

SMACNA GREATER CHICAGO

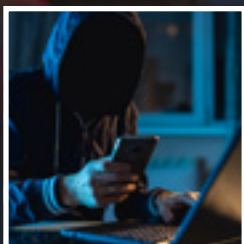
METAL PRESS

ASSOCIATION NEWSLETTER



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LETTER FROM THE PRESIDENT

Association president Joe Passanante's quarterly address to membership.

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NEW! METAL PRESS QR CODES



We are always working to improve your experience, which is why we are happy to introduce QR codes to Metal Press! The best part: Utilizing this tech no longer requires the download of an app.



Open your camera app and point it at this code. Voilà! A link appears.



LETTER FROM THE PRESIDENT

MAKING 2020 OUR BEST YEAR YET

SMACNA Greater Chicago entered into the new decade filled with energy for the exciting networking events and learning opportunities we have planned in the coming year. As a board, we started the New Year with productive discussions regarding our vision for the association. We're excited to announce that we've given the green light for our marketing partner to develop a mobile app specific to our chapter! This powerful resource will allow members to receive real-time alerts on important industry news, register for upcoming events and stay connected to our association. Stay tuned for a release date as development continues.

2019 marked a year of positive progress in our pursuit to build stronger relationships with our labor partners – Local 73 and Local 265 – and we look forward to continuing that momentum this year. Already, we have modified the pension plan for the betterment of our union workforce. The apprenticeship programs recently held aptitude tests, with hundreds of names on the applicant lists who are ready to be called in as apprentices as contractors need them. And, a number of union and association representatives attended the recent Partners in Progress conference in Las Vegas to continue developing relationships and strengthen the industry together.

In March, women became the focus of the industry, particularly due to Women in Construction Week (March 1-7). We're proud to know so many incredibly talented and hardworking apprentices, journeywomen and female leaders. These women continually offer new perspectives to help improve processes and businesses, and help transform and elevate our entire industry. Read the stories of three such women who are currently working through their apprenticeships on pages 15-18.

As we continue through the start of a new decade, I hope to see many familiar and new faces at each of our new class offerings and social events on the calendar!

Joe Passanante
President, SMACNA Greater Chicago



A 24" river water piping being fabricated for a chilled water plant in the Loop.



MEMBER FEATURE:
ENVIRONMENT MECHANICAL SERVICES, INC

From piping and service solutions to tenant build-out work, Environment's capabilities are endless.

MEMBER FEATURE

PAVING THE PATH

LEARN MORE ABOUT ENVIRONMENT MECHANICAL



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"WE REALLY PRIDE OURSELVES ON OUR TEAM AND PUT A LOT OF EFFORT INTO UNITING THE FIELD AND OFFICE AND MAKE EVERYONE UNDERSTAND HOW IMPORTANT THEIR ROLE IS."

Regena Leu | Project Manager

Environment Mechanical Services, Inc. was founded as a stand-alone service company by Daniel Krueger in 1993. For more than 20 years, the family-run business built a reputation as an innovative, solutions-driven organization with a commitment to quality service. In 2014, the company expanded to include sheet metal, transforming Environment into a full-service solutions provider for commercial clients in the Chicagoland area.

"From a service and piping standpoint, the company was a startup," said Katie Telecki, CEO and President. "Bringing sheet metal to the table expanded the construction side of things, and now construction makes up a large portion of our business."

Based in Broadview, Illinois, Environment employs a dynamic team of more than 50 field technicians and 15 engineers, project managers and office personnel.

Together, their capabilities are endless.

"We really pride ourselves on our team and put a lot of effort into uniting the field and office and make everyone understand how important their role is," said Regena Leu, Project Manager. "We're diligent in being transparent in how everything works together for the end result and company as a whole."

The company specializes in piping install and service maintenance in addition to performing extensive tenant build-out work. Recent projects include several large fan room installations in the lively River North neighborhood, installing 24-inch river water piping for a chilled water plant in the Loop and performing work on three heat exchangers in a State Street facility.

Not only leaders in sustainable design and construction, Environment is also at the forefront of representing

strong women in leadership roles within the industry. The 97 percent woman-owned business is currently seeking national certification as a Women's Business Enterprise, and often participates in events that support and promote the advancement of women in the industry, like Women in Construction (WIC) Week, which took place this year from March 1-7.

"It's nice to connect with other women and hear their stories," Telecki said. "Things are evolving while we're experiencing it, and I feel encouraged by changing attitudes."

At Environment, expert work starts with a talented team. Whether it's providing service for a complex IT center or sophisticated integrated project management, Environment ensures a streamlined experience so everyone and everything can maintain productivity.



ASSOCIATE MEMBER FEATURE

Become more productive and profitable with the energy efficient solutions provided by this Oak Brook-based associate member.



