

The South Dakota

PIPE CHATTER



JUNE 2026

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

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The South Dakota

Pipe Chatter

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



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www.sdphcc.org
Kristie Brunick, Executive Vice President
kristie.phcc@midco.net

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Upcoming Events

- June 25, 2026, East River Golf Tournament, Larchwood, IA
- August, 24, 2026, Creating Super Foremen Class, Sioux Falls
- August 28, 2026, Creating Super Foremen Class, Rapid City
- September 10, 2026, West River Golf Tournament, Spearfish, SD
- October 19-22, 2026, PHCC National Connect, Milwaukee, WI
- March 2-5, 2027, SD State Convention, Deadwood, SD

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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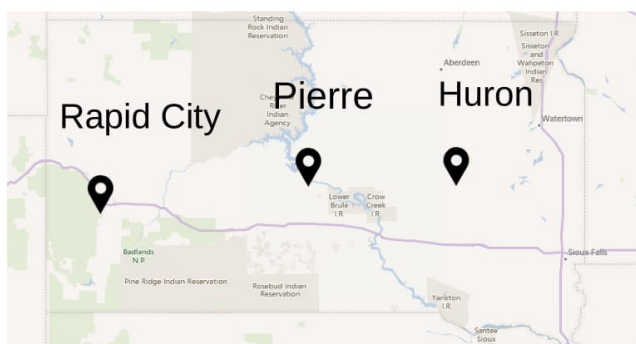
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President's Message



Hello, PHCC members!

The PHCC National legislative conference went well. Kristie, Tracy, and I were able to meet with staff from Senator Rounds' and Representative Johnson's offices. We had some productive conversations about workforce development and fuel choice. This was a record year for PHCC attendance. Although it was a bit unfortunate that Congress was in recess, the staff members were very prepared and great to talk with.

On a personal note, I recently purchased a 1966 Ford Bronco to use around the property as a UTV. It has been a while since I drove a "three-on-the-tree," so that took a little getting used to again. I'm currently working on getting the heater running and mounting a six-foot snowplow for winter — just in case we get enough snow to justify it this year. Right now, it has no doors or top, and the windshield is latched to the hood, so it's definitely set up more for warm weather.

Next month is the PHCC East River Golf Outing. I'm looking forward to seeing many of you in Larchwood for the event. It always draws a great crowd, and the venue is top-notch. For those who golf well (unlike me), it's a really fun course.

I hope you all have a great June, and I look forward to seeing some of you soon!

-Brett Kaltvedt, 2026 SDAPHCC President



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SDAPHCC Golf Tournament

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



Thursday, June 25, 2026

Grand Falls Casino Golf Course

Larchwood, IA

9 Hole Scramble - 18 teams maximum

Shotgun Start - 2pm

Dinner & Prizes - 5pm

Check the items you wish to register for

_____ - Team Registration - \$780.00

_____ - Individual Registration - \$195.00

_____ - Four Mulligans for Team - \$20.00

_____ - Hole & Pin Prize Sponsor - \$300.00

_____ - Dinner Only Registration - \$50.00

_____ - 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

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Creating Super Foremen!

AN INTRODUCTION TO BECOMING THE FIRST LINE OF MANAGEMENT

August 24, 2026 ♦ 8am-5pm ♦ Hilton Garden Inn South, Sioux Falls, SD
OR August 28, 2026 ♦ 8am-5pm ♦ Hilton Garden Inn, Rapid City, SD

IT'S GAME DAY—IS YOUR FOREMAN QB READY?

It's game day, your opponent is already on the field, and you call into the locker room for your foreman quarterback to take the field. Are they ready? Do they understand their role? Do they have the same game plan as you? Do they understand the scouting report on the opposition, and what it will take to win in this game? Are they confident and knowledgeable enough of the game plan to know when to stick with the plan, and when to audible?

The project foreman needs to be much more than just a talented journeyman who knows how to “go fast.” The foreman is the first line of management in the company, and must become the quarterback by learning more than just the technical trade skills required to install the work.

