

The South Dakota

PIPE CHATTER



SEPTEMBER 2025

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- Med Gas Class Registration
- PHCC National Candidates & Oct 1 Election



The Official Publication of the South Dakota Association of Plumbing-Heating-Cooling Contractors

SOUTH DAKOTA



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The South Dakota

Pipe Chatter

Official publication of the South Dakota Association
of Plumbing-Heating-Cooling Contractors, Inc.



SDAPHCC

707 E 41st St, #220 605-271-7255
Sioux Falls, SD 57105 1-800-640-PHCC (7422)
www.sdphcc.org
Kristie Brunick, Executive Vice President
kristie.phcc@midco.net

Association Officers

- President: Jeremy Seeman, Redlinger Bros Plumbing & Heating - Watertown
- 1st Vice President: Brett Kaltvedt, Midwestern Mechanical, Inc - Rapid City
- 2nd Vice President: Dan Hartman, Wolff's Plumbing & Heating - Spearfish
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Upcoming Events

- **West River Golf Tournament** - September 11, 2025, Spearfish, SD
- **PHCC-National Annual Meeting** - October 1, Virtual
- **CONNECT2025** - October 27-30, 2025, Grand Rapids, MI
- **Virtual Continuing Ed Class** - November 6, 2025, Online
- **Project Management Class** - December 16, 2025, Rapid City
- **Project Management Class** - December 18, 2025, Sioux Falls

The South Dakota Pipe Chatter is published monthly and is the official publication of the South Dakota Association of Plumbing-Heating-Cooling Contractors, Inc only insofar as notices, bulletins, and reports are concerned. Editorial and personalized new stories reflect the opinion of the writers and not that of SDAPHCC. Neither SDAPHCC nor this magazine accepts responsibility for statements or claims made for their products by advertisers.



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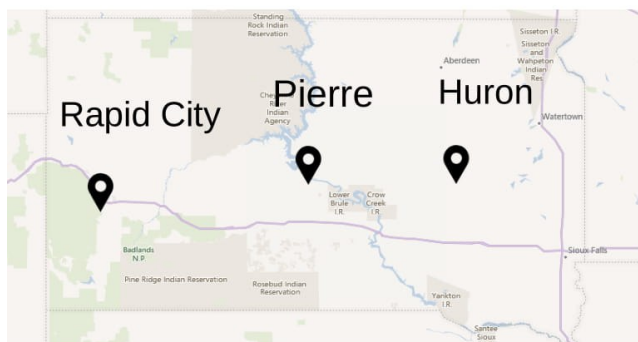
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President's Message

Hey All,

Happy September! I can't believe we're heading into fall. It happens quickly. August and September can be tough months for our trades with schools starting up. Hopefully things are going well. There are always some hiccups, but that's what we do - solve problems.

Our bid board is a little light right now and we'll see what comes out, but hopefully everyone is staying steady.

We were out at Kool Deadwood Nights last weekend. We had a great time with good weather. We ran into Deadwood a couple days and did some golfing. It's beautiful out there this time of year.



Hoping to see some of you at the West River Tourney at Elkhorn Ridge in Spearfish next week. It should be fun. Kristie and Dan do a great job with it. If you haven't played Elkhorn, I would highly recommend it.

It's a good chance to have a mini vaca and escape the rat race for a day or two. We all need that. But at the same time, there will be plenty of 'shop talk' going on. Who can resist, right? So come out and play our West River Event. A portion of the proceeds goes to support the SD Educational Foundation. We need to educate the younger generations that this is a sustainable and important industry.

-Jeremy Seeman, 2025 SDAPHCC President



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SDAPHCC West River Golf Tournament

Join us for this fun event. A portion of the proceeds
will benefit the SDPHCC Educational Foundation



ELKHORN RIDGE

Thursday, September 11, 2025

Elkhorn Ridge Golf Course

Spearfish, SD

9 Hole Scramble - 15 teams maximum

Shotgun Start - 2pm

Dinner & Prizes - 5pm

Check the items you wish to register for

_____ - Team Registration - \$700.00

_____ - Individual Registration - \$175.00

_____ - Four Mulligans for Team - \$20.00

_____ - Hole & Pin Prize Sponsor - \$300.00

_____ - Dinner Only Registration - \$40.00

_____ - Prize Sponsor - \$300.00

_____ - Dinner Sponsor - 2 available at \$600 each or 1 at \$1,200

REGISTRATION TOTAL - _____

_____ Payment enclosed _____ Please invoice

*Individual & Team Registrations include green fee, cart, pre golf range ball, dinner & prizes

Name _____ Company _____

Phone _____ Email _____

Team Members (if registering a team) _____

Mail or Email registration form along with payment to SDAPHCC Office
707 E 41st St, #220, Sioux Falls, SD 57105 or Kristie.phcc@midco.net

Thank you to our West River Golf Tournament Sponsors

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Intro to Project Management

A WORKSHOP FOR CONSTRUCTION PROJECT MANAGERS

December 16, 2025 ♦ 8am-5pm ♦ Hilton Garden Inn, Rapid City, SD
December 18, 2025 ♦ 8am-5pm ♦ Hilton Garden Inn South, Sioux Falls, SD

MORE PROFIT, MORE TIME & MORE PEACE OF MIND

All project managers and field supervisors are loaded with tasks. Often it seems more like juggling and fire-fighting than it does “management.” Jumping from one emergency to the next may get the job done, but it is a struggle and there is always the risk of something slipping by that will come back to haunt you later.

