



2020-2021 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.*

Bet on Your Future / Ohio Convention & Expo / May 17-19

This is the place to recharge, network and collect information with your business in mind. Enjoy the EXPO, on Tuesday (3-7pm) that 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!**

The week after our 2020 Convention and Expo in Cincinnati (Mar 4-6), COVID 19 officially hit the US and the State of Ohio implemented numerous stay at home orders. We were very fortunate to have our event when we did. After those orders, the HVACR and Plumbing industry were listed as "essential infrastructure" and thus are allowed to continue work during the "stay-at-home" period. Thanks to our members for making your voices heard to help make our industries essential.

Once deemed essential, PHCC Ohio set up a resource page for members to stay updated on all things COVID-19. The Resource Center (still up on phccohio.org) includes customized resources and tips developed specifically for and by PHCC members, along with advice from various experts.

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.

Legislative Day 2020 was cancelled. We were optimistic and had been working hard to hold legislative day (first in the spring, then in the fall), but as more legislative staff tested positive for COVID 19, the governor and leadership had implemented various restrictions to the State house. We're optimistic we'll be holding an event this fall. **2021 Frank Alexander Legislative Day TBD.**

Legislative Republicans increased their margins in both chambers (House 64/99 and Senate 25/33). The Ohio General Assembly only passed 54 bills of 1,149 introduced (775 in the House, 374 in the Senate) in the two-year session. In January, 2021, all legislation must begin anew with the arrival of new legislators.

Residential Licensing SB 176, officially died in the 133rd assembly at the end of 2020. Sen. Tim Schaffer reintroduced (March 23) our residential licensing bill as **Senate Bill 142**. It has been assigned to the Small Business & Economic Opportunity committee. No hearings or sponsor's testimony has been scheduled at this time.

Additionally, there are two different roofers' bills that have been introduced. One in the House was introduced by Rep. Tom Patton: HB 88. It's a roofers' commercial licensing bill. One in the Senate was introduced by Sen. Jay Hottinger and Sen. George Lang: SB 64. It's a roofers' registration bill.

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 just over 360 responses and 207 (60%) consumers said they will send a letter on our behalf in support of residential licensing.

Send the survey <https://www.surveymonkey.com/r/MRTF6GG>

Ohio PAC 892 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 \$4,483!** The Specialty Contractors Coalition would like to thank all PHCC and ACCO members who gave generously to the Ohio PAC in 2020.

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) and HB 192 Energy Generation

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 members Rodger Sweitzer, Baumann Plumbing and executive director Rocco Fana, PHCC continued to work closely with the Advisory Committee. All in person meetings were cancelled in 2020 due to COVID 19.

OCILB Current PHCC Ohio President Jason Norris was appointed to the OCILB Plumbing Board Section in August 2020. Jason replaced long-time board member Herman Bohinc.

MEMBERSHIP

PHCC Membership Current membership stands at 183 contractors and 21 associates. With the help of our members and chapters, PHCC recruited 10 new members in 2020. So far, we've recruited 3 new members in 2021.

New PHCC Chapter PHCC Ohio has been meeting with a group of contractors (since November 2020) about forming a new PHCC in Northwest Ohio.

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. PHCC added a new member benefit in 2020.

New Benefit: Highlight Health The health program provides a healthcare membership (individual \$75 per month/family \$125 per month). There are also optional protections including hospital, accident and critical. You can add the program to your current insurance offerings or offer as a standalone product.

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 continues to be a valuable resource to provide updates and information as well as have members interact with one another.

Facebook: [/PHCCOHIO](https://www.facebook.com/PHCCOHIO) Twitter: [@PHCCOhio](https://twitter.com/PHCCOhio) LinkedIn: [/FRIENDS-PHCC-4528476](https://www.linkedin.com/company/FRIENDS-PHCC-4528476)

STRATEGIC PLAN

The PHCC strategic plan is our guide over the next 3 years. The plan focuses on Membership, Consumer Awareness and Workforce Development.

Apprenticeship Program ACCO and PHCC continue to offer the PHCC Educational Foundation plumbing and HVACR apprentice eLearning program 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 1 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 37 apprentices enrolled in the program (30 plumbing / 7 HVAC).

Industry Partnership Program

The Industry Partner Program gives member 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: Federated Insurance and Supply House.com

Pioneer: Buckeye Body & Equipment, Famous Supply and Winsupply of Cleveland

Patron: Champion Pump, Contractors Choice, Milwaukee and NIBCO

FINANCE

Income	2020	2019
Total	\$254,303	\$264,737
Expense		
Administrative	\$145,866	\$152,969
Programs	94,192	100,757
Total	\$240,058	\$253,726

Income (loss)		
Before Federal Income Tax	\$14,245	\$10,836

Fund Balance

Beginning of Year	\$334,839	\$324,003
End of Year	\$349,084	\$334,839

Investments and CD's

As of December 31, 2020 holdings stand at \$259,500 (CD Reserves \$11,369 / CD Legislative \$15,269 and Investment Acct \$232,862). 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 17, 2021 / Cleveland	August 5-6, 2021 / Buckeye Lake
November 5-6, 2021 / Columbus	February 4-5, 2022 / Columbus