Like a quarterback, they must have a carefully crafted and practiced game plan (or else it's sandlot football), they must be able to execute the plan, they must be able to adjust the plan when teammates stumble or show less talent, they must provide accurate feedback to the coaches on the bench, and they must at all times keep their eyes on the goal of winning the construction project game!

This session provides a solid introduction to the management techniques and lessons presented in the PHCC Educational Foundation's full Super Foremen Workshop.

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:

- Foremen
- Superintendents
- Subcontractor Business Owners & the Managers Who Support the Field Crews

EVERY SESSION IS TAILORED TO THE ATTENDEES IN THE ROOM. TOPICS MAY INCLUDE:

- The 10 Things You Must Do Every Day to Be a Foreman
- Being the First Line of Management
- Paperwork and the Reluctant Foreman
- Scheduling for Field Leaders
- How Much a “Little Favor” Really Costs
- 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 and take advantage of our extra registration discount.

This session is presented in a highly interactive format. This is not a “sit & listen” workshop. Our instructor delivers a lively presentation and active participation in the class is a requirement of attendance. All attendees must bring a laptop loaded with Dropbox, Word and Excel (or Google Docs/Sheets).





Creating Super Foremen!

A WORKSHOP FOR THE FIRST LINE OF MANAGEMENT

August 24, 2026 ♦ 8am-5pm ♦ Hilton Garden Inn South, Sioux Falls, SD

OR August 28, 2026 ♦ 8am-5pm ♦ Hilton Garden Inn, Rapid City, SD

REGISTRATION FORM

Register by completing this form and returning it to the SDAPHCC Office by August 7, 2026.

Email: Kristie.phcc@midco.net

OR Mail: 707 E 41st St, #220, Sioux Falls, SD 57105

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



SELECT LOCATION

☐ August 24, 2026 – Sioux Falls, SD

☐ August 28, 2026 – Rapid City, SD

LIST ATTENDEE AND COMPANY INFORMATION FOR THE SUPER FOREMEN WORKSHOP

First Attendee

Second Attendee

Third Attendee

Name: _____

Cell #: _____

E-Mail: _____

Company: _____

Address: _____

City/State/Zip: _____

☐ \$485 - per person for SDAPHCC Members

☐ \$555 – per person for non-members

Payment Method:

☐ Payment enclosed

☐ Please invoice

If you need additional information, please e-mail: Kristie.phcc@midco.net



"It's definitely not your typical class. It's a lot more interactive, a lot more involved. I guess because [instructor Kirk Alter] has been there, he's done it, he knows how it goes, and he can get on your level. ... I don't think you can get better information anywhere, really."

— Billy Jones, COPPERA in Taylor, Texas

The Super Foremen Workshop is sponsored by:



Meet New SDAPHCC Board Member Lanny Murphy

By Lanny Murphy

I grew up a farm kid, in Wessington Springs, SD. Upon graduation I attended Mitchell Technical Institute and graduated with an associate degree in HVAC.

The summer of 1999, between my 2 years at MTI, I moved to Sioux Falls to work for Frisbees Plumbing, Heating, Cooling and Electrical and received great hands-on training to support my HVAC schooling. After graduating from MTI, I moved to Sioux Falls, taking a full-time position for Frisbees and have been with them now for 26 years.

I am the General Manager of Frisbees. We are a shop that employs 150 employees. I worked from 1999 to 2010 as an HVAC Installer. In 2010, I moved to the office and did HVAC sales up to December of 2023. At that time, I moved into the General Manager position. I still currently do some sales work in addition to General Manager duties.

My wife Tricia and I have been married for 23 years. We have 3 daughters Jayla (20), Brylyn (18), and Aizley (11). They keep me busy! Along with being Dad, I have been Coach for the last 10 years, helping coach Brylyn and now Aizley's softball teams.

