WELCOME NEW MEMBERS!

A3G, Inc.
Eric Stephan
101 NE 3 Avenue, #300
Fort Lauderdale, FL 33301
786-271-3313
connect@a3ginc.com
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Bartels Construction Solutions, LLC
Matt Bartels
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Matthews NC 28104
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704-525-5345 fax
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www.bartelsconstructionsolutions.com

J.R. Jensen Construction Company
Matt Johnson
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Kirby Building Systems – A Nucor Company
Will Hamilton
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Kirby Building Systems – A Nucor Company
Richard Hicks
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Parkline North East, Inc.

Managing and growing business right now can certainly be a challenge. Marketing your business and your skill sets is more important now than ever. The MBCEA has your back and it is free! Or at least included in your membership fee.

Our website offers a searchable membership directory. This page consistently gets the most hits each month. It is considered the “go to” page for anyone looking for a metal building contractor or erector. We regularly get calls and queries for project owners that are referred back to this page. So back to free marketing. Have you supplied Sasha with your logo to enhance your listing? Have you verified your listing is accurate, your web page link works? What about your unique characteristics?

We currently offer the following searchable fields: Accredited members, MBI Quality Assured Craftsmen, Union, Roofer, Builder, Erector, Contractor, MBMA member, and Industry member. Each of these attributes are searchable and mapable. Rather than my picture, this month Sasha is displaying my business listing to show you how this works. The image below shows MBI Quality Assured Craftsmen.

For those of you wondering what MBI Quality Assured Craftsmen are, these are companies who have workers who have trained and successfully passed the testing and certification by the Metal Buildings Institute – the only source for training specific to the metal building industry developed by erectors for erectors. Guess what – access to this critical training tool is also FREE to members. Testing is available for a nominal fee per module.

I would also like to remind you of our signature quality initiative – accreditation. This program was developed after a discussion at Conference about how to differentiate the good guys from the bad. We are all frustrated by the low bid contractor who does shoddy work and makes us all look bad. We have been
fighting this battle for years and accreditation is the answer. Accreditation is the only way to prove your worth, to have demonstrable proof that you are committed to Training, Safety and Quality. More and more projects are being specified with AC478 erector required. Don’t be left out, pursue this today. Guess what? MBCEA provides free consultative support to help you achieve this quality mark.

In closing, I know that 2020 has been a challenging year. Thankfully, the MBCEA was in strong financial shape when the year started and continues to thrive. I wish the same for each of you.

#Reachingnewheightstogether

Stay Safe!

Art Hance
President, MBCEA
President, Hance Construction

P.S. Last month we polled readers asking if your business has been up or down in 2020. 63% responded Up, 37% responded Down.

Quick Links
Board of Directors
Member Directory
COVID-19 Resource Page
Members Only

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
October is Careers in Construction Month!

Build your Future aims to be the catalyst for recruiting the next generation of craft professionals. They provide a collaborative grassroots approach to construction workforce forecasting and development that includes recruitment, training, placement, retention and image enhancement strategies. This month they’re asking their industry partners to raise awareness of the many construction career paths and inspire the next generation of craft professionals. Resources abound on their website, www.byf.org, like Craft Labor Demand by state, Why Go Pro in Construction?, Explore Construction Careers, Choose Your Career Path.

Help spread the word! Highlight your skilled workers on social media. Utilize this Social Media Guide all month long! Encourage students to enter the I BUILT THIS! video contest. Email Sasha with a personal quote about how a career in construction has benefitted you and we’ll post it on our social media platforms.

MBCEA Chapters

Carolinas Chapter News

The Carolinas Chapter provided our first Continuing Education Course to NC General Contractors - a one day event to get all 8 credit hours on October 1, 2020 at Langtree Plantation in Mooresville, NC and had 22 NC General Contractors in attendance.

Presentations were on the following topics: Construction Technology Training - Building Watertightness 2020 presented by Michael Wilson of Williamson & Associates, Inc., the NC Licensing Board for General Contractors Mandatory Course presented by Don Moore of Kirkland, Inc. and the MBCEA Carolinas Chapter, and Proper Daylighting via High Performance Skylight Systems presented by Clifton Reasor of Roof Curb Systems, Inc.