ASSOCIATE MEMBER FEATURE

CUSTOMERS TAKE PRIORITY WITH WINDY CITY REPRESENTATIVES

In 2006, Windy City Representatives opened its Chicago office with a modest staff of five personnel. As sustainability has transformed from a trend to a way of life, the company has grown into a robust team of 50 and moved to Oak Brook to better serve Chicago-area clients looking for energy efficient solutions.

No one out there has an unlimited checkbook,” said Bill Ryan, senior sales engineer. “We’re here to bridge a lot of gaps, and one of them is trying to help customers find an applicable engineered solution that’s as energy efficient as possible, but is also affordable.”

The full-service manufacturer’s rep firm offers competitive pricing on a wide variety of world-class HVAC products, including brands like TMI, Aeon, Miller Picking and York. The company prides itself on finding the right unit for the right project, and supports the mechanical contracting community and their customers throughout the lifecycle of their equipment.

“We help bring engineered solutions to the marketplace and solve challenging mechanical HVAC equipment solutions,” said Kevin McHugh, Windy City Representatives president and principal. “Our team of engineers is well-versed in balancing energy efficient solutions with common economic drivers.”

Windy City Representatives is part of a family of businesses that also includes Affiliated Companies and Base Solutions — all of which provide high-quality

services across a range of unique applications among commercial, industrial and large residential clients. The company handles a wide range of clientele, including pharmaceuticals, healthcare, institutional, multi-family residential, K-12 schools and data



centers. On one recent project, the Windy City team supplied a local hospital with nearly 500,000 CFM of new custom air handling units, inclusive of a number of energy recovery systems.

“We’re committed to bring ever-evolving solutions to the

marketplace,” McHugh said. An Associate Member of SMACNA Greater Chicago for more than five years, Windy City Representatives finds great value in the association.

“It’s a great way to connect with other industry partners and leaders,” Ryan said. “We relish the opportunity to spend time with the companies, groups and individuals we work with, and SMACNA hosts a variety of different ways to do that. There’s the fun side that’s great for networking, like the golf outing and Christmas party, and the events that are more serious in nature allow me to learn what kind of obstacles, issues or market conditions our customers are facing.”

“The organization supports our customers, and our participation in the organization reinforces our commitment to our customers and gives us the opportunity to deepen those relationships,” McHugh agreed.

Membership in the association also provides the tools that Windy City Representatives and other members need to become more productive, profitable companies and stay on the cutting edge of technology and sustainability.

LEARN MORE ABOUT WINDY CITY REPRESENTATIVES
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**3 BIG THINGS:
CYBERCRIME PREVENTION**

Three takeaway tips from our January membership meeting that welcomed cyber security experts from Gallagher.

BIG THINGS

CYBERCRIME PREVENTION

Technology is transforming the construction industry. In addition to managing projects more efficiently, companies can now collect a wealth of data on equipment, workers and buildings with the use of smart technology. The benefits of technology are limitless — but not without risks.

According to a Chubb cyber report, ransomware and associated financial demands have increased significantly across all industries — particularly manufacturing and professional services — over the past several years. Gallagher’s cyber experts, Jim McInerney and Zac Swain, joined SMACNA Greater Chicago during our January membership meeting to discuss cybercrime from the general and subcontracting perspective and ways to keep your company and clients protected.



KEEP SOFTWARE UP TO DATE

Hackers are relentless, and will continue to search for vulnerabilities in your system. One of the easiest ways to keep them out is by keeping your firewall and anti-virus software current. Regularly check for updates and be sure to install them on your company devices as soon as possible.



PERFORM SYSTEM BACKUPS

Companies deal with important files, sensitive information and high-dollar projects and clients on a regular basis. Make sure your systems are backed up regularly onto external hard drives and cloud backup services. Having data recovery as an option is important in the event of an attack because it allows you to rebuild your system on the backend to the likeness of what it was immediately before the breach.



INVEST IN CYBERCRIME INSURANCE

Cyber insurance policies exist to protect your company against the costs associated with data breaches, like cyber extortion, loss of income, network security and privacy liability and more.

As data becomes the new commodity, keeping it safe from cyber risks is critical to maintain profitable business operations.

SMART LOCAL #73 PENSION FUND CHANGES

LU73 Pension Fund updates to bring positive changes to the industry.



SMART LOCAL #73 PENSION FUND CHANGES

SMACNA Greater Chicago is pleased to announce several important changes that were recently approved by the trustees of the Sheet Metal Workers' Local 73 Pension Fund (the "Local 73 Pension Fund" or the "Fund"). These changes are expected to have a positive impact on the industry and are described on the next page.

