

**PARTNERS IN PROGRESS**

**ALL IN 2020**

SHEET METAL | AIR | RAIL | TRANSPORTATION  
**SMART**





# DAVE ROCHE

SECRETARY/TREASURER  
ROOFING & BUILDING ENCLOSURE  
COUNCIL





# MARK CURTIS

SMART  
INTERNATIONAL REPRESENTATIVE  
ROOFING & ARCHITECTURAL METAL



# **SOPH DAVENBERRY**

**NEMIC  
CHIEF TECHNOLOGY OFFICER**



# DAN MCCALLUM

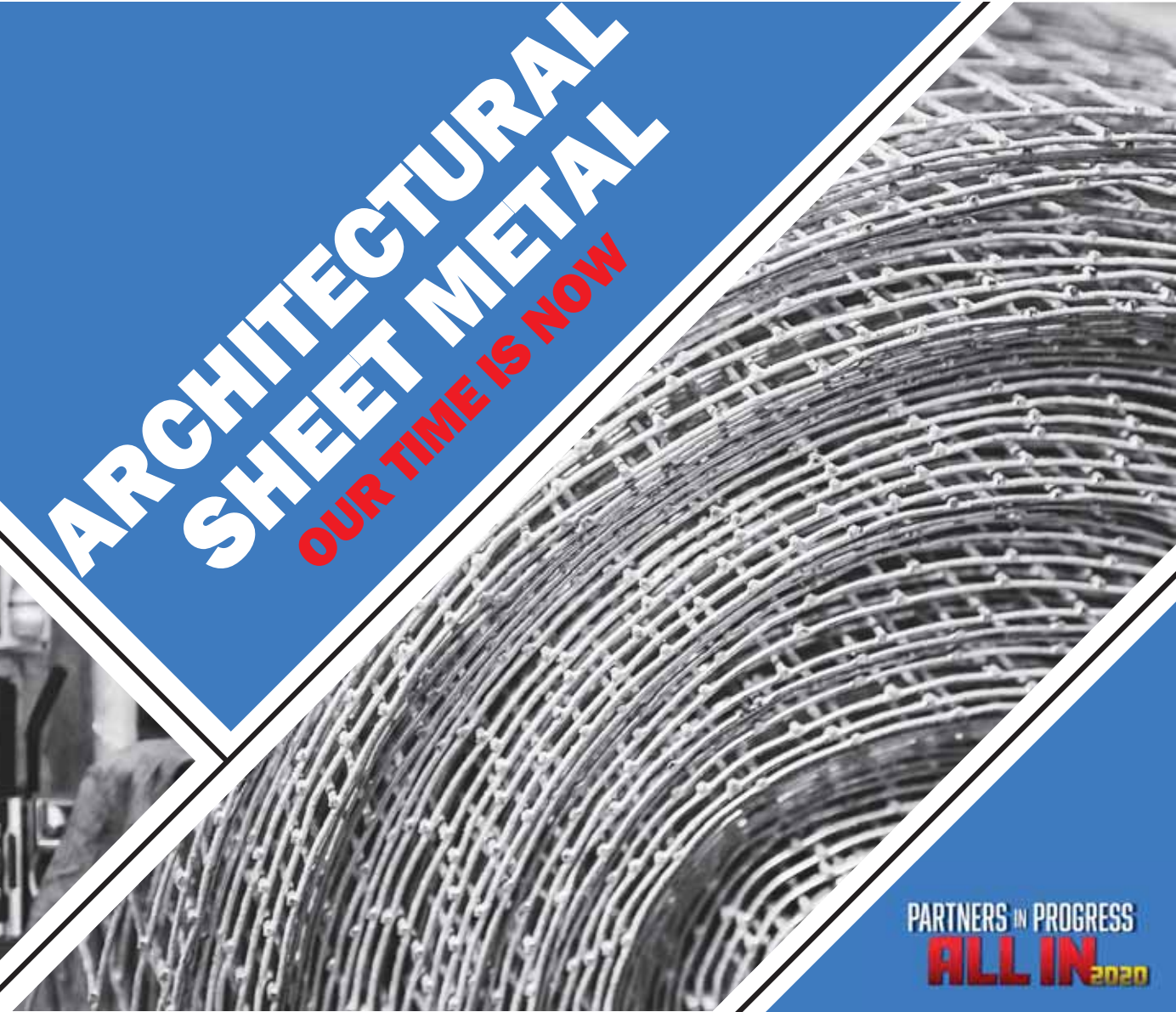
ITI  
ARCHITECTURAL METAL SPECIALIST





# ARCHITECTURAL SHEET METAL

**OUR TIME IS NOW**



PARTNERS IN PROGRESS  
**ALL IN** 2020



## ROOFING & BUILDING ENCLOSURE COUNCIL



- Established through recommendations from the 1<sup>st</sup> SMART General Convention in 2014
- Inaugural Meeting of Council- May 9, 2017
- Vision and Mission Statements
- Appointed standing committees on Training & Promotion
- Currently 58 affiliated SMART local unions throughout Canada and the United States