We will have more opportunities in 2021 for NC General Contractors and updates will be

Mid-Atlantic Division News


Special thanks go out to our Event Sponsor, Butler Mfg., along with ATAS International, Therm-All, SFS, PDL Building Products, SafetyWorks and Bailey Associates for sponsoring the meals, refreshments, and putting
Upcoming Events

Carolinas Chapter 2nd Annual Skeet Shoot is scheduled for October 29, 2020 from 9:00am-2:00pm (lunch included) at Shane's Sporting Clays
6319-B US Hwy 158 Summerfield, NC 27358
https://www.shanessportingclays.com/
Deadline to register is October 20, 2020

Click below for Registration Form Credit Card Authorization

On Thursday, November 12, 2020 we will hold our Annual Fall Golf Outing that supports the Carolinas Scholarship Fund. We will be finalizing details and sending out registration/sponsor forms soon. Due to COVID-19 we weren't able to hold a golf outing in the spring. As a result, the Fall Golf Outing will be the one major event this year for Scholarship fundraising and we encourage all who can to participate and/or sponsor. Email us for more information.

Register Now!

Our 5th Annual MBCEA Mid-Atlantic Division Sporting Clays Tournament will be held at Lehigh Valley Sporting Clays in Coplay, PA on Friday, November 20, 2020. This will be a great opportunity to network, socialize and have fun. Register early to take advantage of the discounted registration fee. Prizes are to be won along with a 50/50 raffle.

Thank you to ATAS International, Butler Mfg., SFS Group, and Therm-All for sponsoring this event. Station Sponsorships at $100 are available! See the Registration form for more information. Help make this event a success!

Don't forget to register before 10/23 to take advantage of the early bird registration discount!

Last call for Scholarship Applications!
Safety training and awareness building are a core fundamental of building a proper safety culture on your jobsites, so it’s important to know the resources that are available to you. The American Society of Safety Professionals (ASSP) has recently released a collection of free construction safety resources to help build and share safety knowledge.

The ASSP’s new construction safety resource page includes many blog posts, podcasts, and webinars covering various topics. They have also released their first two eLearning modules, focusing on fall protection (construction’s leading cause of jobsite fatalities) and safety management systems. Both courses can earn safety professionals up to 3.0 continuing education credits.

“Safety professionals in construction now have a great resource for guidance on identifying and controlling risks to improve productivity and keep workers safe,” said ASSP President-Elect Brad Giles, P.E., CSP, STS, FASSP, GIOSH, a longtime safety expert in the construction field, in a press release. “This approach enables ASSP to expand its reach and is ideal for the next generation of safety professionals who seek best practices and prefer online learning.” You can find the ASSP’s new Construction Safety Resource section by clicking or tapping here.

If you’re interested in even more free safety resource links collected by Shane Hedmond, click here.

Industry Changes in Response to Covid-19

For certain, the A/E/C industry continues to cope with the ramifications of COVID-19 and the impacts of the pandemic on business. But there is consensus we must plan for the future and look ahead. Concerns continue to include challenges of keeping employees safe and productive in the workplace, staffing projects, monitoring market shifts (that are moving targets), and bringing work in the door with innovative business development strategies in a virtual environment. And add to those challenges significant Zoom/Teams fatigue. But the data enclosed suggests firms are indeed coping, adapting, and even thriving in this environment.

The Elevate Marketing Advisors Marketing & Business Development Trends Report was developed to provide you with current industry data to benchmark your firm in Operations, Market Research, Business Development, Marketing, Branding & Messaging, and Training & Development. Elevate’s hope is that this data is more than informational and can be transformational for your A/E/C firm as you navigate unprecedented times and consider what’s next in running your business.

View the Survey results here.

Prove your Quality with Accreditation

Questions about AC478? Hear from Dan Halme, Halme Builders and Art Hance, Hance Construction on why they decided accreditation was important for their company. Listen to Dr. Lee Shoemaker with an MBMA perspective. Joe Allen from Thomas Phoenix Intl. quickly explains the process and Jackie Meiluta shares what MBCEA is prepared to do for you - all in one YouTube!

