Apprentice Contest Registration Now Open

Enter Your Apprentice in the Annual SDAPHCC Apprentice Contest!
Plumbing Division or HVAC Division
Written Tests held on January 17, 2020 at 2pm in Rapid City and Sioux Falls
Hands-On Competition for both divisions held February 27 at SDAPHCC State Convention
Winning Contestants receive trip to National Competition at CONNECT 2020 in Dallas, TX
Registration Deadline: December 27, 2019

SDAPHCC Plumbing Apprentice Contest Registration Form

Instructions: Please return the completed Application form by December 27, 2019 to:
SDAPHCC, 707 East 41st St. #220, Sioux Falls, SD 57105.

Contestant Name: ___________________________ Year of Apprenticeship: ________
Personal Address: ________________________________
City/State/Zip: ________________________________ T-shirt size: __________
Phone: ____________________ Email: ______________________________
Employer Company: ________________________________
Employer City: ____________________________ Phone: ________________________
Employer Contact Person: __________________________ Title: __________________________
Email: ______________________________

Indicate Division (check one): Plumbing_______ HVAC________
Testing Location (check one): Rapid City_____ Sioux Falls_____
Testing Location (check one): Rapid City_____ Sioux Falls_____
SDAPHCC Apprentice Contest Details and Guidelines

The SDAPHCC hosts an annual apprentice competition in conjunction with its Annual Convention. Apprentices can compete in either the Plumbing Division or the HVAC Division.

Competition Overview

- Apprentices first compete in a written competition.
- The top three competitors in each division advance to a hands-on competition at the Annual SDAPHCC State Convention
- *New* We are adding a hands-on competition for the HVAC Division this year!
- The first-place winner of the hands-on competition in each division will then advance to the National PHCC Competition at the national convention.

Written Competition Details

- Held on January 17, 2020 in Rapid City and Sioux Falls at 2pm.
  - Rapid City Location: 1865 Samco Road (Midwestern Mechanical)
  - Sioux Falls Location: 4105 N Lewis Ave (Midwestern Mechanical)
- Written Test Schedule
  - 1:45 pm – Contestants Arrive and Check In
  - 2:00 pm – Testing Starts (no exceptions or late starts)
  - 4:00 pm – Testing Ends
- IMPORTANT NOTE: Contestants will need to provide a driver’s license or other valid picture ID at the time of testing.
- Tests will be graded at a later date and results will be issued within the next week.
- In the case of a tie, the time that the test was turned in will be the tie breaker with the shortest test time as the winner.

State Convention Details

- The State Convention will be held at the Deadwood Lodge on February 27 & 28, 2020.
- The Hands-on Competition for both divisions will be held on February 27, 2020.
- Contestants are invited to attend lunch on that day and stay for the Trade Show that evening.

National Convention Details

- The National Convention will be held September 30-October 2, 2020 in Dallas, TX
- Winning contestants will receive free lodging during the convention plus free admission to the contest dinner, trade show, and awards luncheon.
- National PHCC provides a set amount of funds for travel and other expenses plus the SDAPHCC provides one free guest plane ticket.
- Contestants will compete against apprentices from across the nation in a written and a hands-on competition.

Contest Guidelines

- Employers must be a member of the SDAPHCC.
- Apprentices must be a second-year apprentice or higher during 2020 and shall not have attained journeyman status.
- Plumbing apprentices must be a registered apprentice with the South Dakota Plumbing Commission.
- The contestants should not have previously competed at the National PHCC competition.
- Registration deadline is December 27, 2019.
Invest in Your Industry’s Future

Help Support SD’s Plumbing & HVAC Apprentices by Placing Your Logo on this Trailer!

The South Dakota Association of Plumbing-Heating-Cooling Contractors (SDAPHCC) is excited to expand its apprentice contest held each year at the state convention.

This year, the association will be providing a hands-on competition for both plumbing & HVAC apprentices.

In order to house and transport the workstations and materials, the association has recently purchased an enclosed trailer.

The SDAPHCC is requesting sponsorships to help defray the costs of this trailer and support the apprentice contest.

As a sponsor, your company logo would be installed on the side of the trailer. You would also receive special recognition at the annual state convention.

This trailer would be parked near the entrance of the convention for the public and attendees of the convention to see. It will also be visible during transport to and from conventions.