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ELIMINATION OF WITHDRAWAL LIABILITY

As a result of a recent change in the interest rate used to value the Local 73 Pension Fund's liabilities, the trustees have agreed to eliminate all of the Fund's past withdrawal liability, effective June 30, 2019. In addition, due to the Fund's current funded status and projected future funded status, the Fund is not currently expected to have new withdrawal liability in the near future. This change should have a positive impact on the Fund and contractors alike, as it should allow contractors to invest in their businesses and the industry without worrying about having to pay for the Fund's unfunded pension liabilities in the future.

Please note that the elimination of withdrawal liability in the Local 73 Pension Fund does not eliminate or otherwise impact a contractor's potential withdrawal liability to the Sheet Metal Workers' National Pension Fund.

2020 BENEFIT IMPROVEMENTS

The trustees of the Local 73 Pension Fund have also approved two benefit improvements that will go into effect in 2020. First, a 13th check will be paid to all retirees and beneficiaries in pay status as of January 1, 2020. Second, the accrual rate for each pension credit earned after January 1, 2020, will be increased by \$13, such that the accrual rate for each pension credit earned for work performed on and after January 1, 2020, will increase from \$45.50 to \$58.50. This accrual rate increase will not result in any increase in the value of pension credits earned before January 1, 2020. This is an important change to the Fund's accrual rate structure, as it reduces the risk associated with increasing benefits in the future, while providing a meaningful increase in the value of a pension from the Fund, helping keep our industry competitive with other trades.

FUTURE BENEFIT IMPROVEMENTS SUBJECT TO FUNDING REQUIREMENT

The trustees of the Fund have also agreed to approve additional benefit improvements in 2021, 2022 and 2023 if the Fund remains above 110 percent funded and there are no "unfunded vested benefits" (withdrawal liability) projected for the following four years. Establishing this ongoing funding requirement allows all of the Fund's stakeholders to be confident that all promised benefits will be paid and that the trustees will have ample time to react to any market changes that may affect the Fund.

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SMART LOCAL #73 PENSION FUND CHANGES

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MARKETING STRATEGIES TO HELP EXPAND YOUR BUSINESS

Your brand is who you are. Are you effectively communicating your message to develop new business?

2021 BENEFIT IMPROVEMENT

If the funding requirement continues to be met, the value of each pension credit earned after January 1, 2021, will increase by \$13. In that event, each pension credit earned for work performed on and after January 1, 2021, would increase from \$58.50 to \$71.50.

2022 BENEFIT IMPROVEMENT

If the funding requirement continues to be met, the value of each pension credit earned after January 1, 2022, will increase by \$13. In that event, each pension credit earned for work performed on and after January 1, 2022, would increase from \$71.50 to \$84.50.

2023 BENEFIT IMPROVEMENT

If the funding requirement continues to be met, a 13th check will be paid to all retirees and beneficiaries in pay status as of January 1, 2023.

The trustees of the Local 73 Pension Fund adopted these changes after a thoughtful and collaborative process that was intended to strengthen the Fund's ability to withstand future uncertainty. These changes, and the funding requirement that must be met going forward, are designed to maintain the Fund's current strong funding status and reduce the Fund's risk in the future, which benefits everyone in the industry.

Please contact the association office with any questions or if you'd like additional details about these changes.



MARKETING STRATEGIES TO HELP EXPAND YOUR BUSINESS

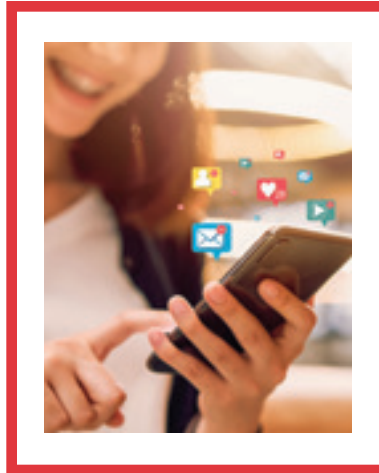
The sheet metal and HVAC business is expected to remain stable or increase across most products, with the largest increase projected to be in the categories of indoor air quality, building information management and zoning, according to a December 2019 SNIPS report.

So what can you do to capture a part of this growth? Following are some marketing strategies you can incorporate into your 2020 growth plan, if you haven't already.

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MARKETING STRATEGIES TO HELP EXPAND YOUR BUSINESS

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HAVE AN ONLINE PRESENCE

With over 3.5 billion Google searches every day, according to Livestats.com, you're missing out on getting your name in front of business owners, developers, facility managers, etc. looking for the expert services you provide. Perhaps your business relies on word of mouth for gaining new projects, but in today's world, even a company with a stellar

reputation requires a website to legitimize who you are and the services you offer.

A good website that accurately reflects your brand and describes your services is worth the time and money to make sure your business can be found. The details matter — with 52 percent of global internet traffic coming from mobile devices, it's important to make sure your website is fully responsive on all mobile devices and is effective from an SEO standpoint.