So what’s the solution? Have a plan and follow its rules! The modern world is built on processes and standards – best practices and procedures that are followed every time to ensure repeatable results. The same is true for our industry; we’re just not very good about doing it!

How can you get all this done, especially when you are trying to manage multiple projects? Kirk will show you how - through proper planning, thoughtful execution, checklists, managing with numbers, communication and working as a team.

Attendees will learn the Ten Commandments of Project Management, and how they can help you stop the juggling act and start being a project management professional.

**IT’S ALL ABOUT WINNING THE
CONSTRUCTION PROJECT GAME!**

YOUR INSTRUCTOR:

Industry expert **Kirk Alter** will give attendees the tools they need to use on every project to keep the game running smoothly by providing the field workforce with the equipment, materials and information they need to keep productivity and profits at maximum. Attendees learn the rules of the construction game – and how to play to win it!



WHO SHOULD ATTEND:

- Project Managers and Asst. PMs/Coordinators
- Superintendents
- Subcontractor Business Owners & Managers Who Support the PM Process

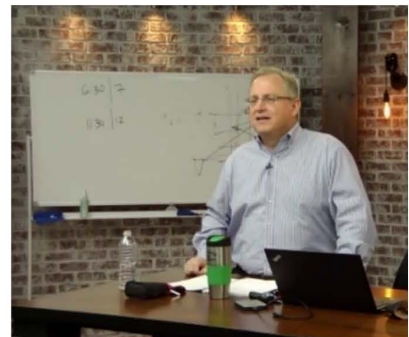
TOPICS MAY INCLUDE:

Each workshop is tailored to the attendees in the room and what they need to learn to be successful.

- The 10 Commandments of Project Management
- Managing Multiple Projects
- Why Cashflow Matters
- Understanding What’s in the Contract
- Knowing When & Why to Say “No”
- Change Orders the Right Way
- What to Do When It Hits the Fan – Managing Change on the Project

REGISTRATION IS LIMITED – Registration is limited to just 24 participants. Most companies send multiple attendees to get everyone operating by the same playbook.

This is not a “sit & listen” workshop. Our instructor delivers a lively presentation and active participation in the class is a requirement of attendance.





Intro to Project Management

A WORKSHOP FOR CONSTRUCTION PROJECT MANAGERS

December 16, 2025 ♦ 8am-5pm ♦ Hilton Garden Inn, Rapid City, SD
OR December 18, 2025 ♦ 8am-5pm ♦ Hilton Garden Inn South, Sioux Falls, SD

REGISTRATION FORM

Registration Includes: A full day of instruction, lunch, plus digital access to all course handouts.

Register by completing this form and returning it to the SDAPHCC Office.

Email: Kristie.phcc@midco.net OR Mail: 707 E 41st St, #220, Sioux Falls, SD 57105

SELECT LOCATION

☐ December 16, 2025 – Rapid City, SD

☐ December 18, 2025 – Sioux Falls SD

LIST ATTENDEE AND COMPANY INFORMATION

First Attendee

Second Attendee

Third Attendee

Name: _____

Cell #: _____

E-Mail: _____

Company: _____

Address: _____

City/State/Zip: _____

SELECT PAYMENT AMOUNT AND METHOD

☐ \$470 per person for SDAPHCC Members

☐ \$540 per person for non-members

REGISTRATION TOTAL - _____

☐ Payment enclosed

☐ Please invoice



"I should know this, but I was very surprised to see that we all have the same problems. But we are all coming up with very unique and creative ways to solve those common problems.

That was one of the biggest take-aways for me, was how do I solve the same problems that everyone is having."

— Mark Weaver, Project Manager at COPPERA in Taylor, Texas

The Intro to Project Management Workshop is sponsored by:



Candidates' Corner and Annual Business Meeting

For the first time in years we have *two* candidates running for PHCC—National Vice President. Meet Tony Bertolino and Brett Kaltvedt ... and watch for more messages from them in future issues of *PHCC Online*.

Brett Kaltvedt, Midwestern Mechanical (Open Shop) and Baete Forseth HVAC (Union), Sioux Falls, South Dakota



As summer wraps up, I'm ready to take the next step – serving as your PHCC National Vice President! With my Zone 3 Director term ending at CONNECT 2025, I'm committed to keeping our momentum strong. I'm working with groups across South Dakota to connect with students and show them why our trade is the career of choice. The future of PHCC depends on the young people we haven't met yet ... and I'm ready to meet them.

Fun Fact: I used to compete in demolition derbies – driving hard and staying in the fight, just like I will for you!

Tony Bertolino, Rob Bertolino Plumbing and Heating, Virginia Beach, Virginia



We started this movement together, and now it's time to take it all the way. This is OUR PHCC – our voice, our future. I've met with so many of you, listened to your concerns, your ideas, your vision. They're mine, too. I will make sure your voice is heard, loud and clear, in every decision that shapes this organization. We will unite, we will grow, and we will make PHCC stronger than ever before. This is our time – let's step up, stand together, and win for the members who make PHCC what it is.

