

2019-2020 PHCC Ohio Annual Report



Mission: *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.*

The benefit of being a PHCC member is not just utilizing the valuable 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 the plumbing industry. Your membership also supports professional development for emerging contractors, consumer outreach, promotion, and more.

PHCC Ohio Celebrating 130 Years!

This year marks the 130th anniversary of the Plumbing-Heating-Cooling Contractors of Ohio. PHCC Ohio would like to thank our members for safeguarding the health, safety and comfort of society and protecting the environment.

When the Ohio Master Plumbers Association (OMPA) was formed, its founders accepted the concept of strength in numbers and felt the need to join together at the state level to address concerns of more localized nature.

Seeing Clear in 2020 / Ohio Convention & Expo / March 4-6

This is the place to recharge, network and collect information with your business in mind. Enjoy the EXPO, on Thursday (3-7pm) that includes 100 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, along with our lobbyists, are constantly reviewing, submitting requests, making recommendations and giving legal opinions to ensure the best business climate for members. We work for you by interacting with elected officials and government agencies on a daily basis to keep ahead of issues that will affect you and your business.

2019 Ohio Legislative Day More than 40 contractors from PHCC 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. We're grateful to those members who took time away from their busy schedules to advance the interests of our industry.

SAVE THE DATE: 2020 FRANK ALEXANDER LEGISLATIVE DAY / JUNE 2

Residential Licensing The residential licensing bill, SB 176, was introduced in July 2019 by sponsor, Sen. Tim Schaffer. From there, it was referred to the House Economic Development, Commerce and Labor committee. Sponsor testimony was given in the first week of October. Our next step is to get a 2nd hearing scheduled (proponent testimony). PHCC and ACCO members have been making calls to Committee Chair Sen. McColley and committee members to request a 2nd hearing. We completed an analysis of SB 176 and sent to the legislative service commission. PHCC and ACCO members have been sending a Consumer Survey to their customers on the importance of having licensed contractors work in their homes. To date, we have received 310 responses and 183 (60%) said they will send a letter on our behalf in support of residential licensing.

Specialty Contractors Coalition PAC is your Political Action Committee. ACCO and PHCC 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 your industry and one of the most affordable options for political involvement. **PHCC and ACCO Members raised \$6,583!** The Specialty Contractors Coalition would like to thank all PHCC and ACCO members who gave generously to the Ohio PAC in 2019.

Monitored Legislation Throughout the year we monitored several bills from the legislature. Some of these included HB 166 Workforce Development and (licensure bills) HB 199 Roofers, HB 236 Elevator Contractors, HB 504 Interior Designers, SB 246 Reciprocal Licensing, SB 7 Licensing for military.

While agency issues are always ongoing, the legislative issues from 2019 will remain alive and continue into 2020 with the continuation of the 133rd General Assembly.

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 and OCILB.

Backflow Advisory Committee Along with Committee member Rodger Sweitzer, Baumann Plumbing, PHCC continued to work closely with the Advisory Committee. Executive director Rocco Fana, Jr. was appointed to the Committee (2019) serving as an at-large member.

MEMBERSHIP

PHCC Membership Committee continued working to ensure our growth and retention of members. With the help of our members and chapters, PHCC recruited 6 new members in 2019.

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

We added two new member benefits in 2019 and we're working on another for 2020.

New Benefit: Group Management Services GMS is a Professional Employer Organization (PEO) and a third party administrator (TPA). GMS takes on the administrative burdens that companies don't have the time or expertise to effectively manage, including: Payroll and Tax, Human Resources, Employee Benefits, Risk Management and Workers Comp. GMS is offering up to a 20% discount in admin fees for all members.

New Benefit: Service Roundtable Partnership the Service Roundtable is an organization that shares information and helps contactors to improve their sales, marketing operations and profitability. For a monthly fee, contractors are provided a variety of business tools, such as direct mail letters, brochures, sales literature, training material, pricing spreadsheets and more. Each PHCC member is automatically an affiliate member with access to a limited number of articles and materials. You can upgrade to a full membership for \$50 a month.

Potential Benefit: Steve Cochran (former workers comp rep) talked about Healthcare 2U. They provide an annual (healthcare) membership based on Direct Primary Care (DPC) payment model – an innovative alternative payment model that consists of a flat and affordable membership fee. You can add DPC to current insurance or offer as a standalone product. In the first quarter of 2020 there will be a full medical insurance option. Stay tuned for more details.

COMMUNICATION

Ohio PHC Magazine The magazine was published 4-times with a distribution of over 6,000.

PHCC Website Continue to visit phccohio.org 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](#)

STRATEGIC PLAN

Goals

Workforce Development Decrease the shortage of apprentices in the p-h-c industry

PHCC Ohio continues promoting resources from the PHCC national Workforce Development Center. You can use the site for new ideas and tools you can use to guide efforts within your company and community. Visit the site at [phccareers.com](#)

Online Apprenticeship Program ACCO and PHCC are 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.

Our program is recognized by the U.S. Department of Labor, Office of Apprenticeship, and is approved by the Ohio State Apprenticeship Council.

Each course is the equivalent of one year of classroom instruction. On-the-job training must be coordinated with a participating employer. Courses offer enhanced course quality and give students fast feedback on their performance.

We currently have 22 apprentices enrolled in the program (18 plumbing / 4 HVAC).

Membership Make PHCC Ohio the essential association for p-h-c contractors' success

PHCC Survey a four question survey from PHCC Ohio was conducted June 13-July 2, 2019 with twenty six (26) responses. The questions were: How long have you been a PHCC Member? As a member, are your expectations being met? What are the most valuable benefits of your membership? And what (that we don't currently have) would you like to see from PHCC in the next couple of years? Responses will be used to enhance with our strategic plan and help with the future of the association.

Consumer Awareness PHCC Ohio members are recognized as contractors of choice

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.

Elite



Pioneer



Patron

Champion Pump
Contractors Choice
Milwaukee
NIBCO
Rheem Water Heating
Winsupply of Cleveland

FINANCE

	2019	2018
Total Income	\$264,737	\$234,760
Total Expense	\$253,726	\$234,226

Income (loss) \$10,836 \$534

Fund Balance

Beginning of Year	\$324,003	\$323,469
End of Year	\$334,839	\$324,003

Investments and CD's

As of December 31, 2019 holdings stand at \$235,287 (2019= \$207,955) (CD Reserves \$11,252/ CD Legislative \$15,068 and Investment Acct \$208,967). The Executive and Investment Committees regularly monitored our holdings and made adjustments, with the approval of the Board of Directors.

Calendar of Events

PHCC Ohio Board Meetings

May 7-8, 2020 / Columbus

August 6-7, 2020 / Columbus

November 5-6, 2020 / Columbus

February 4-5, 2021 / Columbus

2020 Frank Alexander Legislative Day

June 2, 2020 / Columbus