BUILD A BRAND

Your brand is who you are, so it's important to be clear and concise in positioning your company. Your logo and company colors are a translation of your specific message/position; the visual icon that will create and build recognition. Once developed, it should be used in all forms of advertising. All marketing components should be a reflection of your brand, from your website to business cards and everything in between.

A company known for its design/build capabilities will have a logo that looks different from a company specializing in heating and cooling. One may have a more relaxed personality versus another that may be more traditional in its approach to business. Both companies can be equally successful, but brands will feel completely different. Branding isn't always easy, so don't hesitate to reach out to professional marketers for help and advice. Your brand and logo remain for a lifetime — be sure to spend the time and resources necessary to ensure it effectively represents your company.

INVEST IN SOCIAL MEDIA & PPC ADVERTISING

Becoming active in social media platforms can help increase your website traffic, raise your brand awareness and improve communication and interaction with your key audiences. An effective social media plan can reach people locally and regionally in a fairly cost-effective manner.

If your company doesn't have a Facebook page, consider creating one. A report published by Texas Tech University found that brands with active social media profiles have more loyal customers because this type of platform allows you to develop relationships. Think of the client who shares their experience of how your company kept their plant running while making a major repair. That speaks volumes about your ability to handle the job and repair the problem, but also the level of trust they had in your company.

Pay-per-click (PPC) forms of advertising like Google Ads require more strategy and conversion tracking to manage a successful campaign. Setting up your campaign properly is a crucial first step, and starting small is always a good idea. By focusing on the fundamentals from the start, you should be able to achieve success, allowing you to expand and increase your budget and results.



UTILIZE PUBLIC RELATIONS

Public relations (PR) is a great tool for establishing credibility and creating a strong reputation. A well-written article distributed to your target audience will create exposure about your company while increasing your authority on the topic. In addition to building and maintaining a positive image, PR can help increase profits, sales and leads by identifying the best channels to spread your company message.

Many trade journal editors welcome pertinent industry-related articles and stories. By consistently writing and sending articles, you begin to establish your company as the expert on various industry-related topics. The bottom line: PR is storytelling, not selling, and it can make an impact on those who may need your services.

Make 2020 a good year for you and your employees. Review your marketing plan if you have one, or create one if necessary, and see if any of the above options fit into your budget.

WOMEN CONTINUE TO BREAK GROUND IN CONSTRUCTION

A lot has changed in the past decade within our industry. Women remain underrepresented, but we are beginning to see a change.



Melissa Simboli, Local 73 apprentice

WOMEN CONTINUE TO BREAK GROUND IN CONSTRUCTION

The past decade has seen quite a bit of change throughout the construction industry. The rise of technology has paved the way for better design and management software, and has made jobs much more efficient. Organizations have become better about incorporating safety into their overall culture. And sustainable building practices have become the norm.

But one thing has stayed the same: Women are still largely underrepresented in this ever-growing industry.

According to the National Association of Women in Construction (NAWIC), women make up 9.1 percent of the U.S. construction workforce. This figure encompasses all positions held by women, including executive, administrative and other office positions. A much smaller percentage — just 3.4 percent, according to Construction Dive — is involved in field work across the trades.

So, why are women staying off jobsites? Historically, the trades have been dominated by men, and women have often been the subject

“MY DAD IS A SHEET METAL WORKER, AND FROM A YOUNG AGE HE TOLD ME AND MY BROTHERS TO EITHER GO TO COLLEGE OR LEARN A TRADE.”

Melissa Simboli | Sheet Metal Workers’ Local Union 73

of harassment and inequality. Although the issue persists even into 2020, many companies are experiencing a shift toward more inclusive cultures and attitudes, and SMACNA Greater Chicago union partners are seeing the benefits.

“The first week is always a little weird because most men have never worked with a woman,” said Danielle Wilson, a second-year apprentice at Sheet Metal Workers Local 265. “They don’t know what to say and wonder if they should watch their mouth, but then they realize I’m just one of the guys and they become like my big brothers. It’s not how it was 20, 30, 40 years ago where men didn’t want women on the jobsite. They’re all for it now — especially the younger generation.”

“There have been a few people who have made comments that crossed a line, and I’ve pulled them aside and said it makes me uncomfortable and they immediately stop and are pretty respectful,” said 23-year-old Melissa Simboli, a first year apprentice with Sheet Metal

Workers’ Local Union 73.

“Probably the only issue that I’ve had is being underestimated or prejudged that I won’t be able to



Danielle Wilson, Local 265 apprentice

complete a task or figure something out on my own,” said 39-year-old Mariel Harris, a fourth-year apprentice with Local 73. “As a woman, don’t look for special treatment. Go in with a mindset that’s totally opposite — that you can do the job twice as good, you can work twice as hard and really make it known that you are willing to pull your weight.”