When time allows, I enjoy golfing a round with Jayla, hunting with my girls and black lab Luna, going back to the family farms to lend a hand, and spending time with family and friends.



Please welcome our newest SDAPHCC Sustaining Members!

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Caroline Anderson
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New "Train the Trainer" Course Available June 2026

Invest in Your Craft

You've mastered the trade, now master the art of teaching it. Even the most seasoned plumbing and HVAC professionals can find themselves struggling to transfer their expertise in ways that truly stick with apprentices. That's where Train the Trainer changes everything. Designed specifically for instructors like you, this certification course gives you the tools, structure, and confidence to become the trainer your apprentices deserve. Each course comes with a comprehensive participant workbook packed with worksheets, templates, scripts, step-by-step processes, and real-world examples so you're never guessing at what works. You'll also complete a capstone project directly tied to your role and training goals, meaning every skill you learn has immediate, practical impact. Monthly 90-minute live webinars keep you engaged, supported, and continuously growing alongside a community of peers who share your commitment to excellence. When your training improves, your apprentices' careers improve, and so does the future of the trade.

Why Train the Trainer? Here's What's in it for You!

- Built for the trades: This program is designed specifically for plumbing and HVAC instructors, not generic educators. Every example, exercise, and strategy speaks your language.
- A structured two-year journey: Start with the 7-session Beginner Course in 2026, and level up to the optional 7-session Advanced Course in 2027. Each builds on the last, deepening your skills over time. Enroll in the Beginner and Advanced courses together upfront and receive an exclusive discount.
- Workbooks that do the heavy lifting: Each course includes a comprehensive participant workbook loaded with worksheets, templates, scripts, step-by-step processes, and real-world examples ready to use.
- A capstone project that matters: You won't just learn theory. You'll implement a project directly tied to your role, your growth, and your training plans so results show up immediately.
- 7 Live webinars: Stay connected, ask questions, and keep growing with 90-minute monthly sessions hosted by an expert who knows what instructors need.
- Earn a certificate that sets you apart: Complete each course and walk away with a credential that reflects your commitment to professional excellence.

To Register for the "Train the Trainer Course: Complete this form and return it to the SDAPHCC office by email (Kristie.phcc@midco.net) or mail: 707 E 41st St, #220, Sioux Falls, SD 57105

Name _____ Company _____

Phone _____ Email _____

Payment Information:

☐ \$165 per person for SDAPHCC Members

☐ Payment included

☐ \$225 per person for non members

☐ Please invoice

TRAIN THE TRAINER CERTIFICATION PROGRAM

PROGRAM BENEFITS

Interactive Learning

Combines virtual workshops with practical application for hands-on skill development.

Real-World Application

Each certification concludes with a capstone project demonstrating your new skills.

Industry-Focused

Designed specifically for the trades industry with practical techniques for technician training.

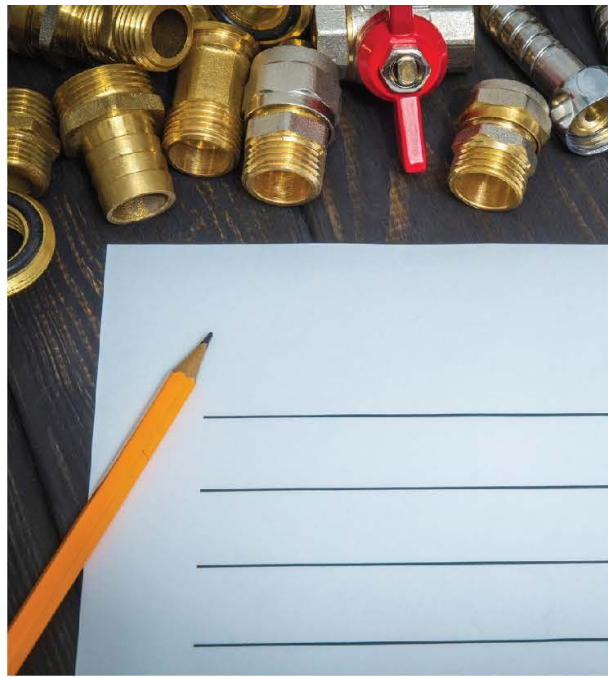
PROGRAM OVERVIEW

Who Should Attend

- Service Managers
- Manufacturers
- Anyone training technicians

Commitment

- 90 minutes monthly
- 7 months total
- 11:00 AM (EDT)