PARTNERS IN PROGRESS  
**ALL IN 2020**



## ROOFING & BUILDING ENCLOSURE COUNCIL



- **Vision:** That the Roofing and Architectural Sheet Metal members of SMART and our signatory contractors are recognized as the leaders in the Roofing and Building Envelope technology and expertise to capture, grow and retain market share in this sector of the construction industry.
- **Mission:** Through education, collaboration and marketing, develop and expand the knowledge, capabilities and capacity of SMART members and our signatory contractors and promote the vision of expanded market share and thus improving the quality of life for SMART members engaged in this sector of the construction industry.

PARTNERS IN PROGRESS  
**ALL IN 2020**



# ROOFING & BUILDING ENCLOSURE COUNCIL

## TRAINING COMMITTEE



- Survey Affiliates on amount of ASM Training in Apprenticeship
- Identified short falls in ASM Training
- Goal to Establish a Minimum 120 Hours Standardized ASM Training in Apprenticeship
- Working with Affiliated JATCs, NEMIC and ITI to create standardized lesson plans

PARTNERS IN PROGRESS  
**ALL IN 2020**

# ROOFING & BUILDING ENCLOSURE COUNCIL

## PROMOTION COMMITTEE



- Identify Target Audience
  - Owners
  - Architects (related Organizations)
  - General Contractors
  - SMART Signatory Contractors
  - SMART Members
  - Manufacturers
  - Suppliers

PARTNERS IN PROGRESS  
**ALL IN** 2020

# BUILDING RELATIONSHIPS

## ORGANIZATIONS

- Roofers Union (U.S.)
- International Institute of Building Enclosure Consultants (IIBEC)- Formerly RCI
- American Institute of Architects (AIA)- Internship
- Rainscreen Association in North America (RAiNA)
- National Roofing Contractors Association (NRCA)
- Canadian Roofing Contractors Association (CRCA)
- Copper Development Association (CDA)
- National Women in Roofing (NWIR)

## MANUFACTURERS & SUPPLIERS

- CENTRIA Panels
- SFS Intec
- Metl-Span
- WoodsPowrgrip
- Kingspan
- VaproShield
- DeWalt
- Milwaukee Tools





## RE-BRANDING

- Trade Show participation

- MetalCon
- AIA
- IIBEC
- Roof Expo
- Fabtech
- ASHRAE

- Advertising

- Metal Architectural
- Metal Construction News
- Snips
- Interface (IIBEC)
- 50/50 split on advertising cost with Signatory Contractors



- SMART CAPITAL can help Contractors to:
- Expand your current market share
- Expand your current offerings
- Take on larger, more complex projects
- Expand your geographic footprint
- Capital equipment assistance
- Business continuity services
- Bonding assistance
- Equipment leasing assistance
- Training

Rob Biedermann, Director, SMART Capital [rbiedermann@smart-union.org](mailto:rbiedermann@smart-union.org) 202-662-0819

PARTNERS IN PROGRESS  
**ALL IN 2020**



# INCENTIVE PROGRAM

Created in response to increased volume of work and skilled worker shortages

## SMART Bounty Incentive

- Can provide \$100-\$500 to a member who refers a Journey level or provisional Journey Level worker to the local.

## SMART Travel Incentive

- Can provide financial assistance for journey level workers travelling more than 100 miles outside their home local bargaining area

## Incentive Program Application

- Business Manager needs to contact Regional Director of Organizing
- Local must adopt the SMART Incentive Resolution

PARTNERS IN PROGRESS  
**ALL IN** 2020





# RECRUITMENT & RETENTION

The workforce of tomorrow will look be different than today's

## Non- Traditional Workers

- Women
- First Nations
- Immigrants

## Safe and Respectful Workplace

- Free of Discrimination, Bullying and Harassment

## Change in Culture

- 2019 Constitutional Changes against Discrimination, Bullying and Harassment.
- SMART Commitment to double the number off female members in 5 years
- SMART Diversity Training
- SMART MAP