Annual Business Meeting & Election Scheduled for October 1

The election will be part of the Annual Business Meeting (ABM) for PHCC—National Association which will take place virtually via Zoom on **Wednesday, October 1**, at 2:00 p.m. ET. (1:00 p.m. CT /12:00 p.m. MT). All are welcome to attend, but per PHCC Bylaws, **ONLY** Active and Life members of PHCC are eligible to vote. Introductory members are not eligible to vote. If a member wishes to vote, either by absentee or during the live meeting, they must register to do so.

An email was sent in August to all eligible voting members asking them to register to vote in this year's elections. This email is crucial as it contains the voter registration form, which needs to be filled out for voting live or absentee.

The process will be entirely electronic. Voter registration, the meeting itself, and the voting process (both absentee and live) will all be conducted online.

Non-voting members of PHCC are welcome and encouraged to attend the ABM even if they are not voting. Additional emails will be sent prior to the meeting with more information.

If you have not received an email with a voter registration form, and you believe you are an eligible voter per the above criteria and wish to vote this year, please send an email to ExecutiveOffice@naphcc.org to verify your status.

PHCC Political Action Committee (PHCC-PAC)

WHAT IS PHCC-PAC?

Plumbing-Heating-Cooling Contractors—National Association Political Action Committee is a non-partisan political action committee to support and elect pro-industry and pro-business candidates for federal office.

WHO CAN PARTICIPATE IN PHCC PAC?

Only individual and non-corporate business members may receive solicitations and participate in PHCC PAC.

PHCC PAC can ask for contributions from executives or those with an ownership stake in a PHCC member business only after prior written approval has been provided. Only an authorized representative with whom PHCC normally conducts association business may give prior approval. Representatives from our incorporated member companies can use an online form for this purpose.



HOW DOES PHCC PAC WORK?

PHCC PAC pools permissible resources from America's plumbing and HVAC contractors. That enables the plumbing-heating-cooling (p-h-c) industry to support candidates for federal office who believe in and support pro-industry and pro-business policies.

HOW DOES THE PHCC PAC HELP MEET THE P-H-C INDUSTRY'S GOALS?

Decisions by lawmakers and regulators on Capitol Hill impact every aspect of the p-h-c industry. Federal legislation impacts your day-to-day business operations and affects how plumbing and HVAC products are manufactured and installed. Sound public policy begins by supporting and electing candidates to federal office who understand the p-h-c industry and know that you protect the health and safety of the American people.

HOW ARE PHCC PAC CONTRIBUTIONS TO CANDIDATES DETERMINED?

PHCC PAC is governed by a committee of 12 PHCC members and state executives from across the country. The committee convenes throughout the year to determine the best opportunities for PHCC PAC engagement and support.

The above information is provided for information purposes only.

LEARN MORE

If you have any questions, contact Mark Valentini, Director of Legislative Affairs at government@naphcc.org.

Pro Resources Offering New Benefit to SDAPHCC Members

SDAPHCC is excited to announce that PRO Resources has joined the SDAPHCC community! As part of our partnership, all SDAPHCC members are now eligible for an exclusive 15% discount on Pro Resources services.

Who Is Pro Resources?

PRO Resources is a Professional Employer Organization (PEO). In short — they provide what feels like a full HR department, outsourced to your business. They help contractors and trade businesses across the region reduce risk, save time, and create more capacity to focus on what they do best.

How Does Pro Resources Help PHCC Contractors?

- **Reduce Compliance & Legal Risk**
Pro Resources helps contractors stay ahead of employment laws and OSHA requirements by providing proactive guidance, documentation, safety inspections and training, and compliance support. Contractors don't have to worry about costly HR missteps.
- **Lower Workers' Comp Costs & Manage Claims**
Pro Resources helps contractors lower their Experience Mod through better safety programs and hands-on claims management. Their safety team works with contractors to build a culture that protects people and the bottom line.
- **Simplify HR & Payroll**
From payroll to onboarding to employee handbooks, Pro Resources streamlines the back office so contractors can focus on running projects — not chasing paperwork. Their digital timekeeping tools help contractors gain efficiencies.
- **Access Big-Company Benefits**
Pro Resources gives contractors the ability to offer competitive health, dental, and retirement benefits — often at rates small businesses can't get on their own.
- **Save Time & Gain Peace of Mind**
Pro Resources handles the complex world of HR, compliance, and benefits — so contractors can run their businesses with more confidence and less stress.

Special Offer for SDAPHCC Members:
15% discount on services, exclusively for members.

If you've ever thought,
"I need to get some of this risk and HR work off my plate,"
we're here to help.

Let's talk — even if you just want to learn more about what we can do for your business.
We are not a fit for everyone but maybe we are a fit for you.
We look forward to meeting many of you soon!



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SD STATE PLUMBING COMMISSION

217 W Missouri Ave,
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Phone: 605-773-3429
Email: SDPlumbing@state.sd.us
Website: <https://dlr.sd.gov/plumbing/default.aspx>

Next Commission Meeting: October 23, 2025

Mandy Nielsen, Program Director
Carol Ames, Secretary
Jennifer Anderson, Secretary

Commission Members

Jonathan Kist, President
Plumber Member, Pierre, SD

Jeffrey Leuning, Vice-President
Public Member, Ethan, SD

Duane Levanen,
Plumbing Contractor Member, Bryant, SD

James Bailey,
State Health Dept Rep, Sioux Falls, SD

Brian Cooper,
Public Member, Sioux Falls, SD

WEBINAR

It's Our Business to Protect Yours®

CYBERSECURITY

Thursday, September 18, 2025
1 p.m. CT



The webinar covers emerging cybersecurity threats, such as ransomware attacks and AI-powered phishing. It also highlights trends like double extortion, Ransomware-as-a-Service (RaaS), and attacks on critical infrastructure. The presentation will feature case studies of major ransomware incidents, including the CNA Financial and Royal Mail attacks, and emphasizes the need for strong cybersecurity measures to defend against these threats.