BEGINNER COURSE

Focus on Individual Training Sessions:

- Trainer is more than just a title
- Instructional Design & Lesson Planning
- Classroom Management & Facilitation for Beginners
- Communication Skills for Instructors
- Classroom vs field vs virtual training basics
- Gamified training for more engaging training

Schedule (2026): June 23, July 21, Aug 25, Sept 22, Oct 27, Nov 24, Capstone Dec 15

ADVANCED COURSE

Focus on Long-Term Training Strategies:

- Use data to make training decisions
- Effective Mentorships
- Learning Fundamentals in the Trades
- Developing a training culture of continuous learners
- Training starts at onboarding
- Advanced Classroom Manager & Facilitation Techniques

Schedule (2027): Jan 26, Feb 23, Mar 23, Apr 20, May 25, Jun 15, Capstone July 27



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PHCC and Bernzomatic Align to Deliver More Value to Contractors and Strengthen the Future Workforce

By Staff Writer, PHCC-National Association

The Plumbing-Heating-Cooling Contractors—National Association (PHCC) and Bernzomatic are announcing unified efforts around a shared commitment to support professional contractors and advance skilled trades.



Known for hand-held torches and fuel products trusted by skilled professionals across the trades since 1876, Bernzomatic brings a practical understanding of contractor needs and jobsite challenges.

Together, the organizations will deliver new value to plumbing and HVAC professionals nationwide by supporting workforce development and sharing best practices that can increase performance and maximize time invested.

One of the first activations is Bernzomatic's creation of 50 new scholarships through the PHCC Educational Foundation. This commitment, which extends through 2029, is designed for students pursuing plumbing or HVAC apprenticeships, service technician training, or industry-related college degrees.

"Strong industries are built through strong partnerships, and that is what makes this collaboration with Bernzomatic so meaningful," said Cindy Sheridan, CEO of PHCC—National Association. "Bernzomatic already is demonstrating its commitment to our industry through workforce investments like scholarships for future technicians and contractors. This partnership reflects that shared investment in today's professionals, tomorrow's workforce, and the continued advancement of our industry."

Built on aligned priorities around craftsmanship, safety, innovation, and workforce development, the partnership will provide unique opportunities for PHCC members to engage with Bernzomatic through national events, educational programming, and collaborative initiatives that support contractor success.

"PHCC's extensive contractor network gives us a meaningful channel to support the professionals who rely on our products every day and deepen our connection to the contractor community," said Todd Whited, general manager, Consumer Products, Worthington Enterprises. "As Bernzomatic approaches 150 years of serving the trades, we can think of no better way to honor that legacy than by investing in the contractors, technicians, and business owners who represent the industry today and those who will shape the industry's future."

PHCC's corporate partnership program reflects growing momentum among organizations looking to foster collaboration, share expertise, and support solutions that benefit the entire plumbing and HVAC sector.

For more information about partner and sponsorship programs, contact PHCC Vice President of Business Development Elicia Magruder at magruder@naphcc.org, or call 800-533-7694.

PHCC-ASA 2026 Joint Legislative Conference Brings Industry Priorities to Capitol Hill

The Plumbing-Heating-Cooling Contractors—National Association (PHCC) and the American Supply Association (ASA) successfully joined forces with the 2026 PHCC-ASA Joint Legislative Conference in Washington, D.C., with contractors, distributors and industry leaders delivering a unified message to lawmakers on workforce development, energy policy and regulatory certainty.