2 Sponsorship Levels Available

$300 - 1’ x 3’ size logo installed on trailer for 1 year (optional - $100 per year for additional years)

$600 - 2’ 6” x 3’ size logo installed on trailer for 1 year (optional - $200 per year for additional years)

SDAPHCC
707 E 41st St #220
Sioux Falls, SD 57105
605-271-7255
kristie.phcc@midco.net
SDAPHCC Sustaining Member Convention Participation Form

2020 Annual Convention
February 27 & 28, 2020 - The Lodge at Deadwood, Deadwood, SD

Company

Contract Name ___________________________ Phone ___________________________

Address

Email

<table>
<thead>
<tr>
<th>Table Top and Meal Reservation</th>
<th>Price</th>
<th># needed</th>
<th>Total</th>
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</thead>
<tbody>
<tr>
<td>Trade Show Display - Member - includes 1 six foot table</td>
<td>$225</td>
<td></td>
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<tr>
<td>Trade Show Display - Non Member - includes 1 six foot table</td>
<td>$300</td>
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<tr>
<td>Full Registration - includes all meals &amp; events</td>
<td>$150</td>
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<tr>
<td>Trade Show Meal Only</td>
<td>$35</td>
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*Please include list of attendees if more than one person

Subtotal

<table>
<thead>
<tr>
<th>Convention Event Sponsorship (check the item(s) you wish to sponsor)</th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>____ Thursday Breakfast - $400</td>
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</tr>
<tr>
<td>____ Thursday Seminar II - $300</td>
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<tr>
<td>____ Friday Seminar II - $300</td>
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<tr>
<td>____ Continuing Education - $300</td>
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<tr>
<td>____ Thursday Dinner - $500</td>
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<tr>
<td>____ Friday Lunch - $500</td>
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<tr>
<td>____ Thursday AM Break - $200</td>
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<tr>
<td>____ Friday Breakfast - $400</td>
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<tr>
<td>____ Friday AM Break - $200</td>
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<tr>
<td>____ Thursday Seminar I - $300</td>
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</tr>
<tr>
<td>____ Friday Seminar I - $300</td>
<td></td>
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</tr>
<tr>
<td>____ Spouse Event - $500</td>
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<tr>
<td>____ Prize Sponsor for Slot or Shooting Tournaments (please list item and its value)</td>
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Subtotal

<table>
<thead>
<tr>
<th>Apprentice Competition Trailer Logo Sponsorship</th>
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</thead>
<tbody>
<tr>
<td>____ 1' x 3' Logo Ad for one year - $300</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>____ 2'6&quot; x 3' Logo Ad for one year - $600</td>
<td></td>
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</table>

Subtotal

<table>
<thead>
<tr>
<th>Year Long Sponsorship Packages</th>
<th></th>
<th></th>
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</thead>
<tbody>
<tr>
<td>____ Gold Sponsor - $7,00</td>
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</tr>
<tr>
<td>____ Silver Sponsor - $5,00</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>____ Bronze Sponsor - $3,00</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Subtotal

PARTICIPATION TOTAL: $__

Payment method: ______Please invoice ______Check enclosed payable to SDAPHCC

Please return completed form by January 15, 2020 to:
SDAPHCC, 707 E 41st St, #220, Sioux Falls, SD 57105 Or Email: kristie.phcc@midco.net

Thank you for your support!
SDAPHCC Sponsorship Packages

Take your SDAPHCC support to a new level. Sponsorship Packages offer members a way to simplify their participation by bundling their activity. Package sponsors will not only receive convention & newsletter benefits, but will also receive recognition for their SDAPHCC support all year round.

