolve through the cultivation and development of new members.

Finance, chaired by MBCEA Treasurer Dave Leinbach of Kaiser-Martin Group ensures we have a budget (and adhere to it) and more importantly that we adhere to our bylaws and honor our fiduciary responsibilities to membership.

I will chair Strategic Planning. I have invited all Committee Chairs and members of the Executive team, as well as our representatives from the Ketenbrink Trust to join this committee.

As the month of February requires a close examination of your business' goals, I remind you that the best investment you can make for the success of your business is to attend the 51st Annual MBCEA Conference. Click the link in the sidebar for all things conference. We have a fabulous agenda prepared and a great location at the Gaylord in Aurora, CO. Highlights and teasers are outlined below. I hope to see you there.

Sincerely,

Art Hance
President, MBCEA
President, Hance Construction



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MBCEA Chapters

Carolinas Chapter News



We had over 40 in attendance at **Construction Notebook**

Class #10 Metal Building Fasteners Training on February 13, at Metal Fastening Systems located in Stanley, NC.

Topics covered included:

- Education on Fasteners
- What Fasteners to order/use project specific
- Different types and Lifespan of Fasteners
- Accessories used to install Fasteners
- Review of other products available
- Coatings/Finishes

The Construction Notebook Classes are an excellent way to gain knowledge in new and existing areas of the metal building industry. Please take advantage of these informational and hands-on training opportunities.

Save the Date

**Carolinas Chapter Annual Summer Meeting
July 16th-19th, 2020**



**Sonesta Resort Hilton Head Island
130 Shipyard Drive
Hilton Head Island, SC 29928**

The Spring Golf Tournament will be held late March/early April (dates will be finalized soon) and we are making plans for our Annual Summer Meeting. Mark your calendar for the annual meeting and plan to bring your family and enjoy this special time.

We are now soliciting applications for the 2020 MBCEA Carolinas Chapter College Scholarship. These scholarships are open to any child, step-child, or grandchild of an active employee of a dues paying member of the MBCEA Carolinas Chapter or Lifetime Member. Associate Members' employees who work in the Carolinas area are also eligible. Preference is given to students who are seeking 4-year degrees in engineering or construction-related fields. However, applicants of any field of study are considered. Please [click here](#) for further information.

Ohio Chapter News

Energy Code / Com-Check & Air Infiltration Testing

Friday, April 17, 2020 (9am to 1pm)

Messer (Corporate Office)
643 W. Court Street
Cincinnati, OH 45203

Whether you are a general contractor, erector, building designer, architect, or engineer, the current energy code can be intimidating. That is why we've invited **Dr. W. Lee Shoemaker Ph.D. / P.E.** of the **Metal Building Manufacturers Association (MBMA)** to come explain the ins and outs of meeting the new energy code and give a crash course on operating the **COMcheck** program.

In addition, **Vince Sagan, Senior Staff Engineer** with the **MBMA** will also be providing a brief presentation on "Air Infiltration" testing that is making its way through the new building codes

Register Now!

New England Chapter News

Sign up now for [2020 Sponsorship opportunities!](#)

Register now for **Heat Tracing for Metal Buildings.**

MBCEA-NEC is proud to Welcome Liberty Electric Products. This hour-long program will cover Heat Cable Applications (PDH credit for engineers and architects-NYS)
February 20, 2020, 12-1 pm
Marlboro, MA

Mid-Atlantic Division News

Thank you to the 2019 sponsors for helping us achieve our goal of offering low-cost training! **Butler Mfg. was our Gold Sponsor; ATAS Intl. and Therm-All were Silver Sponsors and Chief and SFS were our Bronze Sponsors.**

The sponsorship committee has again put together opportunities for you to get your name brand in front of your customers in 2020 and support chapter

Save the date!
30th Annual Golf Tournament
Lake of Isles Golf Course at Foxwoods
July 16, 2020

initiatives, like low-cost safety training and the scholarship program. [Sign up now!](#)



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Conference Highlights

Keynote Speaker, **Eric Chester** has just finished his new book, *Fully Staffed: The Definitive Guide for Finding and Keeping Great Employees in the Worst Labor Market Ever*. It will be released early in 2020, and it is the foundation of his new live presentation. Conference attendees will take away many ideas and tactics for attracting and retaining skilled trades, laborers, etc. because Eric has gone to the source — employers of every size in numerous industries across the US — to gather a plethora of techniques they're using to combat turnover and increase retention, and will share them in his presentation.