Held May 5-6 at the YOTEL Washington D.C., the conference brought together members from across the plumbing, heating, cooling and piping industries for direct engagement with federal legislators and staff on issues impacting contractors, suppliers and consumers nationwide.

Throughout the conference, attendees advocated for policies designed to strengthen the skilled trades workforce, preserve consumer energy choice and modernize federal energy regulations in a way that supports innovation and affordability.

“Our industry depends on practical policies that support workforce development, regulatory consistency and reliable energy solutions,” said Mark Valentini, PHCC Vice President of Legislative Affairs. “This conference gave contractors and industry stakeholders the opportunity to bring real-world perspectives directly to Capitol Hill and demonstrate the essential role our industry plays in the American economy.”

Conference attendees urged lawmakers to support workforce initiatives that strengthen career and technical education, registered apprenticeships and employer-driven training solutions to help address the ongoing skilled labor shortage affecting contractors and suppliers nationwide.

Participants also advocated for policies that preserve consumer energy choice and provide consistent federal energy regulations for manufacturers, distributors and contractors. Attendees emphasized the importance of maintaining access to multiple energy sources while supporting modernization of federal efficiency standards in a way that promotes affordability, innovation and long-term market stability.

The conference featured issue briefings from industry advocacy leaders, political analysis from nationally recognized pollster and government affairs strategist Brent Buchanan, and advocacy coaching sessions designed to prepare attendees for meetings on Capitol Hill.

Networking and collaboration remained a key part of the event, including evening events that brought together contractors, distributors, and manufacturers to discuss the future of the industry.

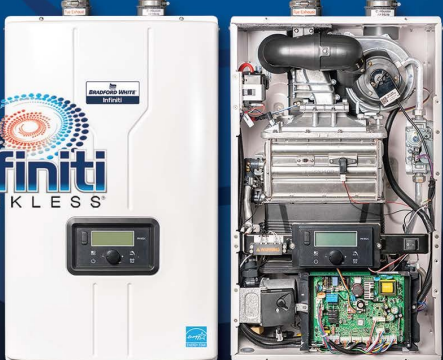


Legislative Conference Recap Continued

"Partnering with PHCC for this event was an exceptional opportunity to bring a vital segment of our industry's supply chain to Washington, D.C., ensuring lawmakers on Capitol Hill remain informed about how critical workforce and energy legislation impacts our businesses, our customers, and the communities we serve," said Steve Rossi, ASA Vice President of Advocacy.

The PHCC-ASA Joint Legislative Conference concluded May 6 following congressional meetings and a closing reception with industry leaders.

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PHCC members and their employees can now access OSHA 10 and 30 Construction online courses from PHCC Academy®

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OSHA 10 Overview

The OSHA 10-Hour Construction Industry Outreach training course is a comprehensive safety program designed for anyone involved in the construction industry especially safety directors foremen and field supervisors. OSHA recommends Outreach Training Programs as an orientation to occupational safety and health for workers covered by OSHA 29 CFR 1926. Construction workers must receive additional training when required by OSHA standards on specific hazards of the job.

Cost: \$49 per person



OSHA 30 Overview

The OSHA 30 Hour Construction Industry Training course is a comprehensive safety program designed for anyone involved in the industry. Specifically devised for safety directors, foremen, and field supervisors; the program provides complete information on OSHA compliance issues. OSHA recommends Outreach Training Programs as an orientation to occupational safety and health for workers covered by OSHA 29 CFR 1926. Construction workers must receive additional training, when required by OSHA standards, on specific hazards of the job. Upon successful completion of the course, participants will receive an OSHA 30-Hour DOL course completion certificate. The OSHA 30 Hour Outreach course is NOT equivalent to the OSHA 510 or 511 courses and will not meet the course prerequisites to take the OSHA 500 or 501 courses.