<table>
<thead>
<tr>
<th>GOLD SPONSOR</th>
<th>SILVER SPONSOR</th>
<th>BRONZE SPONSOR</th>
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<tbody>
<tr>
<td>$7,000</td>
<td>$5,000</td>
<td>$3,000</td>
</tr>
<tr>
<td>Full Page Monthly PipeChatter Ad</td>
<td>Full Page Monthly PipeChatter Ad</td>
<td>Half Page Monthly PipeChatter Ad</td>
</tr>
<tr>
<td>Membership Dues</td>
<td>Membership Dues</td>
<td>Membership Dues</td>
</tr>
<tr>
<td>Recognition and Link on SDAPHCC Home Page &amp; Sponsorship Web Page</td>
<td>Recognition &amp; Link on SDAPHCC Sponsorship Web Page</td>
<td>Recognition &amp; Link on SDAPHCC Sponsorship Web Page</td>
</tr>
<tr>
<td>Recognition as Gold Convention Sponsor on event posters, in event program, on event website and during event announcements</td>
<td>Recognition as Silver Convention Sponsor on event posters, in event program, on event website and during event announcements</td>
<td>Recognition as Bronze Convention Sponsor on event posters, in event program, on event website and during event announcements</td>
</tr>
<tr>
<td>Two Full Convention Registrations</td>
<td>One Full Convention Registration</td>
<td>One Full Convention Registration</td>
</tr>
<tr>
<td>One Trade Show Booth</td>
<td>One Trade Show Booth</td>
<td>One Trade Show Booth</td>
</tr>
<tr>
<td>Full Page Convention Program Ad</td>
<td>Half Page Convention Program Ad</td>
<td>Half Page Convention Program Ad</td>
</tr>
<tr>
<td>Large Logo on SDAPHCC Trailer</td>
<td>Small Logo on SDAPHCC Trailer</td>
<td>Small Logo on SDAPHCC Trailer</td>
</tr>
<tr>
<td>Access to Membership List</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

For more information or to sign up as a sponsor, please contact the SDAPHCC Office at 605-271-7255 or email kristie.phcc@midco.net
Better for Tight Spots

Bradford White’s water heaters deliver outstanding performance – in a smaller diameter than the competition.

Bradford White RG1 Residential Atmospheric Vent Gas Water Heater
- A Smaller Diameter Tank – as small as 20” diameter.
- ICON System® – Intelligent gas control delivers enhanced First Hour Rating and accurate water temperatures.
- Intelligent Diagnostics – for easier troubleshooting.
- Advanced ScreenLok® Technology Flame Arrestor Design for added safety.

Bradford White RE250T 50-gallon Residential Electric Upright Water Heater
- Industry-best 20 inch diameter hard jacket with no additional insulation blanket.
- Industry-best first-hour rating of 64 gallons.
- Fully Automatic Controls – Fast-acting surface-mount thermostat with high-limit energy cut-off.
- A Variety of Voltages – 120V, 208V, 240V, 277V, 480V. Single phase or three phase operation.

To learn more about Bradford White’s upright water heaters, visit our new, easier-to-use website: bradfordwhite.com

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*May vary by region.
A Different View of Membership Recruitment

By Michael Copp, PHCC National Executive Vice President

Membership recruitment and retention continue to be major focus areas for PHCC; however, the three-tier federation structure of our association is not growing sufficiently to replenish members who’ve left, in addition to recruiting new members.

While we continue to lean on member benefits and discounts offered at each level of the federation to prove value in joining, the fact is that if members do not take advantage of all those discounts and services, then the value will never fully be felt. You can check out those benefits on the following pages but in the meantime- so what is another reason to join PHCC?

The larger, more altruistic reason to join PHCC is much deeper in meaning and a growing practical necessity for contractors. We are seeing increased attacks on our industry that require a much larger and more powerful organization to fend off challenges as witnessed in Texas with the near removal the state’s plumbing license, which could spark a trend into other regions of the U.S.

Other critical challenges include workforce development, apprentice ratios, unfair utility competition, an aging infrastructure, growing number of legionella outbreaks, and other difficulties in which there needs to be a unified call to action: a “movement” to protect our industry and the safety of our customers and the environment.

The PHCC federation represents (as described back in 1883) a membership of “allied contractors” engaged in a “movement” dedicated to the “advancement and education of the plumbing and HVACR industry for the health, safety, and comfort of society and the protection of the environment.” 1

This movement requires constant engagement at the local, state, and national level to ensure that members mobilize in lockstep when our industry is being attacked in ways like, for example, faulty and wasteful legislative or regulatory requirements.

In a recent survey, PHCC members ranked “legislative and regulatory leadership/representation” as a critical driver of membership in the association. As one member said in an interview: “If we have a problem and we want to see laws changed, we have a say and that’s awesome.”

Comments like this indicate PHCC is providing exactly the type of representation that the PHCC founders envisioned so many years ago, but there is so much more to do- and there is power in numbers! I think of not joining a trade association as akin to what Justice Ruth Bader Ginsburg once described as “like throwing away your umbrella in a rainstorm because you are not getting wet”.

