



ALL IN 2017



2015-2016 PHCC Ohio Annual Report Advocacy | Education | Information | Success

PHCC Ohio is a membership organization of active plumbing-heating-cooling contractors committed to the continuous improvement of our industry and society's quality of life through ongoing education, training, and political action.

All In! 2017 Ohio Convention & Expo / March 29-31 / Embassy Suites

We've brought in all new speakers, tweaked the format again, and our EXPO, on Thursday (3-7pm), includes **90** exhibits to help you solve your toughest business challenges. This year's convention will exceed your educational and networking needs. Make sure to share ideas and most important – HAVE FUN!

Federated Insurance and PHCC Ohio Celebrate 30-Year Partnership!

Since 1986, PHCC members have received access to industry-specific insurance programs, and a wide variety of risk management resources designed to help mitigate the day-to-day risks unique to their business. Federated Insurance and PHCC Ohio are proud of their relationship and both look forward to many more years of this beneficial affiliation.

ADVOCACY

This is one of the most important benefits you never know is taking place. PHCC Ohio is constantly reviewing, attending and submitting requests, recommendations and legal opinions to ensure the best business climate for our members. We work for you by interacting with state elected officials and government agencies on a daily basis to keep ahead of issues that will affect you and your business.

Residential Contractor Licensing Last year, our legislative agents and PHCC met with our potential sponsor and other interested parties several times to discuss residential licensing legislation. Discussions also continued with the Governor's legislative staff, Dept. of Commerce, key house and senate legislative staff and OCILB to work on the draft legislation.

Late in the year, we held a meeting to discuss proposed language that would exempt (new residential construction only) independent sub-contractors from being licensed. Currently, both ACCO and PHCC Ohio Boards are reviewing language to share with Direct Energy, Ohio Home Builders and OCILB.

Specialty Contractors Coalition PAC is your Political Action Committee. ACCO and PHCC Ohio members unite to support the best qualified, pro-business candidates at the state-level. Changes in state law or regulations could be detrimental to your business and bottom line. Your contribution to the PAC is an investment in the future of our industry and one of the most affordable options for political involvement.

ACCO and PHCC Members raise another \$6,000! The Specialty Contractors Coalition would like to thank all PHCC and ACCO members who gave generously to the Ohio PAC in 2016.

Monitored Legislation Throughout the year we monitored several bills from the legislature, including: These included SB 249 (Commercial Roofing Contractors License), HB 523 (Legalize Medical Marijuana) and HB 394 (Changes to Unemployment Compensation).

Regulatory

Residential Code of Ohio PHCC continued to provide input at the regular meetings of the Residential Construction Advisory Committee (RCAC).

PHCC supported **RCO, Section 108, Inspection Process (108.1 General)**. A petition was sent from numerous electrical contracting associations to the Board of Building Standards requesting their rule include licensed contractors before inspections will be performed. The change would have greatly reduce unlicensed activity throughout the State. The change was denied by the BBS Board.

Ohio Plumbing Code/Section 312 the conversation started in 2015 that air-testing would no longer be allowed on DWV systems. PHCC was able to get vacuum testing (or other methods) as an acceptable testing method in the update. PHCC also suggested new language to the proposed rule change that would allow for air testing if the manufacturer allowed it. Recently, PHCC contractors have been successfully testing systems with vacuum devices.

Board of Building Standards PHCC provided input at the regular meetings of the Ohio Board of Building Standards.

Backflow Advisory Committee Along with Committee Member Rodger Sweitzer, Baumann Plumbing PHCC continued to work closely with the Advisory Committee and Plumbing Supervisor Jack Soma.

OCILB PHCC continued working with OCILB and attended regular meetings, provided input and gathered information helpful to licensed contractors in Ohio.

OCILB HVAC/R Section Board PHCC supported Mike Roush (Columbus, Mechanical Field Inspection Supervisor) to replace Cheryl Roahrig (Columbus, Mechanical Inspection Supervisor) on the board. Ms. Roahrig retire in November 2016.

MEMBERSHIP

PHCC Membership Committee continues working each month to ensure our growth and retention of members. Thanks to members Brian Nieman, Dan Voight, Dave Wolfe, Larry Betlejewski, Nicole Hollenbeck, Mike Trickey and Ron Schmitt for serving on the committee.

