



2017-2018 PHCC Ohio Annual Report

As a member of PHCC of Ohio, you have access to all the features of membership. Now more than ever, businesses are looking for opportunities to cut costs and reduce expenses and PHCC offers several programs to do just that.

The benefit of being a member is not just utilizing the products and services we offer. You are also underwriting the crucial work we do in Columbus and around the state to ensure favorable laws and regulations for your business and all aspects of our industry. Your membership dues also supports professional development for emerging professionals, consumer outreach, industry promotion, and much more.

We've Got You Covered! Ohio Convention & Expo / March 7-9 / Hilton Columbus Polaris

We've brought in all new speakers, tweaked the format again, and our EXPO, on Thursday (3-7pm), includes 85 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!

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.

Ohio Legislative Day More than 40 contractors from PHCC Ohio and ACCO attended the event this past year. Legislative Day is a one-day event in Columbus with an issues briefing, visits to the capital and an evening reception. Our members talked about residential licensing and other issues affecting their small businesses. PHCC is grateful to those members who took time away from their busy schedules to advance the interests of our industry

Residential Licensing The residential licensing bill, HB 339, was finally introduced in September 2017 by sponsor, Rep. Tim Schaffer, with Rep. Christina Hagan, as co-sponsor and was referred to the House Economic Development, Commerce and Labor committee. We're monitoring its activity and will keep everyone informed of the bill's progress. We continue to have conversations with the bill's sponsor, his key staff, and we have requested a meeting with key stake holders to discuss the legislation.

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. **PHCC and ACCO Members raise another \$11,687!** The Specialty Contractors Coalition would like to thank all PHCC and ACCO members who gave generously to the Ohio PAC in 2017.

Monitored Legislation Throughout the year we monitored several bills from the legislature, including: SB 43 (Enable limited home rule townships to adopt building codes); HB 98 (Address career info presentations to students); HB 128 (Makes Changes Relating to Building Inspections); HB 148 (Register Home Improvement Contractors); SB 115 (Register Roofing Contractors); HB 164 (Licensing of Commercial Roofing Contractors).

Regulatory

Residential Code of Ohio PHCC, with the help of our contractor members, continued to provide input at the regular meetings of the Residential Construction Advisory Committee.

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 Lance Begoon.

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

MEMBERSHIP

PHCC Membership Committee continued working each month to ensure our growth and retention of members. Thanks to members Brian Nieman, Dave Wolfe, Steve Jerome, Jr., Nicole Hollenbeck, Joyce Frank and Ron Schmitt for serving on the committee. With the help of our members and chapters, PHCC had 6 new members in 2017.

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 Scholarships, Safety Lessons, Speedway, Legal Services Plan, License Bond Program, Education/Training, PHCC Contractor Locator and Social Media.

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...a new look, new format and new features are featured in the first issue.

PHCC Website 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. 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](#)

Twitter: [@PHCCOhio](#)

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

YouTube: [/PHCCOHIO](#)

STRATEGIC PLAN/GOALS

The PHCC Board held a strategic planning session in February with PHCC National staff serving as facilitators. Our goals focused remained on these three issues: *Workforce Development, Membership and Consumer Awareness.*

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, ***Federated Insurance, Winsupply of Cleveland, Buckeye Body & Equipment, DryPatrol, Famous Supply, Keeping Score, Inc., Milwaukee Tool, Welker McKee, Champion Pump and NIBCO*** 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](#)

PHCC Academy ACCO and PHCC Ohio will be offering the PHCC Educational Foundation plumbing and HVACR apprentice eLearning courses for apprentices who need a non-traditional method of receiving their apprenticeship-related instruction. This program is recognized by the U.S. Department of Labor, Employment & Training Administration, Office of Apprenticeship, as a reasonable option for apprentice training. Each course is the equivalent of one year of classroom instruction. On-the-job training must be coordinated with a participating employer.

The PHCC Academy courses offer enhanced course quality and give students fast feedback on their performance. We are working with the Ohio Apprenticeship Council to have the program and our apprenticeship standards approved.

FINANCE

	2017	2016
Income	\$253,111	\$254,142
Expense	\$231,953	\$220,670

Income (loss) \$21,158 \$33,472

Fund Balance

Start of Year	\$302,311	\$268,839
End of Year	\$323,469	\$302,311

Investments and CD's

As of December 31, 2017 holdings stand at \$220,694 (CD Reserves \$10,773 / CD Legislative \$14,586 and Investment Acct \$195,675). The Investment Committee regularly monitored our holdings and made adjustments, with the approval of the Board of Directors.

Calendar of Events

2018-19 PHCC Ohio Board Meetings

May 4 / Columbus
August 3 / Columbus
November 2 / Columbus
February 8 / Columbus

2019 Ohio Convention & Expo

March 28-29, 2019 / Cleveland

2018 PHCC National Meetings

Legislative Day, May 22-23 / Washington, DC
Convention, Oct 9-12 / Albuquerque, NM