We need a movement toward a common purpose that asks if you believe that:

- a national “cultural shift” is needed in which parents, guidance counselors and others do not view vocational skilled-trades education/apprenticeships as a second option to going to college; and

- we need to attract and educate enough skilled tradespeople to fix the declining economic health of the construction trades industry and crumbling infrastructure; and

- we need to protect the professionalism of the industry by working to keep licenses intact and ensuring that PHCC helps set crucial standards as noted by PHCC President Jonathan Moyer of Cocalico Plumbing & Heating; then
We need you! We need you to join and actively participate in PHCC’s campaign to change the trajectory of this great industry. If you are a member (thank you), then please recruit a member who can be an integral part of this important movement to protect professionalism.

As Joel Long of GSM Services in Gastonia, North Carolina, and new PHCC National Vice President proclaimed “PHCC has the best opportunity to change the future ... so let’s go make a difference!” There is power and influence in numbers, and the bigger that the PHCC organization grows, the more meaningful our movement becomes. We encourage members like you to “tell your story” and enlist others to proactively protect this great industry and the health and safety of the nation.

Sources:


SDAPHCC Member Benefits

SDAPHCC Members enjoy the following:

- Educational seminars and training to improve efficiency and profitability
- Annual state convention that provides education, product displays and networking opportunities
- PipeChatter monthly publication
- Federally approved apprenticeship program for plumbing, HVAC, and sheet metal apprentices
- Continuous legislative representation
- Public awareness efforts, to promote understanding of the industry
- Participation with other industry groups to solve problems of mutual concern
- State and Federal Agency liaison - SDAPHCC has a working relationship with the SD State Plumbing Commission, the Department of Water and Natural Resources and the Federal Bureau of Apprenticeship Training
- Communication with manufacturers, suppliers, and industry representatives
- Scholarships and awards
- Great opportunities for exchanging ideas and building strong relationships with others in the industry
- The PHCC Logo - When you see the PHCC logo, you’re seeing the "Nation’s Best"
- Being part of a highly respected organization that can use it’s strength in numbers to solve problems.
MEMBER BENEFITS

Everything You Need to Strengthen Your Business — Now and in the Future

As a member of the PHCC community, you plug into a powerful network of valuable resources and contractors at the local, state and national level — plus our own PHCC Educational Foundation — offering the knowledge, tools, programs and services you need to succeed. PHCC means business, from protecting your interests with lawmakers and preventing over-regulation to providing huge savings when you take advantage of member discounts on products and services.

BEST PRACTICES
• Marketing & Advertising Resources
• Find a Contractor Online Resource
• Personalized Online Member Dashboard
• Access to Subject Matter Experts
• Safety & Risk Management Tools
• PHCC Water Supply Calculator App

NETWORKING OPPORTUNITIES
• Access to Online Communities
• Ability to join PHCC Enhanced Services Groups
• Online Business Interest Groups
• CONNECT Conference & Tradeshow
• Online & Print Member Directory
• State & Local Chapter Events and Online Resources

EXPERT & AFFORDABLE TRAINING
• Project Management & Foreman Training
• Plumbing & Mechanical Codes Training
• PHCC Academy Programs
• Webinars & Other Training Resources

WORKFORCE DEVELOPMENT
• Workforce Resources
• Plumbing & HVACR Apprentice & Journeyman Training
• Pre-Apprentice Courses
• Workforce Development Center
• Scholarships
• Assessment Tests
• Career & Job Fair Resources
• PHCC Career Center & Job Board

SAVINGS & DISCOUNTS
• PHCC Industry Partners
• PHCC Labor Unit Database Subscription
• Online Buyers’ Guide
• Discounts on Programs & Services
• Member Discounts on Conferences

ADVOCACY
• Legislative & Regulatory Leadership
• Representation on All Code Body & Industry Coalitions
• State Legislative & Regulatory Tracking Tool
• Protection Against Over-regulation
• Reinforcement of Industry Standards that Protect Public Health & Safety
• Regular Alerts on Laws, Regulations & Code Changes
• Annual Legislative Conference in Washington, D.C.
• Grassroots Network to Engage Members When Needed to Take Action

WE MEAN BUSINESS

180 S, Washington Street, Suite 100
Falls Church, VA 22046
Phone: 703-237-8100 | 800-533-7694
Fax: 703-237-7442
Email: membership@naphcc.org
phccweb.org