Despite the occasional obstacle, these strong-minded and capable

women count themselves lucky to have discovered the trades as a viable career path.

FINDING SISTERHOOD IN SHEET METAL

“My dad is a sheet metal worker, and from a young age he told me and my brothers to either go to college or learn a trade,” Simboli said. “After a few years of college, no motivation and acquiring student debt, my dad made the suggestion to take the aptitude test. I figured, ‘What do I have to lose?’ and went for it. The more time that went on, the more it made sense for me to do this.”

For Wilson, 35, being a stay-at-home mom was no longer a viable option after going through a divorce. Although she originally went to college to pursue medicine, it didn’t take long to reevaluate her career path with the encouragement of the tradesmen in her family.

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WOMEN CONTINUE TO BREAK GROUND IN CONSTRUCTION

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“All the males in my family are in the trades,” she said. “My brother-in-law, who’s in sheet metal, told me for years, ‘You need to do it.’ Finally, I did. Now, I love welding; I absolutely love it! If I could weld or solder all day, that’s what I would do.”

Higher education was also part of Harris’ journey before she entered the trades, but hers was in the capacity of a counselor/advisor at colleges and universities for 10 years before she was laid off.

“After that, I had trouble finding employment for a long time, and as a new mom I had to find something,” Harris said. “I took a job with a non-union auto manufacturing company and basically ran a welding machine for 12 hours a day. After six months, the plant manager trained me to weld. I was working six or seven days a week and never saw my son, so the chunk of my life that work took was not worth it. I looked into the union side and went through Chicago Women in Trades to train for my entrance exam, and the rest is history.”

Chicago Women in Trades (CWIT) helps local women earn a good living by connecting them with information, training and employment opportunities, and Local 73 finds the organization extremely helpful in finding

qualified candidates for their apprenticeship program.

“We do a lot of recruiting through CWIT, and a lot of the women that we get come through their organization,” said Michael Skraba, Local 73 training coordinator. “We also participate in area career fairs. I have a female instructor here, Patricia Hoffman, who is our welding and shop instructor, and we’ve brought her to a lot of the career fairs. A lot of the females at high schools are much more responsive to her. She’s phenomenal.”

LEARNING AND PERFECTING THEIR CRAFT

Local 73 and Local 265, both valued SMACNA Greater Chicago labor partners, are among the unions committed to maintaining the highest skilled workforce in the Chicagoland area. In addition to on-the-job training, apprentices receive top-notch classroom training that replicates work performed in the field.

“Local 73 puts a lot of work into developing our skills, which I really appreciate,” Simboli said.

For apprentices who want to go the extra mile in their education, optional night classes are offered in addition to the regular curriculum.



Mariel Harris, Local 73 apprentice, and family

INSPIRED TO RECRUIT

“I’ve taken night classes of some sort since I was able to as a first-year. The more specialties that I know, the better I can do the job as a whole,” Harris said. “There are a lot of different areas where you can branch off in sheet metal, like architecture or welding, and night classes are a great way to further your education or get additional certifications.”

Simboli agrees that gaining as much experience in the industry as possible — especially as a woman — elevates your expertise in the eyes of your peers and helps you gain respect.

“When people look at you and you say you’re a sheet metal worker, they’re going to instantly make a judgement,” she said. “Get as many certifications and qualifications you can possibly get your hands on. Anything to show your credibility is definitely going to help you in the long run.”

In April 2019, Local 73 officially started a women’s committee that is now nearly 20 union sisters strong. Among the committee’s goals: get women to become more active in the local union, offer educational opportunities to women outside the trades, recruit more women into the field and build camaraderie.

“I’m hoping we get the opportunity to go to high schools and job fairs to talk to women,” Simboli said. “When I was in school, the question was never DO you want to go to college, it was always WHERE are you going? The trades offer a real fruitful possibility, and I wish I had known when I was 19 or 20 how much I could be making instead of going \$20,000 in debt!”

Harris agrees that recruiting more women into the trades is crucial, but it’s equally important for

tradeswomen who have already chosen the career to show up and be involved in union meetings.

“That way, your presence is known and you have a voice,” she said. “There are not a lot of women, so if we don’t speak up, things don’t get addressed. Men simply don’t know what it’s like to be a woman in the industry, so to come to the table with an open mind and ideas on what can be better are beneficial to everyone.”

Although Local 265 doesn’t have a women’s committee yet, Wilson wants women considering the trades to know that the risk of the unknown is well worth the reward.

“Don’t be scared and just do it,” she said. “There’s such a huge variety of opportunities and things to do in this industry. Not only is the pay amazing, but the benefits are amazing and I don’t have to rely on anybody financially anymore. Everything I’ve worked so hard for, it’s mine. It’s great pay, great benefits, great everything.”