PARTNERS IN PROGRESS  
**ALL IN** 2020

# WHAT THE HECK IS NEMIC?

3<sup>RD</sup> TRUST FUND, ALONGSIDE ITI AND SMOHIT



NATIONAL ENERGY MANAGEMENT INSTITUTE COMMITTEE

[www.nemiconline.org](http://www.nemiconline.org)

- NEMIC is parent organization for certifications
- ICB and TABB have ANSI-accredited certifications in TAB and Fire-Life Safety
- Currently offer a certification in Building Envelope Installer Technician



[www.tabbcertified.org](http://www.tabbcertified.org)

[www.icbcertified.org](http://www.icbcertified.org)

PARTNERS IN PROGRESS  
**ALL IN 2020**

# WHAT DOES THE BEIT COVER?

## FUNDAMENTALS IN ARCHITECTURAL SHEET METAL



Building enclosure is more than architectural metal panels

- Nearly 20 domains, including:
  - Properties of metal architectural components
  - Architectural project planning and execution
  - Building enclosure components and connections
  - Wall assemblies and building science principles
- Only non-manufacturer certification in architectural sheet metal (but for how long?)
- Not ANSI accredited... yet



# BEIT NOW

## ARCH SHEET METAL

- Plumb, Level, Square: our skills to create custom shapes make most anything look good
- Sheet metal one of many crafts performing exterior finishes
- May not “own” the whole assembly, but install is a point of expensive rework if needed due to substrate failures

# BEIT FUTURE

## BUILDING ENCL SYSTEM

- ANSI accredited
- Subject Matter Experts from broad range of building enclosure community
- Standard for installers who understand and build systems that work
- Testing of enclosure early in project provides data for better HVAC system design

# 3 CORES FOR ENERGY EFFICIENCY

## LIGHTING, BUILDING ENCLOSURE, HVAC



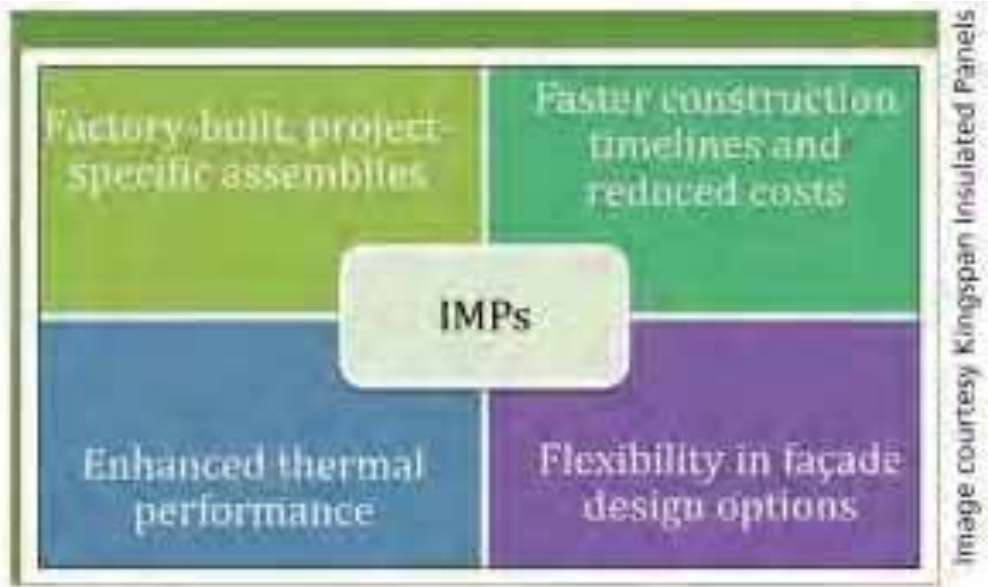
What industry spans both building enclosures and HVAC? Hm...