David Leinbach, Kaiser Martin Group will present a condensed version of a course he taught at Penn State - **Training your Project Supervisors**. It will provide a general overview of Construction Project Management with the goal of becoming a better and more proficient Project Manager by helping enlighten the attendee to the needed skills essential to managing a project.

Tim Kessel, IDI Distributors will present **Insulation Installation Best Practices**.

The presentation is really focused towards the metal building contractor and erector and will cover:

- Breaking the thermal bridge (purlins and girts)
- Air barriers/infiltration
- But mostly on insulation INSTALLATION best practices
- And finally how to sell the 1% that makes a difference.

We have several roundtables planned. For those of you new to the MBCEA, these are open mic formats with a panel of experts, moderated by an MBCEA board member to dig deep into any topic you choose. This is peer-to-peer learning at its best. Not only will you hear tips and ideas that may save you thousands or at least let you sleep a little easier, the MBCEA also hears what our members need. Our Quality Recognition initiative (AC478 accreditation) was a direct result of members' comments at a Conference Roundtable. We will have one roundtable dedicated to all things technology, another a forum shared with MBMA leadership. These are must attend events!

Metal Construction News calls for nominees for the Metal Construction Hall of Fame. This award honors those individuals who have made significant contributions to the success, innovation and growth of the metal construction industry. The honorees will be invited to the conference to receive their award during the Welcome Reception on May 7. [Click here](#) for the nomination form.

Q&A: Culture can drive tech adoption

Building a culture open to technology is the most important thing a construction company can do to play catch-up in tech, says Amr Raafat, vice president of virtual design and construction and technology at Windover Construction. He says tech solutions also need to measure up, meeting challenges they're designed to address on-site.

[Read more](#) in the Construction Dive interview by Zachary Phillips

8 possible steps for helping an employee improve

Be clear with a struggling employee about what's going wrong, work with them to identify problems and possible solutions, and praise them as they progress, writes Lolly Daskal. "Great leadership is having the ability to facilitate movement in the needed direction and have people feel good about it, so that even a struggling employee can feel empowered," she writes.

Read more for some steps to take when an employee is underperforming or experiencing problems at work

What employers need to know about the new W-4

The IRS has completely changed up income tax withholding with the release of the new W-4 for 2020.

That means there are a lot of employers who are stressed out about the **2020 W-4 changes**.

If you handle payroll by hand, it may seem intimidating to have to change up your payroll process. You will likely have a lot of questions. You might be confused about what it all means. **Read more** in Mike Kappel's article for Forbes.

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Air Leakage Testing is Coming, Are you Ready?

Did you know that current ASHRAE 90.1 and IECC contain specifications for buildings to meet an air leakage standard of 0.40 cfm/sq ft and that whole building air leakage testing is a path to compliance?

Air leakage is a major factor in energy efficiency and regulation is coming. MBMA and NAIMA are teaming up to get out ahead of the requirements by completing testing on a variety of metal buildings and insulation systems.

If you'd like to be on the leading edge of this work and participate, the MBMA can offer the testing at no charge.

Please contact Vince Sagan at the MBMA office, vsagan@mbma.com or 216.241.7333

In the News / Member Spotlight

MBCEA Annual Meeting

New MBCEA Board Members

MBCEA Reaches 500 Members

MBI Launches New Training Site

MBCEA Member, Messer Construction is featured in the January 2020 Metal Architecture Issue for the Sugar Creek Station Pedestrian Bridge project in Charlotte, NC.

A past Building of the Year Entry project, erected by MBCEA Member, J&M Steel Solutions Inc. is featured in the January 2020 issue of Metal Construction News.

MBCEA Member, Barnes Buildings and Management Group Inc. is featured in the January 2020 issue of Metal Construction News for the Boston Sports Institute project in Wellesley, MA.

MBCEA Member, Span Construction and Engineering Inc. is featured in the Metal Construction News January 2020 issue for the project, Boy Scouts Dining Hall at Camp Chawanakee, Shaver Lake, CA.

Would you like to feature your employees on the job in Metal Construction News?

"Site Scene" has begun in the February 2020 issue of MCN. Employees of several MBCEA member companies are featured. Check it out and see if you recognize them! Send in photos of your employees on the job!

Click here to read what to include, where to send them, and a common sense reminder in order to "reward and recognize the people on the job site who make this industry go."



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Quote of the Day

“Love is a condition in which the happiness of another person is essential to your own.” —Robert Heinlein