Cost: \$149 per person

To Register for OSHA 10 or OSHA 30 Course: Complete this form and return it to the SDAPHCC office by email (Kristie.phcc@midco.net) or mail: 707 E 41st St, #220, Sioux Falls, SD 57105

Name _____ Company _____

Phone _____ Email _____

Payment Information:

☐ \$49 per person for OSHA 10 Overview

☐ Payment included

☐ \$149 per person for OSHA 30 Overview

☐ Please invoice

Hetzel Appointed to Plumbing Commission



Chris Hetzel, Midwestern Mechanical, was recently appointed by Governor Larry Rhoden to serve on the SD State Plumbing Commission. His term began on May 1, 2026 and will continue until April 14, 2029.

Chris has 25 years experience in the plumbing industry, including 19 years as a licensed South Dakota Plumbing Contractor. He began his career with Krohmer Plumbing in Mitchell, advanced to Western Mechanical in Rapid City, and has been with Midwestern Mechanical in Rapid City since 2010. Throughout his career, he has developed comprehensive expertise across all facets of the industry, including service, residential, commercial, and industrial plumbing projects.

SD STATE PLUMBING COMMISSION

217 W Missouri Ave,
Pierre, SD 57501

Phone: 605-773-3429

Email: SDPlumbing@state.sd.us

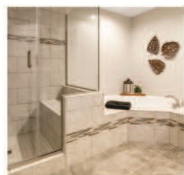
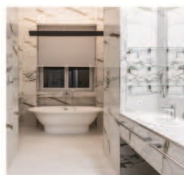
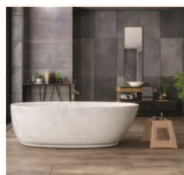
Website: <https://dlr.sd.gov/plumbing/default.aspx>

Next Commission Meeting:
July, 22, 2026, 10:00 am

Mandy Nielsen, Program Director

Commission Members

Jonathan Kist, President, Plumber Member
Jeffrey Leuning, Vice-President, Public Member
Chris Hetzel, Plumbing Contractor Member
James Bailey, State Health Dept Rep
Brian Cooper, Public Member



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2026 Online Plumbing Continuing Ed Course Now Available, Plus Additional Virtual Class



The SDAPHCC, in partnership with IAPMO, is happy to announce that the 2026 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 2026 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 2026 SD/IA Online CE - SD Plumbing Code, 2024 Code Changes (IBU-010541)". To access the class, visit www.iapmolearn.org. Type "South Dakota" into the search and scroll down to find the 2026 class.

Virtual Course

The Virtual Class will be held on November 16 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 "2026 SD/IA CE - SD Plumbing Code, 2024 Code Changes". Click on "Choose Session" and select "Virtual Class (IBU-010431)".

Registration Information for Both Classes

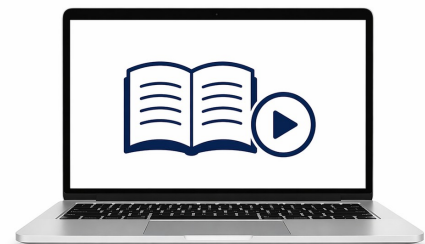
If you are a returning IAPMO training customer, please use your existing account to register.

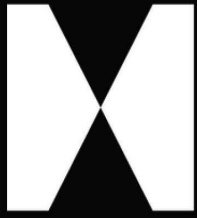
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WEBINAR

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THE IMPORTANCE OF MENTAL HEALTH AND SUICIDE PREVENTION

Thursday, June 18, 2026
1 p.m. CT



Your employees' mental health is an important part of their overall well-being. Hear about how to foster an environment where employees feel safe discussing mental health without fear of stigma or job-related consequences. You'll gain insight into leadership skills on how to address workplace stressors, prepare clear response plans, and the benefits of mental health first aid training and suicide prevention education.

WHAT YOU WILL LEARN

- How to create a culture of psychological safety
- The importance of training for managers and staff
- The benefits of a comprehensive support systems
- How to develop postvention protocols

WHO SHOULD ATTEND

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



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PHCC NATIONAL'S CANDIDATE'S CORNER

There currently is one candidate running for 2026 PHCC—National Vice President. Meet Tyler Arndt ... and watch for more messages from him in future issues.

