WHAT THE FUTURE HOLDS FOR PARTNERS

A look into the New Horizons Foundation’s Futures Study
NEW HORIZONS FOUNDATION
A Chance to Grow
An HVAC and Sheet Metal Industry Initiative™
Providing Vision and Leadership for the Future of the HVAC and Sheet Metal Industry

THE HVAC AND SHEET METAL INDUSTRY FUTURES STUDY UPDATE 2016
NATIONAL DEMAND FOR HVAC SERVICES

01 Growth in most areas and markets
02 Merger and acquisitions will increase
03 Internet of Things (IoT) and technology advances
NATIONAL DEMAND FOR HVAC SERVICES

04 The middle market challenge

05 Union construction business model

06 Workforce development
Net Zero movement
New systems and approaches
Engineers and manufactures
What’s the impact?
Energy use, not energy costs

Federal government

Private/real estate development

Building ratings
Multi-trade fab continues to grow

Workforce shortages drive demand

Schedule, quality and safety

Multi-trade fab continues to grow
Are we able to embrace being a factory?

Are SMACNA contractors investing in the future?

Jurisdiction in multi-trade fab

Are we able to embrace being a factory?

Do we separate into fabricators and installers?
Great BIM is an expectation, not an option

We have competitors

Design becomes BIM
What is it?

Who uses it?

Trend

Does this favor union contractors?
SOLUTIONS-FIRST

- Engineering
- Building information modeling (BIM)
- Energy modeling
- Off-site/pre-fabrication
- Construction
- Commissioning
- Operations & maintenance
- 24/7 Service
Are contractors willing to expand their scope of services?

Are we ready to play?

Don’t be a Swiss watch when everyone is wearing Apple watches!
The secret of getting ahead is getting started.

MARK TWAIN

It always seems impossible until it's done.

NELSON MANDELA

There are risks and costs to action. But they are far less than the long range risks of...inaction.

JOHN F. KENNEDY