Each of these Local 73 and Local 265 females became apprentices at different stages in their lives, but none of them doubt the choice they made to enter the sheet metal industry. As proud union members, they hope to connect with other women, share their experiences and inspire them to join a rewarding career that’s fast-growing and high-paying.



LEGISLATIVE UPDATE: SPRING 2020

A recap of Governor Pritzker's Budget Addendum address and how it affects our industry.

LEGISLATIVE UPDATE



SPRING 2020

Jessica Newbold Hoselton | jnewbold@boldnewstrat.com

Governor JB Pritzker delivered his second annual Budget Address on February 19. In his opening remarks, Governor Pritzker referred to himself as an “irresponsible optimist” and closed his speech with encouraging Illinoisans that our fiscal issues are not insurmountable.

Governor Pritzker proposed two budgets: one prepared for the event the graduated income tax initiative fails and the other if the tax initiative succeeds.

The budget plan presented includes \$45 million in revenue from the legalization of recreational cannabis, \$225 million in savings

through government efficiencies, \$25 million in late payment interest savings, \$25 million in spending reductions at the Department of Corrections and \$15 million in enhanced revenue collections from the Department of Revenue. Republicans stated even more cost savings can be found if Governor Pritzker commits to negotiating the budget in a bipartisan manner.

The proposed budget includes the full \$8.6 billion contribution to the state’s pension fund as mandated by law, a \$147 million increase in funding to the Department of

Children and Family Services, and an additional \$50 million to Monetary Award Program grants and added investments in early childhood education and other social service programs. All of these proposed expenditures will be met with or without approval of the graduated income tax plan.

If the graduated income tax plan fails in November, Governor Pritzker outlined spending reductions that would have to be made. Areas in the budget that would be impacted by the Governor’s proposed spending cuts include school districts, Medicaid

provider rates, senior-based community programs and local governments. In addition, a state law passed in 2017 sets a target goal for additional K-12 education funding at \$350 million. If the graduated income tax succeeds, this level of funding would be met — but if it fails, the level of added funding for K-12 would be reduced to \$200 million.

The bill introduction deadline was February 14. IMSCA staff combed over hundreds of proposed bills — paying close attention to those that have the biggest impact on the Illinois construction industry.

AMENDMENTS TO MECHANICS LIEN ACT

This bill amends Sections 7 and 24 of the Mechanics Lien Act. These sections describe the requirements for contractors and subcontractors to perfect their mechanic liens for work performed on Illinois real property. Subcontractors, but not contractors, must serve a notice on the property owner within 90 days of the subcontractors’ last date of furnishing labor or materials. SB 3427 seeks to permit the notice to be served within 90 days of the completion of the contractor’s contract with the owner. This change will essentially place subcontractors and general contractors on the same schedule for perfecting their liens.

SB 3427
Sen. Crowe

RENEWING A SUNSET PROVISION

Seeks to renew a sunset provision in current law (P.A. 97-966) that extends the time a commercial construction project may last and still permit the filing of a mechanics lien from 3 to 5 years.

SB 3496
Villivalam

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**LEGISLATIVE UPDATE:
SPRING 2020**

A recap of Governor Pritzker's Budget Addendum address and how it affects our industry.

SB 2975
Ellman

HB 4605
Connor

MANDATING GROUNDWATER MONITORING AT CLEAN FILL SITES

Companion bills proposing to mandate groundwater monitoring at Clean Fill (CCDD/USFO) sites. IMSCA, along with many other construction industry associations oppose these bills. CCDD sites are limited by law to only accept clean soil, broken up concrete (without protruding rebar), rock, stone, bricks and reclaimed asphalt pavement. The overwhelming majority of material going into CCDD sites is uncontaminated soil. The costs of mandated groundwater monitoring would force many clean fill operators to close. This action would force clean material to be hauled to landfills where tipping fees are several times higher and often much farther distances; which would in turn increase construction costs.

SB 3185
Munoz

HB 5345
Kifowit

PROTECTING MULTIPLE PRIME BIDDING WITH THE CAPITAL DEVELOPMENT BOARD

Propose to remove the parameters in current law that protect multiple prime bidding with the Capital Development Board. The Capital Development Board's current statutory authority to use the single prime delivery method states "the CDB shall not use the single prime delivery method for more than 50% of the total number of projects bid for each fiscal year." This protective language is removed in SB 3185 and HB 5345. In addition, both of these bills create a pilot program to allow institutions of higher education to use the single prime delivery method.

SB 3330
Rose

SB 3331
Rose

REPEALING STATUTES THAT PROVIDE THE STATE THE AUTHORITY TO ENTER IN TO ENERGY PERFORMANCE CONTRACTS

Seeks to repeal all current statutes that provide the state the authority to enter in to energy performance contracts, and creates the Energy Performance Contracting Act. These bills would allow any governmental unit to enter into these contracts. The bill also seeks to designate the Smart Energy Design Assistance Center (SEDAC) as the lead agency for the development and promotion of performance contracts in government units throughout the state. If the state continues to pursue alternative funding mechanisms, it's important to IMSCA that Illinois contractors know how to access these opportunities and the competitive bid process remains intact.