"The PHCC Legislative Conference in Washington, D.C., earlier this month was a great reminder of the strength of our association and the importance of showing up for our industry. There was an incredible level of energy and excitement throughout the event, especially from many first-time attendees who left inspired and eager to return. Bringing contractors, industry leaders, and members together to advocate for the trades reinforces how much we can accomplish when we work as one voice. Events like this prove that PHCC is strongest when members are engaged, connected, and willing to lead. Together, we truly can make a difference for the future of our industry."

The election will take place at the 2026 PHCC Annual Business Meeting to be held on Tuesday, October 20, at CONNECT 2026 in Milwaukee, Wisconsin.



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PHCC Announces Retirement of CEO Cindy Sheridan, Selects Dan Quinonez as Next CEO



The Plumbing-Heating-Cooling Contractors—National Association announced today that Chief Executive Officer Cindy Sheridan, CAE, will retire at the end of 2026.

During a PHCC Board of Directors meeting on May 7, the board unanimously selected PHCC Chief Operating Officer and PHCC Educational Foundation Executive Director Dan Quinonez as her successor. Quinonez will assume the CEO position on Nov. 1, with Sheridan serving in an advisory role during the transition.

"This succession plan ensures a smooth transition and continuity for the organization," said PHCC President Jason Pritchard. "We value Cindy's many contributions to the organization as a strong and steady leader, as well as a highly respected professional in the industry. We wish her all the best in the next phase of her life."

"At the same time, we are excited to elevate Dan to the top staff position at PHCC," Pritchard added. "Over the past three years, Dan has established solid relationships and earned trust throughout the organization. With his strong industry knowledge and proven leadership skills, he brings the experience and vision needed to seamlessly guide PHCC into the future."

Sheridan's legacy as PHCC's first female CEO has been shaped by a commitment to collaboration and alignment across PHCC and the plumbing and HVACR profession. Her many accomplishments include elevating PHCC's profile across the industry; advancing workforce development initiatives; creating critical resources to help contractors grow their businesses; and streamlining PHCC's internal processes.

A Certified Association Executive with more than 40 years of association management experience, Sheridan became PHCC CEO in January 2023. Before that, she served as the PHCC Educational Foundation Chief Operating Officer. She joined PHCC in 2000, overseeing membership and chapter relations.

In her role with the Foundation, Sheridan spearheaded a "Get the Lead Out Plumbing Consortium" lead-free education campaign, which reached 4,000 industry professionals. She also launched the PHCC Academy® as an online apprentice training program, which has grown into a premier resource for industry education.

"It has been a privilege and honor to be trusted to lead PHCC and work with our incredible members," Sheridan said. "I am grateful to work with a team of creative and talented professionals who are dedicated to improving the plumbing and HVACR industry and our members' businesses."

"Dan has the integrity and background to lead PHCC into the future," she added. "I look forward to working closely with him during the transition."

Before joining the PHCC Educational Foundation, Quinonez served as Executive Director for both the Roof Coatings Manufacturers Association (RCMA) and the Professional Electrical Apparatus Reconditioning League (PEARL). He brings more than 20 years of experience as a national spokesperson and association leader across three industries — food manufacturing, roofing, and the trades.

Since taking the helm at the PHCC Educational Foundation — while simultaneously serving as Chief Operating Officer of PHCC since November 2024 — Quinonez has delivered results at every turn. Under his leadership, the Foundation achieved a record year for scholarship awards, forged elevated partnerships with the SkillsUSA

PHCC New CEO continued

Championship and WorldSkills competition, and completely reimagined its National HVAC Apprenticeship Contest. He spearheaded a major expansion of the PHCC Academy, launched a strategic public relations initiative that dramatically raised the Foundation's industry profile, grew the endowment by \$3 million, and drove more than \$2 million in Academy sales — all within just three years.

