



**Time:** 8:00 a.m. - 9:00 a.m.  
**Session:** Market Recovery: A Whole New World?  
**Speaker:** Michael Gaffney  
**Room:** Sabal E

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)