JOIN PHCC TODAY!
### Member/Non-Member Tangible Benefits Comparison

<table>
<thead>
<tr>
<th>Benefit Category</th>
<th>Member Discount</th>
<th>Member Price</th>
<th>Non-Member Price</th>
<th>SAVINGS</th>
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<tbody>
<tr>
<td><strong>Apprentice/Journeyman Training</strong></td>
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<td></td>
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<tr>
<td>Pre-Apprentice Course</td>
<td>20%</td>
<td>$79</td>
<td>$99</td>
<td>$20</td>
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<tr>
<td>Plumbing and HVACR Textbooks</td>
<td>Varies by state</td>
<td></td>
<td></td>
<td>Up to 25%</td>
</tr>
<tr>
<td>Plumbing &amp; HVACR Apprentice eLearning (Online – Available for 1st, 2nd, 3rd, and 4th year students)</td>
<td>Varies by state</td>
<td></td>
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<td>Varies by state</td>
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<tr>
<td><strong>Service Technician Training</strong></td>
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<tr>
<td>Total Opportunity Performance Systems (QSC)</td>
<td>37%</td>
<td>$110</td>
<td>$150</td>
<td>$40</td>
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<tr>
<td><strong>Business Management Education</strong></td>
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<tr>
<td>Webinars – monthly online offerings on a broad range of topics covering business management, technical and emerging technologies</td>
<td>100%</td>
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<tr>
<td>CONNECT Conference/Product &amp; Technology Showcase</td>
<td>16%</td>
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<tr>
<td>Business Operations – for service and repair contractors (QSC)</td>
<td>16.7%</td>
<td>$249</td>
<td>$299</td>
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<td>Service Manager/Supervisor – for service and repair contractors (QSC)</td>
<td>20%</td>
<td>$399</td>
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<td>UAC Conferences – for signatory contractors</td>
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<td>CCA Conferences – for construction contractors</td>
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<td>QSC Power Meetings – for service and repair contractors</td>
<td>32%</td>
<td>$480</td>
<td>$710</td>
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<tr>
<td>Essentials of Project Management Course – Early Bird Registration</td>
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<td>Members get early access to registrations</td>
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<tr>
<td><strong>Technical</strong></td>
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<tr>
<td>PHCC Water Supply Calculator</td>
<td></td>
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<tr>
<td>Techline – Expert Advice on Code Questions and Clarifications</td>
<td>100%</td>
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<tr>
<td><strong>Discount Programs/Programs</strong></td>
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<tr>
<td>ConsensusDocs – Unlimited Package</td>
<td>20%</td>
<td>$949</td>
<td>$1,199</td>
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<td>ConsensusDocs – Subcontracting Only</td>
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<td>$549</td>
<td>$749</td>
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<tr>
<td>NATE Manuals</td>
<td>33%</td>
<td>$30</td>
<td>$45</td>
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<tr>
<td>PHCC Who’s Who Directory</td>
<td>100%</td>
<td>$75</td>
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</tr>
<tr>
<td>ExxonMobil Gas</td>
<td>Save $0.05 per gallon with the ExxonMobil Fleet Card—and enroll for free.</td>
<td></td>
<td></td>
<td>Member Benefit</td>
</tr>
<tr>
<td>Aramark – work apparel</td>
<td>Save 25% on work clothes that promote your business</td>
<td></td>
<td></td>
<td>Member Benefit</td>
</tr>
<tr>
<td>TradeWraps Truck Wraps and Promotional Materials</td>
<td>5% discount on full or partial vehicle wraps and promotional items</td>
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<td>Member Benefit</td>
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<tr>
<td>Enterprise Fleet Management</td>
<td>Discounts on vehicle leasing</td>
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<td>Member Benefit</td>
</tr>
<tr>
<td>Market Hardware – Web site design and management</td>
<td>Discounts on website design, hosting and search optimization</td>
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<td>Hudson Ink – Marketing Services</td>
<td>Discounts on marketing services; free newsletter</td>
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<tr>
<td>Time Communications</td>
<td>Discounts on 24/7 call answering services</td>
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<td>Member Benefit</td>
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<tr>
<td>Green Sky</td>
<td>Discount on consumer loans</td>
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<td>Member Benefit</td>
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Additional benefits and savings available through PHCC’s state and local chapters. 800-533-7694 | phccweb.org

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