"I look forward to stepping into the PHCC CEO role as the organization looks ahead to its next chapter," Quinonez said. "There are exciting opportunities ahead for PHCC. By working closely with our members, state and local chapters, and industry partners, we will continue strengthening the association and creating new avenues for growth that benefit both our members and the industry."

Save the Date West River Golf Tournament

Thursday, September 10, 2026

Elkhorn Ridge Golf Course,
Spearfish, SD

9 Hole Scramble
Shotgun Start at 2pm



Join PHCC's New Visionary Peer Groups!

Elevate Your Business in 2026

Now is the time to sign up for a PHCC Peer Group. These groups were developed specifically for PHCC's service and repair business owners and general managers who want to elevate performance and drive real results.

Each peer group meets monthly via Zoom with an experienced business coach to exchange ideas, solve problems, and sharpen strategies in critical areas such as:

- Business growth and profitability
- Leadership and team management
- Operations and efficiency
- Customer service and innovation

DON'T WAIT - spaces are limited and filling quickly. Join a community of forward-thinking professionals who are ready to learn, share and thrive together.

Participation fee is \$179 per month, which covers facilitator fees, educational development, support and follow-up documentation. To register for this new PHCC member benefit, go to phccweb.org/peers.

For questions or more information, contact Beth Dobkin at dobkin@naphcc.org or 916-835-5013.



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OCT. 19-22

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EXPLORE EDUCATIONAL
SESSIONS



What you'll learn:

- Why customers may be overlooking your business online.
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- Hands-on pricing strategies using *your* real numbers.
- Why estimating systems fail (and how to fix them).
- How AI and automation can help you stay connected with past customers ... without adding more to your workload.

**Register By Aug. 8 to Save
With Early Bird Pricing!**

REGISTER BEFORE PRICES INCREASE

From the Executive's Desk

By Kristie Brunick

Two "Creating Super Foremen" Classes with Kirk Alter to be held in August

Back by popular demand...Kirk Alter will return to SD to do another round of Classes. If you were unable to attend one last year, this is your chance to take advantage to an incredible opportunity. Kirk brings a unique teaching style that actively engages attendees while delivering valuable content. You will leave with a wealth of information and a fresh perspective.

We have 2 "Creating Super Foremen" classes scheduled in August - one in Sioux Falls and one in Rapid City. See pages 7 & 8 for more information.

East River Golf Tournament

The East River Golf Tournament is quickly approaching and will be held on Thursday, June 25 at Grand Falls Casino. There are still a few golf team spots available and some sponsorship opportunities left. Don't miss this fun event! Check out pages 5 & 6 for more information.

New "Train the Trainer" Course

PHCC Academy is excited to launch the "Trainer the Trainer" online course. This series of online classes was designed to help PHCC members better train their apprentices. Check out pages 11 & 12 for more information.

New PHCC Peer Groups

Have you ever wished you could share ideas and frustrations with someone who does the same work as you do? PHCC National's Peer Groups are designed to allow contractors to openly share their achievements and struggles with other contractors. Not only will you develop new friendships (with non competing companies) within the national association, but you will also gain valuable insight on how to improve your business. See page 24 for more information.

Legislative Conference

I had the privilege of traveling to Washington, DC to attend the PHCC National Legislative Conference in May. Brett and Tracy Kaltvedt joined me in visiting the offices of Senator Rounds and Representative Johnson. (Unfortunately, we were not able to schedule a time with Senator Thune's office. But we were able to drop off a packet of information). During our visits we had meaningful conversations focused around workforce development and energy.



Regarding workforce development, we urged our representatives to support funding and favorable policies for apprenticeships and technical education.

In regards to energy, we asked our lawmakers to support legislation that allows consumers to choose their energy source. We also asked that they back responsible energy policies that create consistency across the country.

I'm happy to report that our conversations were smooth and favorable as our representatives agree with our position on these issues. Check out pages 15 & 16 for the full recap story.



South Dakota Association of Plumbing-Heating-Cooling Contractors

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