WHAT YOU WILL LEARN

- The latest tactics cybercriminals use, including AI-generated phishing emails and deepfake videos.
- Insights into how you could prepare for and respond to ransomware attacks, such as regular risk assessments and a layered security approach.
- Why employee training and awareness are vital for stopping cyberattacks, as well as the importance of ongoing monitoring and incident response planning.
- Tips for getting started with cybersecurity, including how to choose the right provider and tools for your business.

WHO SHOULD ATTEND

- Risk Managers
- Operations Managers
- HR Professionals
- Owners/Operators



After registering, you will receive a confirmation email and calendar appointment. You may access this and other webinars on federatedinsurance.com.

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Don't Let the Government Plumb Without You

By Dan Callies, PHCC—National Association President

When I got into this trade, I figured I'd be working with pipe wrenches, not politicians. But here I am, telling you that what we do in the halls of Congress is just as critical as what we do in basements and crawlspaces.

Why? Because if we're not at the table, we're on the menu. And I don't know about you, but I prefer eating to being eaten, especially when I've already skipped lunch for the third time this week.



Advocacy Isn't Optional Anymore

Every day, government agencies and elected officials are making decisions that directly affect how you run your business – whether it's workforce funding, licensing rules, energy codes, or how you train the next generation. If we don't speak up, we'll be stuck living with decisions made by people who think "sweating pipe" means being nervous.

PHCC gives us a powerful voice – on Capitol Hill, in statehouses, and in regulatory meetings that most contractors never even know are happening. But our voice is strongest when it includes *your* story, your experience, and your boots-on-the-ground knowledge.

What We Did in D.C. (and Why It Matters)

At this year's Legislative Conference, we hit the ground running. Contractors from across the country showed up, suited up (yes, some of us even ironed our shirts), and talked to lawmakers about the real-world impact of their decisions.

And guess what? They listened.

We weren't just talking points; we were taxpayers, employers, problem-solvers. We made sure they understood that plumbing and HVAC contractors are essential to public health, energy efficiency, and workforce development. Because let's face it: you can't have a green future if nobody knows how to install a tankless water heater.

You Don't Have to Be a "Politics Person"

I know what you're thinking: "I've got crews to manage, jobs to finish, and a parts delivery that's been 'almost there' for three hours. I don't have time for politics."

Totally fair. But here's the thing – the people *making* the rules have all the time in the world to affect your business. That's why we advocate. So you can focus on running your company, knowing someone's watching your back.

You don't have to move to D.C. or memorize bill numbers. Just stay plugged in. Support PHCC's advocacy team. Attend a local event. Share your story.

Even five minutes can make a difference, especially if you use those five minutes to explain to a state senator why your apprentices aren't learning to install plumbing systems on TikTok.

Don't Let the Gov't Plumb Without You continued

Real Contractors, Real Impact

Some of our members have taken their advocacy even further – running for local office, joining advisory boards, or helping shape state code updates. And whether they win elections or just win influence, they're making a difference for all of us.

You don't have to go that far (unless you want to – we'll back you up), but their involvement shows what's possible when contractors step into leadership roles. You've got more influence than you think ... and PHCC is here to help you use it.

Plumbing Protects the Nation. Advocacy Protects the Industry.

Our work literally keeps the water flowing, the air clean, and the buildings safe. That's something to be proud of. But it's also something worth protecting.

So as your president, I'm asking you to get involved. Be aware. Be vocal. Be the contractor who doesn't just fix problems but helps prevent them in the first place.

Because at the end of the day, policy affects everything from your bottom line to your apprentices' future. Let's make sure those decisions are made *with* us, not *about* us.

Thanks for all you do ... and thanks for letting PHCC be your voice, your shield, and your megaphone.

PHCC—National Association President Dan Callies is owner of Oak Creek Plumbing & Remodeling, a second-generation, family-owned and operated company in Oak Creek, Wisconsin.

Membership Growth Benefits All Members

Do you know a plumbing or HVAC contractor that is not a member of the SDAPHCC?

New members who join in the fall can receive up to **15 months for the price of 12!**



Invite them to check out the association and consider membership. When membership grows the association is strengthened and all members benefit.

Regulatory Report



By Chuck White, VP of Regulatory Affairs, PHCC National

The Treasury Department Seeks Feedback

The Internal Revenue Service (IRS) invites the public to participate in an anonymous feedback survey on tax preparation and filing options, which will run through Sept. 2, 2025. The survey is being conducted as part of the IRS's efforts to fulfill a reporting requirement to Congress under the One, Big, Beautiful Bill Act.

The law directs Treasury to deliver a report to Congress by Oct. 2, 2025, on several key issues related to free tax filing options for the public. Participants may remain anonymous. Visit the [Free Online Tax Preparation Feedback Survey](#).