WELCOMING NEW MEMBERS AND ASSOCIATE MEMBERS TO SMACNA GREATER CHICAGO

Our association continues to grow by bringing on the best sheet metal contractor members in the greater Chicagoland area. By providing our contractors with access to more associate member resources, we hope to encourage more opportunities for businesses to grow.

Feel free to contact our new members. Welcome them into our association, and lean on them for their expertise. Our association grows stronger with each new member or associate member that we bring on board.



NEW ASSOCIATE MEMBER

SECOND CITY METALS, INC.

2117 W. Eastwood Ave. | Chicago, IL 60625

JOSEPH LANDRY | joe@secondcitymetals.com | 773-383-9608



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HOW SAFE IS YOUR COMPANY?

Achieve national awareness for your outstanding safety achievements by completing SMACNA's safety survey.

SUBSIDIES OFFERED TO ATTEND WOMEN'S LEADERSHIP CONFERENCE

SMACNA Greater Chicago is offering a \$250 admission subsidy to send someone in your office to the 2020 Women in Construction Leadership Council Summit.



HOW SAFE IS YOUR COMPANY?

The 2020 SMACNA safety survey is now open! Every year, SMACNA members are asked to submit information on their company's safety performance. The annual Safety Excellence Awards Program recognizes members with the lowest injury/illness rates (as computed using the OSHA incidence rate formula) during the prior calendar year.

By completing a survey, participants can achieve national awareness for their company's safety achievements, and also gain a historical benchmark to use when measuring future growth. The feedback participating companies receive can help improve their corporate safety program and safety culture.



SUBMISSION DEADLINE | 5/1/20
smacna.org/safety/survey

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SUBSIDIES OFFERED TO ATTEND WOMEN'S LEADERSHIP CONFERENCE



FOR MORE INFORMATION
<https://tinyurl.com/rh8dv4a>

In an effort to encourage and support the women of SMACNA Greater Chicago, we are offering our members one subsidy per company to attend the Women in Construction Leadership Council Summit. The association will pay the \$250 admission fee to ensure that member companies have the opportunity to attend this important meeting.

The 2020 Women in Construction Leadership Council Summit will take place on Thursday, April 30, at the Milwaukee Marriott Downtown Hotel in Milwaukee, Wisconsin. The day's events begin Thursday morning at 7:30 a.m. with breakfast and a networking opportunity. Throughout the

day there will be several sessions discussing topics that include the challenges and solutions women face in leadership roles, how to stay healthy and discovering your leadership voice. Each session will also have group discussions allowing participants to ask questions and discuss how to apply what they've learned.

Keynote speaker Amy Norton is a senior partner at GIANT Worldwide, a global company dedicated to leadership transformation and healthy multiplication techniques. When asked what she does, she's quick with a chuckle and responds with, "I'm an adult behavior modification specialist" – and she truly is!

The conference concludes on Friday morning, May 1, with a tour of industry partner headquarters, Milwaukee Tool.

SMACNA Greater Chicago is proud to offer its members opportunities like this. So take advantage of this subsidy and have a member of your company represented at the 2020 Women in Construction Leadership Council Summit.

2019 HOLIDAY DINNER & DANCE RECAP

A recap of the December 7 association holiday party that welcomed 170 people to the Park Ridge Country Club.



2019 HOLIDAY DINNER DANCE RECAP

The 2019 Holiday Dinner Dance was an elegant celebration of another successful year for SMACNA Greater Chicago members. More than 170 members and guests joined us on December 7 at a beautiful new venue — the Park Ridge Country Club. Decked out in whimsical lights, it was the perfect backdrop for our festive party. The award-winning big band ensemble, Talk of the Town, once again kept members moving and grooving to the beat of everything from Top 40 hits, to country and R&B.

SMACNA Greater Chicago thanks everyone who attended, and we look forward to seeing our members at the many exciting and educational events planned for this year!



VIEW ALL EVENT PHOTOS

1. Open your camera
2. Hover it over this



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BUSINESS SLAM DUNKS

Bill Wennington, former Chicago Bulls center, treated members to a lively journey through his career.

MARK YOUR CALENDAR

Highlighting noteworthy social and educational happenings to improve your business.



BUSINESS SLAM DUNKS

Until he was 12 years old, Bill Wennington was a Canadian hockey player. It wasn't until the six-foot-two preteen outgrew his skates that he even picked up a basketball for the first time.