Click the links to read the Criteria and Rules. Then reach out to
3 steps to a better digital presence

Before hiring a dedicated agency or increasing an advertising budget, there are a number of marketing tactics small-business owners can employ, writes Zohaib Hassan, CEO of SnapWeb Services. Keep your Google My Business listing current, work on your social media presence and remember to properly respond to any reviews received.

Read more in Forbes Digital Marketing Tactics All Businesses Should Use

The Right Way to Address Employee Burnout

- Burnout is when employees are in a state of extreme emotional, mental and physical exhaustion.
- The three main areas of burnout are physical and emotional exhaustion, cynicism and detachment, and feelings of ineffectiveness or lack of accomplishment.
- To support burnt-out employees, managers must take mental health seriously, show staff they are valued, and stay up to date on workplace culture.
- This article, by Kiely Kuligowski, is for managers or small business owners who want to understand employee burnout and how to identify it in their own staff.

Creating a plan to protect workers and prevent the spread of COVID-19 on construction job sites

The Centers for Disease Control and Prevention (CDC) and the Occupational Safety and Health Administration (OSHA) recommend that companies develop a plan to protect their employees and prevent the spread of COVID-19. This free COVID-19 Exposure Control Planning Tool takes you step-by-step through developing your plan, including what to consider when conducting a job hazard
analysis for COVID-19, selecting appropriate controls, screening workers and visitors, training employees, and implementing the plan. Remember to take advantage of your employees’ knowledge of job site conditions as you develop your plan.

At the end of the steps, you will have a written plan tailored for your job that can be saved, printed, and emailed. There is an option to confidentially register if you want to save and edit your plan(s) at a later time, but registration is not required to use this free tool on CPWR’s website.

**Informational Webinar Series**

CPWR hosts regular webinars on a variety of topics including current research, new efforts and trends in occupational safety & health, and training programs.

- Responding to COVID-19 on the Job Site – News from the Oregon COVID-19 Joint Construction Safety Task Force
- COVID-19: What We’ve Learned: Health Risks and Prevention
- Mental Health During the COVID-19 Pandemic
- Lessons from the Job Site — A Q&A Panel

**Air Leakage Testing is Coming, Are you Ready?**

ASHRAE has set standards for maximum air leakage of a metal building and it is likely that those standards will become more stringent. Soon, it may be necessary to perform a whole building blower door test to verify compliance. Those changes will require special attention to air leakage concerns during construction. When that time comes, will you be ready?

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**

MBMA Adds Nucor’s Tom Batterbee to Board of Directors

2019 ATAS Intl. Residential Walls Project of the Year Award - Residence Turns Heads with Attractive Metal Cladding
2019 ATAS Intl. Residential Roof Project of the Year Award - Award Winning Private Residence is Topped with ATAS Roofing

Art Hance’s (MBCEA President) Local Education Article in September 2020 Metal Construction News

Steve Browning’s (MBMA’s Chairman and MBCEA Member) Article Stay Focused Amidst the Turmoil in September 2020 Metal Construction News

METALCON 2020 is postponed until 2021

MBCEA Members Superior Metal Services Co. and Schulte Building Systems Inc. were involved in the Extra Space Storage facility featured in September 2020 MCN

Sure Steel Inc. and VP, both MBCEA Members, came together on the Equestrian/Livestock Complex at Bell County Exposition Center featured in September 2020 Metal Construction News

MBCEA Industry Member Kingspan Insulated Panels Inc. supplied the metal wall panels for two projects featured in MCN’s September 2020 issue: Bluebird Self Storage and CubeSmart Self Storage

The Sheridan Corporation and Butler Manufacturing, MBCEA Members, are highlighted in the September 2020 MCN on the Enercon Technologies Project.

McElroy Metal and S-5! are MBCEA Industry Members and suppliers for the Private residence featured in MCN’s September 2020 issue.

Fenton Construction Co. Inc. was the GC and Butler Mfg the metal building system supplier on the Cambridge Pavers project highlighted in the September 2020 MCN Issue.

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

“Site Scene” began 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.”

"Success is not final; failure is not fatal: It is the courage to continue that counts.”
-- Winston S. Churchill