DOT to Recommend Wind Farm Buffer

U.S. Department of Transportation (DOT) Secretary Sean Duffy indicated that he will recommend a 1.2-mile buffer zone between wind farms and railroad tracks. An [E&E News](#) story explains that DOT has concerns that wind turbines may cause interference with railroad radio transmissions and might affect the positive train control safety system. DOT is basing their decision on the information from a single report from a train industry consultant and has also expanded the recommendation to include highways which were apparently not included in the report. The wind power industry and representatives from the railroads are reviewing this proposal and are expected to provide additional information on this issue.

Water Pipe Sizing Part of the Discussion At the PHCC Industry Partner Summit

PHCC convened its 2025 Industry Partner Summit last week at the Chicago O'Hare Hilton. During a panel discussion which concerned water quality and promoting best practices for piping potable water systems, Dan Cole from the IAPMO Group presented information on the revisions to Hunter's Curve. His team's research led to the development of the Water Demand Calculator. Using the new calculator can promote right-sizing of pipes, reduce water residence time, maintain water disinfection, reduce wasted water, and save consumers money on water system installations. Consider attending this free [webinar](#) Sept. 11 from Plumbing & Mechanical Magazine for more information on the use of the Water Demand Calculator.

IRS Issues Guidance on Energy Tax Credits

The U.S. Treasury Department issued guidance [FAQ's](#) through the Internal Revenue Service (IRS) to explain the coming changes for energy efficiency tax credits. These changes are necessitated by the recent passage of the One, Big, Beautiful Bill Act (OBBBA). While the answers to these questions have not been published in an IRS Bulletin and are subject to future modification, they provide the most current interpretation from the IRS. Taxpayers who have relied on this guidance will not be subject to penalties should future published interpretations change the taxpayer's tax liability. As always, PHCC recommends that individuals and business owners seek professional tax advice for any questions that might arise when dealing with the IRS.

PHCC Asked to Help PNNL: Help Improve Residential HVAC System Installation Quality!

Are you a contractor that regularly performs commissioning on residential HVAC systems? Pacific Northwest National Lab (PNNL) is working to better understand the adoption of and barriers to residential HVAC system commissioning, and how companies implement commissioning as a standard practice in their business model. Please take 10-20 minutes to help shape the future of commissioning by completing this survey: <https://www.surveymonkey.com/r/3FTVB7T>.



MORE THAN A SHOWROOM *It's an Experience*

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SAVE THE DATE

February 24, 2026 - SD HVAC Apprentice
Hands-On Competition

February 25-27, 2026 - Annual State Convention with
PHCC National HVAC Apprentice Hands-On Competition

The Lodge, Deadwood, SD

Enjoy educational speakers, valuable networking,
trade show, apprentice competition & lots of fun!

Mark your calendar and plan to attend.



SDAPHCC Medical Gas Certification Class

What: Medical Gas Installers Training

When: January 20-23, 2026

Time: 8:00am - 5:00pm each day

Where: Sioux Falls, SD

Tuition: \$1,575 per person (PHCC Member)
\$1,775 per person (non-member)

The class will consist of training in all facets of medical gas pipeline equipment installation for hospitals, office-based occupancies, nursing homes and other health care facilities. A portion of the class will be devoted to learning proper brazing techniques and requirements for working with medical gas equipment and piping.



TO REGISTER: Complete the following form and send with tuition payment to:
SDAPHCC, 707 E 41st St, #220, Sioux Falls, SD 57105
Make checks payable to: SDAPHCC. Registration Deadline: 12/31/25

Registration Form for Medical Gas Training Seminar

Please fill out a separate form for each student.

Please print or type – this information will be used for your permanent records.

Name of Student _____ (nickname if any) _____

Address of Student _____

City _____ State _____ Zip _____

Phone # Work () _____ Home () _____

Last 4 Numbers of Social Security No. XXX-XX- _____

E-Mail _____

Master Plumber _____ Journeyman _____ Apprentice _____ Yrs experience _____

Field Supervisor _____ Inspector _____ Estimator _____ Other job title _____

In-house hospital personnel (please specify position) _____

Current license No's. (if any) _____ States: _____

Do you currently work on medical gas pipelines? Yes _____ No _____

Are you familiar with NFPA 99? Yes _____ No _____

Name of Employer _____

Address of Company _____

Company Phone # () _____ Fax # () _____

ABOUT THE COURSE

MEDICAL GAS INSTALLERS TRAINING SEMINAR

A Medical gas installation and brazing class is being set up for Sioux Falls, South Dakota, January 20-23, 2026. Classes will run from 8:00 am to about 5:00 pm. Students will need to bring paper and pencils for note taking and highlighters.

Contractor employees need to be journeyman level, or active in an apprentice program for at least four years. Estimators, construction company officials and hospital employees who will not be installing medical gas systems, and building officials/inspectors, are welcome into the class with the four year requirement waived.

As many of you are aware, NFPA has mandated brazing qualifications since 1993. NFPA 99 now mandates that all installers meet the requirements of the A.S.S.E. series 6010, 32-hour course. In addition, many major design firms now mandate compliance with the ANSI/A.S.S.E. 6000 series in their specifications. As of July 2016 the federal government has mandated compliance with the 2012 edition of NFPA 99.