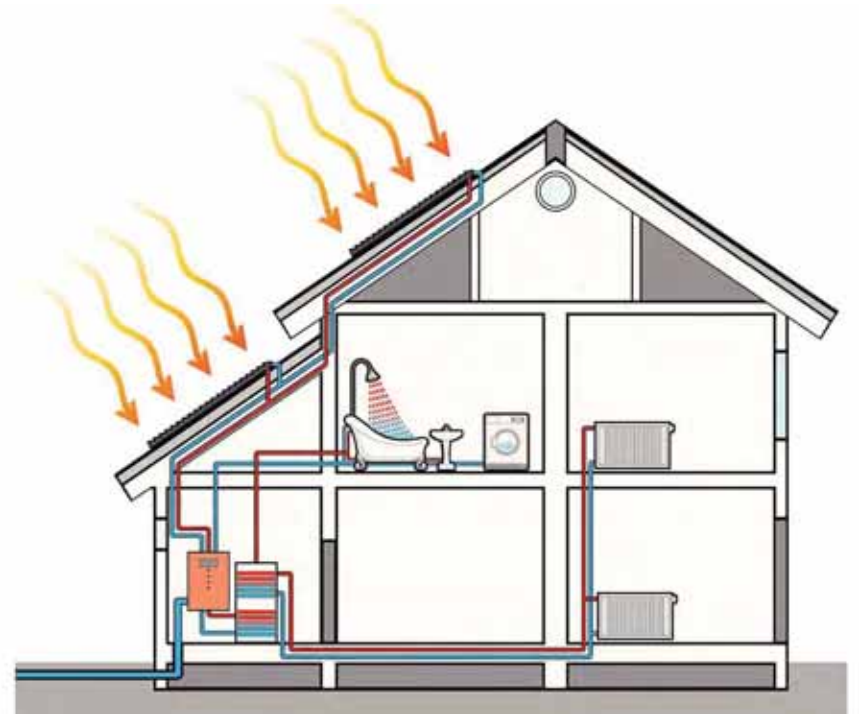
PARTNERS IN PROGRESS  
**ALL IN** 2020


# ARCHITECTURAL METAL PANELS

## ENERGY SAVINGS BEYOND THE WALL



*This diagram illustrates the major benefits of installing insulated metal panels (IMPs) from a design standpoint.*



The background is a blue-tinted photograph of a metal warehouse or stockpile. On the left side, there is a yellow geometric graphic consisting of a large triangle and a line. The text is centered in the upper half of the image.

**ARCHITECTURAL  
SHEET METAL -  
OUT TIME IS ...**





**NOW!**



# INTERNATIONAL TRAINING INSTITUTE (ITI)

Dan McCallum – Architectural Specialist

PARTNERS IN PROGRESS  
**ALL IN** 2020

20% of SMACNA's membership work in the Architectural Sheet Metal (ASM) Sector

% increases annually with the rise in demand for more exterior and interior architectural metal construction projects

“growth of the Architectural Sheet Metal (ASM) sector in the commercial/industrial building construction industry is ***hot and getting hotter***”

*Rich Pellar and John Kalkreuth*



Baby Boomer generation is retiring

2,000,000 less skilled workers over the next decade

not enough skilled and trained workers to fill an ever-increasing number of high-skill jobs

# RECRUITMENT and RETENTION

PARTNERS IN PROGRESS  
**ALL IN** 2020

TRAINING

TRAINING

TRAINING

PARTNERS IN PROGRESS  
**ALL IN** 2020

# **“STRIKE FORCE TRAINING” PROGRAM**

PARTNERS IN PROGRESS  
**ALL IN** 2020



Theoretical and practical, real experience,  
“hands-on” instruction that can be designed  
to train members on a specific product, system  
and or project”

- Insulated Metal Composite Architectural Wall Panel System with Integrated Window System
- Insulated Composite Backup Panels with Single Skin Metal Profile Cladding
- Metal Composite Material (MCM) “Rainscreen Cladding
- “TerraCotta” Ceramic Exterior Wall “Rainscreen” Cladding with Adjustable Sub-Framing Panel Attachment System
- Soldered Flat-Lock Seam Copper Metal Roof Fabrication and Installation
- Solderer Performance Testing for AWS B2.3:2018 Soldering Standard

- Las Vegas Convention Center
- Tampa International Airport
- Los Lunas Facebook Data Center
- LAX Airport Terminal Expansion
- Orange County Museum of Art

# GOULD MEMORIAL LIBRARY (THE BRONX)

PARTNERS IN PROGRESS  
**ALL IN** 2020



# **SHELL PENNSYLVANIA CHEMICAL ETHYLENE “CRACKER PLANT”**

**PARTNERS IN PROGRESS**  
**ALL IN 2020**



"you can no longer allow for an inconsistent level of skill throughout the system, **everyone** must be trained and competent in modern techniques of construction"

*Tom Zahner (A. Zahner Company)*

PARTNERS IN PROGRESS  
**ALL IN** 2020

# Q & A

PARTNERS IN PROGRESS  
**ALL IN** 2020

**PARTNERS IN PROGRESS**

**ALL IN 2020**

SHEET METAL | AIR | RAIL | TRANSPORTATION  
**SMART**