Wennington, a current radio commentator for the Chicago Bulls and three-time Bulls World Champ, spoke during the SMACNA Greater Chicago regular membership meeting in March. He treated members to a lively journey through the Bulls' heyday, and how the game has changed today.

Well before Wennington's six seasons as a Bull alongside teammates Michael Jordan, Scottie Pippen and Dennis Rodman, the future NBA center spent his teen years learning the basics of the game and getting whipped into shape — physically and mentally — by Coach Bob McKillop.

After five seasons with the Dallas Mavericks, a short stint on the Sacramento Kings, and two years of ball in Italy, Wennington earned a spot on the Chicago Bulls under legendary coach Phil Jackson.

"I think Phil Jackson is one of the greatest coaches ever. He read our body language. He'd know when we're frustrated, know when to push us and know when to back off," Wennington said. "He understood what everyone on the team could offer and used us all for our individual talents to make the team better."

Many of the same principles Wennington learned throughout his career on the court can be applied within the sheet metal industry. The future of our industry lies in the hands of today's workforce, and it's up to SMACNA members and leaders to cultivate those individuals into the best industry professionals they can be. Look for ways to use the strengths of your organization's employees in a mutually beneficial way, and you'll create a stronger, more productive team.

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MARK YOUR CALENDAR



LUNCH AND LEARN: USING EXCEL MORE EFFICIENTLY

Online
April 7, 2020
11:30 a.m. – 12:30 p.m.
FREE to members

Join Ginnie Floraday for a one-hour remote class over the lunch hour. Learn to create spreadsheets with simple formulas and gain more confidence when working in existing workbooks or creating your own spreadsheets — right from the convenience of your own office!

Email Laurie to register: laurie@smacnagreaterchicago.org



SMACNA GREATER CHICAGO'S ANNUAL CONFERENCE

The Inn, Spanish Bay
Pebble Beach, California
May 6-9, 2020

Sold out! We look forward to seeing you in Pebble Beach, California, for SMACNA Greater Chicago's 2020 Annual Conference. This year's event will be held at The Inn at Spanish Bay, where members will enjoy breathtaking views of the Pacific Ocean and explore exciting resort activities, all while keeping up with the latest industry information. View the activity guide through the link below.



smacnagreaterchicago.org/calendar/annual-conference

ON THE HORIZON

6/4/20
Bluebeam for Beginners

8/3/20
Golf Outing

9/17/20
2020 Industry Night

9/27/20 - 10/1/20
2020 Annual SMACNA
Convention

12/12/20
Holiday Dinner Dance

MARK YOUR CALENDAR

Highlighting noteworthy social and educational happenings to improve your business.



ANNUAL LEADERSHIP WORKSHOP PROGRAM

Oak Brook, IL
8 a.m. – Noon
\$35/members
\$75/non-members

LIMITED TO FIRST 30

Back by popular demand, this series is proven to help member companies grow their businesses. Attendees will learn how to maneuver their company through change, incorporate positive influences to get positive results and improve presentation skills.

APR | 15

INFLUENCING WITHOUT AUTHORITY

MAY | 13

EFFECTIVE PRESENTATION SKILLS

All courses take place from 8 a.m. to noon and include a complimentary catered breakfast prior to the start of each workshop.



smacnagreaterchicago.org/annual-leadership



DEEP DIVE REMOTE SESSION: BASIC HANDS-ON EXCEL

Online
May 14, 2020
9-10 a.m.
FREE to members

During this basic training session taught by Ginnie Floraday, you'll learn to create formulas, move and copy cells, use navigation shortcuts and create a list of customers. This deep dive session will allow you to practice what you've learned and perform the applications in real time while getting questions answered on the spot.

Email Laurie to register: laurie@smacnagreaterchicago.org



BLUEBEAM LIVE LEVEL 1 BLUEBEAM REVU

Regency Towers
Conference Center
Oak Brook, IL
June 4, 2020
\$35 per person

REGISTER BY 5/25/20

This class is for those who are just getting starting with Bluebeam. The format is designed as a small group session so members can learn, interact and apply the knowledge gained through practical exercises. By working with the program in real time and getting questions answered on the spot, you will leave class with a better understanding of the software's capabilities and feel more prepared to take on the deeper complexities of this powerful program.



www.smacnagreaterchicago.org/education/bluebeam-revu



OKTOBERFEST 2020 INDUSTRY NIGHT

Hofbrauhaus Chicago
Rosemont, IL
September 17, 2020

Mark your calendar for an Oktoberfest-themed evening of entertainment during our most popular networking event of the year. You'll enjoy food, beverages and activities throughout the night, while connecting with other members and learning new ways to keep your company moving forward.

Associate members are encouraged to join us as a 2020 exhibitor. Take advantage of this opportunity to put your company in front of some of the most influential sheet metal industry professionals in the Chicagoland area!

Email Laurie to register: laurie@smacnagreaterchicago.org

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