With the help of our members and chapters, PHCC had 11 new members in 2016.

Benefit of the Month PHCC continued to promote member only benefits that included: Business Services, Workers Comp Program, Ohio Convention & Expo, Advocacy, Ohio PAC, PHCC Ohio Scholarships, Safety Lessons, Speedway, Legal Services Plan, License Bond Program, Education and Training and the PHCC Contractor Locator.

Do Business with a Member! Throughout the year PHCC encouraged our Plumbing contractors to team up with our Associate members to do business together! By being a member of PHCC you share common interests in the plumbing-heating-cooling industry. You will find that PHCC members working together make a strong alliance.

COMMUNICATION

Ohio PHC Magazine The magazine was published 4-times, at no cost, with a distribution of just over 6,000. This year we started working with a new publisher...Look for a new look and new features in the future.

PHCC Website The look, navigation and info is easy to access and find. Work continues on the site, so continue to visit as more content is added and updated.

Social Media PHCC Ohio continues to increase its presence on social media. PHCC currently has over 360 “likes” on Face Book and 201 members on our Friends of PHCC LinkedIn Group. Social media continues to be a valuable resource to provide updates and information as well as have members interact with one another.

Social Media links to remember...

Facebook: [/PHCCOHIO](#)

LinkedIn: [/FRIENDS-PHCC-4528476](#)

Twitter: [@PHCCOhio](#)

YouTube: [/PHCCOHIO](#)

STRATEGIC PLAN/GOALS

The PHCC Board continued to monitor current issues and trends to better serve the members. Our focused remained on these four issues: *Government Affairs, Membership, Education and Marketing & Technology.*

Industry Partnership Program

The Industry Partner Program gives a specific number of companies the opportunity to build name recognition and brand loyalty, reach new customers and sell their products, with a year-long period of advertising and marketing to PHCC contractors. To date, ***Dry Patrol, Federated Insurance, Winsupply of Cleveland, Famous Supply, Keeping Score, Inc., Welker McKee, Champion Pump, NIBCO and Milwaukee Tool*** are PHCC Industry Partners.

WORKFORCE DEVELOPMENT

To help meet the PHC industry's crucial challenge to attract, train, and retain qualified workers, PHCC is sharing resources from the PHCC national online Workforce Development Center. Look here for ideas and tools you can use to guide efforts within your company and community. Visit the site at phccareers.com

FINANCE

PHCC monitored its programs, maintained membership numbers and worked to increase participants in our benefit programs. Expenses did increase this year and there were several opportunities to increase revenue (membership, member benefits, education and the industry partner program).

Our budget was realistic and maintained services we needed to keep our industry affiliation strong. The Executive Committee reviewed operations throughout the year and made adjustments as necessary with Board approval.

Preliminary Year End Review - December 31, 2016 and December 31, 2015

Income	2016	2015
Bonds	\$64,794	\$53,050
Convention	20,000	20,000
Dues	63,384	61,344
Education	28,580	13,753
Industry Partners	9,625	13,125
Interest	180	214
Investment Income	10,551	10,551
Member Services	3,262	1,411
Royalty	39,617	31,533
Workers Comp Program	14,148	14,446
Total	\$254,142	\$219,427
Expense		
Administrative	130,274	\$128,416
Programs	90,396	80,879
Total	\$220,670	\$209,295
Income (loss)		
Before Federal Income Tax	\$33,472	\$10,132
Fund Balance		
Beginning of Year	\$268,839	\$258,707
End of Year	\$302,311	\$268,839

Investments and CD's

As of February 28, 2017 holdings stand at \$214,983 (CD Reserves- \$10,703 / CD Legislative \$14,441 and Investment Acct \$189,839). The Investment Committee regularly monitored our holdings and made adjustments, with the approval of the Board of Directors.

PHCC Ohio Calendar of Events

PHCC Board Meetings

May 11-12, 2017 / Dayton

August 2-3, 2017 / Columbus

November 9-10, 2017 / Columbus

February 8-9, 2017 / Columbus

PHCC National Legislative Conference

June 12-14 / Washington, DC

PHCC National Convention

Oct 4-6 / Milwaukee, WI