Class will consist of training in all facets of medical gas pipeline equipment installation for hospitals, office-based occupancies, nursing homes and other health care facilities. A portion of the class will be devoted to learning proper brazing techniques and requirements for working with medical gas equipment and piping. The textbook for the class will be the 2018 edition of NFPA 99 and will be provided, as well as other learning aids.

Students will also be required to successfully complete a written examination as well as a brazing practical in which you be required to braze vertical and horizontal full-penetration joints on 1-½" tubing and the brazing coupons will be tested by a Certified Welding Inspector at an independent laboratory.

Class fees will include the use of turbo torches and acetylene. Each student will need to bring 4' of 1-½" L tubing (not cleaned) and 6 to 8 1-½" wrought couplings with stops, as well as 1 lb of silver solder.

Class space is limited.

ABOUT THE INSTRUCTOR



Bill McCormick has more than 27 years experience in design, testing, verification, troubleshooting and repair of all

components in medical gas systems, including air compressors and vacuum pumps. He is a ASSE 6050 credentialed medical gas instructor and has been teaching classes for more than 10 years.

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PHCC CONNECT

GRAND RAPIDS :: OCT. 27-30, 2025

GROWTH THROUGH COLLABORATION

More than 20 expert-led education sessions and roundtable discussions for the plumbing and HVAC/R industries at CONNECT 2025.

The Plumbing-Heating-Cooling Contractors—National Association (PHCC) announces that PHCC CONNECT 2025 will feature an expanded schedule of interactive educational programming and discussions aligned with this year's theme, "Growth Through Collaboration."

Designed to address current challenges and opportunities in the plumbing and HVAC/R industries, CONNECT will include over 20 targeted educational sessions and a series of roundtable and panel discussions led by experienced professionals and experts. The programming will cover a broad range of topics, including workforce development, business leadership, regulatory compliance and crisis management.

The roundtable and panel discussions are structured to foster discussion and collaboration among attendees, allowing for the exchange of insights, best practices and innovative strategies. Among the featured sessions is the Quality Service Contractors (QSC) Lunch & Learn, where industry experts will provide practical guidance on business growth and operational improvement.

"CONNECT 2025 offers attendees practical knowledge – from workforce development strategies to real-time business solutions – they can take home and use immediately," said PHCC President Dan Callies, president of Oak Creek Plumbing in Oak Creek, Wisconsin. "CONNECT is where leaders, experts and business owners can come together to navigate today's challenges and plan for tomorrow's growth."



For more details, including the schedule-at-a-glance, visit phccweb.org/CONNECT. This site offers information on education sessions, speakers, exhibitors, registration and hotel reservations, as well as the many attractions of Grand Rapids, a city that is as rich in culture as it is in charm and excitement.

[Register today here.](#)

The #1 Reason Contractors Keep Coming Back: NETWORKING!

Every year, PHCC CONNECT delivers what contractors like you value most: real connections that drive real results.

At PHCC CONNECT 2025 in Grand Rapids, Michigan (Oct. 27–30), you'll join top plumbing and HVACR professionals from across the country for four days packed with insight-sharing, collaboration, and game-changing conversations.

Here's a taste of what's in store:

Campfire CONNECT

Kindle things off with a relaxed, Michigan-inspired opening reception at DeVos Place, the convention center connected to our headquarters hotel. Think cozy campgrounds, local brews, and the spirit of a lakeside getaway ... right in the heart of Grand Rapids!

Product & Technology Showcase

Get hands-on with the latest tools and tech – and make connections that go beyond the exhibit hall.

Lunch & Learn (Hosted by PHCC's Quality Service Contractors)

Tap into real-world strategies from contractors who've scaled their businesses and want to help you do the same.

Closing Party

Mingle with your industry peers surrounded by history, science, and culture at the Grand Rapids Public Museum.

PHCC Awards Breakfast

Celebrate the best of the best contractors, apprentices, chapter executives, and more before you continue to stay and play in Grand Rapids or head back home to start putting all your new resources to work!

PHCC CONNECT

GRAND RAPIDS :: OCT. 27-30, 2025

GROWTH THROUGH COLLABORATION

Two Dynamic Keynote Speakers



Wall Street Journal
best-selling author
and thought leader
Ryan Jenkins:
"Connectable: How
to Strengthen Team
Connection in the
New Era of Work"



Economist, Graphs
and Laughs, Inc.
Elliot Eisenberg:
"The U.S. Economy
in 2026"

20+ Education Sessions

Choose from a wide range of education sessions designed specifically for plumbing and HVAC businesses:

- **Revolutionizing Plumbing and HVAC:** Leveraging AI for Enhanced Productivity and Profitability
- **Future-Proof Your Business:** Thriving in a Changing World Through Responsible Business Ownership
- **Beyond the Numbers:** Cultivating Accountability in Financial Practices
- **From Connection to Collaboration:** Building a Thriving Organizational Culture
- **Visionary Leadership:** Strategies for Connection and Resilience
- **Breaking the Cycle:** Why Employees Struggle to Get It and How to Change That
- **Managing Employee Engagement:** Six Reasons for Resistance and Proven Solutions
- **Empower Your Team:** Unlocking New Educational Opportunities at the PHCC Academy®
- **The Messy Middle:** Mastering Modern Customer Acquisition
- **Rise Above the Noise:** Harness PR to Strengthen Your Community Connection
- **Crime in the Workplace**
- **The Plumbing Profit Playbook:** Strategies to Elevate Your Average Ticket
- **Crisis Control:** Effective Communication, Coordination, Prevention and Preparation
- **Game On:** Boosting the Impact of Technician Training Through Gamification
- **From Stuck to Scalable:** 6 Critical Chess Moves
- **From Stuck to Scalable:** Predictable Revenue Growth of 15-30% in Any Economy
- **Exit Strategies Demystified:** Short and Long-Term Planning for Your Business
- **Adapting to the New Legislative and Regulatory Landscape**
- **Eyes Wide Open:** Preparedness and Avoiding Pitfalls
- **Maintaining Strong Union Pensions and Exploring Retirement Plan Options**
- **Conversation with UA General President Mark McManus**



CONNECT 2025 COMPANION EXPERIENCE



- :: CULTURAL EXCURSIONS
- :: EDUCATION
- :: NETWORKING

Build Lasting Memories Oct. 27-30 in Grand Rapids!

This year's CONNECT brings an exciting new opportunity for friends and family traveling with attendees. Hosted by the PHCC–National Auxiliary, the Companion Experience offers a meaningful mix of cultural outings, shared-interest activities, and networking designed to foster connection and community. With thoughtfully planned programming that complements the main event, companions can enjoy CONNECT 2025 in a fun, inclusive, and memorable way!



Schedule Highlights:



Monday, Oct. 27

- Breakfast at Kitchen Counter (*Amway Grand Plaza Hotel*)
- Frederick Meijer Gardens & Sculpture Park Self-guided Tour (*additional registration required*)
- Masterclass: Achieve More with Gen AI
Guided by *Leading Experts*
- Campfire CONNECT Opening Party

Tuesday, Oct. 28

- Opening Breakfast and Keynote Presentation
- Walking Foodie Tour (*additional registration required*)
- PHCC Feud: Member Edition
- National Auxiliary Business Meeting (*for members only*)



Wednesday, Oct. 29

- Workforce Breakfast and Keynote Presentation
- Henderson Castle & Winery Tour (*additional registration required*)
- Closing Party at the Grand Rapids Public Museum

JOIN US!

Visit phccweb.org/connect and click on "Companion Experience" for all the details. Space is limited on certain tours, so register (as a Guest/Spouse) early to secure your spot!





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With O2 Trim Standard

2025 Online Plumbing Continuing Ed Course Now Available, Plus Additional Virtual Class

The SDAPHCC, in partnership with IAPMO, is happy to announce that the 2025 Online Plumbing Continuing Education Class is now available. In addition, a virtual class will also be held this fall for anyone who still needs their 2025 credits.

Online Course

The online continuing education course is designed to be user friendly and flexible. It allows users to come and go as their schedule permits, and progress through the program at their own pace. At the completion of the course, users receive a downloadable certificate found in their training history and their completed status will be reported to the state.

IAPMO has created a 4-hour course priced at \$110. The course is titled "2025 SD/IA CE Online Sizing and Code Violation Workshop (12-156477)". To access the class, visit www.iapmolearn.org. Type "South Dakota" into the search and scroll down to find the 2025 class.



Virtual Course

The Virtual Class will be held on November 6 from 6pm-10pm (Central Time). This course is a live class delivered virtually to attendees via zoom. A live instructor will teach the class with a moderator from IAPMO. The cost for the class is \$80 per person.

To register, visit www.iapmolearn.org. Type "South Dakota" into the search. Scroll down to find the class titled "2025 SD/IA CE Sizing and Code Violation Workshop". Click on "Choose Session" and select "Virtual Zoom Class (12-165915)".

Registration Information for Both Classes

If you are a returning IAPMO training customer, please use your existing account to register. If this is your first-time taking training with IAPMO, you will need to create a new account. Once you are registered for a course, please log into your IAPMO user account at www.iapmolearn.org to access the online course.

If you need help with your username and/or password, please email seminars@iapmo.org. If you have questions, you may contact IAPMO at seminars@iapmo.org or 908-995-3322.



Another Reconciliation Bill in the Works



By Mark Valentini, Vice President of Legislative Affairs

House Republicans under Speaker Mike Johnson (R-LA) have been in talks over the summer to draft another reconciliation bill.

WHY IT'S IMPORTANT:

Reconciliation in Congress is a means for the majority party to aggregate its budgetary priorities into a legislative vehicle. This is important because the Senate requires 60 votes (known as "cloture") to debate on any legislation; cloture is not required if the legislation is a reconciliation package. The only caveat is that reconciliation must be tied to federal budgetary items and must exclude any provisions that do not meet that criteria.

RECAP:

The One Big Beautiful Bill Act (OBBBA) signed into law on July 4 was a reconciliation package that passed the Senate with a simple majority in the Senate and encompassed top Republican tax and spending priorities. PHCC secured a number of wins in the bill with permanent extensions of higher estate tax thresholds, deductions on qualified business income, and bonus depreciation, and eligibility for Pell Grants to be used for short-term job training programs. On the other hand, OBBBA also sunsets tax incentives for residential and commercial energy efficiency improvements. These items are all tied to the federal budget.

