There would seem to be three types of market recovery contractors; 1) existing contractors willing to expand their business lines to include market recovery sectors, 2) previously non-union contractors organized to do market recovery work, and 3) new contractors setting up business (with or without union assistance).

**Things to think about before you come and which will be discussed in the session:**

*How to encourage existing contractors to expand the sectors in which they bid?*  
- Is it problematic to have two workforces in the same company? Or is it better to form a second company?  
*How to organize non-union contractors to form a market recovery base?*  
*How to assist new contractors starting up in market recovery sectors?*  
- What about assisting members to become contractors?  
*Just as locals may find themselves with two groups of members (Building Trades & Market Recovery), might Chapters find themselves with two mirrored groups of contractors? Would this be manageable on the SMACNA side?*

**Featured Partnerships:**

- **NE Ohio** (Mike Coleman)  
- **N. New Jersey** (Joe Demark, BM LU25 & Ken Fritze, President, KF Mechanical)  
- **W. Washington** (Tim Carter & Julie Muller-Neff)  
- **Connecticut** (David Roche, BM LU40)