However, the reconciliation process is not a means to secure just any policy priority. For example, PHCC would not be able to use the opportunity for another reconciliation package to push for preemption of gas bans at the state and local level because it is wholly unrelated to the budget process and must therefore be pursued through the traditional legislative process requiring cloture in the Senate.

WHAT NOW?

Congressional Republicans may have a tough uphill climb this time around. OBBBA included the bulk of tax and budgetary priorities championed by the Trump administration and conservative political base, yet barely passed on party-line margins in the House while requiring Vice President J.D. Vance to cast the tie-breaking vote in the Senate. The appetite even among House and Senate Republicans is not as strong for a second reconciliation bill that would likely include the 40 or so tax policy priorities that were not addressed in OBBBA.

Furthermore, Congress must not only figure out how to fund the federal government past September 30, it must also consider Farm Bill reauthorization in addition to highway reauthorization and potentially reforming the Energy Policy and Conservation Act. Prioritizing another reconciliation package would further forestall these legislative priorities.

PHCC will monitor developments on a potential second reconciliation package and provide updates when available.

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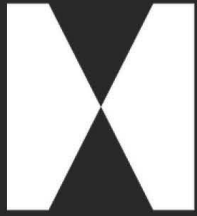
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PHCC National's Insta-Intel Offers Valuable Information

Each month, the PHCC Business Intelligence Team publishes the Insta-Intel. This emailed report gives an overview of economic trends and market outlooks that affect the p-h-c industry. PHCC members can use this relevant information to position their businesses for success in an ever changing environment. The highlights offer a quick summary while the full report gives in-depth detail.

To view current and past reports, visit <https://www.phccweb.org/business-intelligence/>.



Insta-Intel

Keeping You Ahead of Your Competition!

Published by The PHCC Business Intelligence Team

www.phccweb.org/business-intelligence

Mission: Favorably position PHCC members and affiliates to achieve the highest level of market awareness, professionalism, leadership, and business profitability in the emerging and ever-changing built environment.

August 2025



Highlights from This Month's Insta-Intel:

- **Tariffs Are Back in the News**
Tariff news has dominated recent economic headlines and tariff rates have increased for several large trading partners. However, the impact of tariffs on price levels is not yet fully visible.
- **Cracks in the Jobs Market Are Emerging**
While the unemployment rate remains low by historical standards, recent growth in employment totals have slowed. Several U.S. regions have seen negative employment growth in recent months, though employment trends for P-H-C businesses have performed better.
- **High Rates Continue to Weigh on the Housing Market**
Betting markets increasingly believe that the Federal Reserve will lower their target interest rate at the upcoming September meeting. Lower short-term rates will benefit the housing market if they lead to a decline in mortgage rates, which remain near 7%.
- **Nonresidential Construction Trends Point Toward Cooling Demand**
The Architecture Billings Index has been in contraction for more than a year, and the weakening project pipeline is becoming visible in current construction data. However, nonresidential segments like data centers continue to see explosive growth.

From the Executive's Desk



By Kristie Brunick

West River Golf Tournament

The West River Golf Tournament will be held on September 11 at Elkhorn Ridge Golf Course in Spearfish, SD. There are only a few golf and sponsor spots left. If you are interested in joining us, please call me as soon as possible. For more information, please see pages 5 & 6.

Annual Business Meeting and Election

PHCC National will host it's virtual annual business meeting and election on October 1. This year, we have 2 candidates running for National Vice-President. Local SD member Brett Kaltvedt is running against Tony Bertolino from VA.

The primary contact from each company will be able to cast one vote in the election. Those who are eligible to vote, should have received an email with voting information.

Please take the time to participate in this very important meeting and cast your vote. This is your chance to have a say in the leadership of your organization.

Two Project Management Courses Coming to SD in December

We have the unique opportunity to have national speaker, Kirk Alter, return to SD to present two project management courses. Kirk was our convention speaker this past February. Be sure to join us for one of the following sessions this winter:

- Rapid City Project Management Course, December 16, 2025 at the Hilton Garden Inn
- Sioux Falls Project Management Course, December 18, 2025 at the Hilton Garden Inn South

For class information and registration, please see pages 7 & 8.

Connect Registration still open

PHCC National's annual convention, Connect, will be held October 27-30 in Grand Rapids, MI. Connect offers a great opportunity for contractors to learn valuable business information, meet other contractors from across the country, see the latest industry developments, and have fun.

Check out pages 21-23 for more information and make plans to join us.



September 11, 2025

West River Golf Outing at
Elkhorn Ridge Golf Course,
Spearfish, SD

October 1, 2025

PHCC-National Virtual Annual
Meeting and Election

October 27-30, 2025

PHCC-National CONNECT 2025,
Grand Rapids, MI

November 6, 2025

Plumbing Continuing Education Class
Virtual

December 16, 2025

Project Management Class
Rapid City Hilton Garden Inn

December 18, 2025

Project Management Class
Sioux Falls Hilton Garden Inn South

January 20-23, 2026

Med Gas Class
Midwestern Mechanical, Sioux Falls

February 24, 2026

SD HVAC Apprentice
Hands-On Competition
The Lodge, Deadwood, SD

February 25-27, 2026

SD Annual State Convention and
PHCC-National HVAC Apprentice
Hands-On Competition
The Lodge, Deadwood, SD

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For product information and support, visit <https://support.cinx.com>. Contact customercare@naphcc.org for purchasing questions.



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