

PREPARATION FOR SHEET METAL AND HVAC FUTURES STUDY WORKSHOP

Nate Scott and Clark Ellis of Continuum Advisory Group, who are working with the New Horizons Foundation, to update the Sheet Metal and HVAC Industry Futures Study, will be conducting an interactive workshop on Monday afternoon in St. Louis. They have provided the following guide for you to review prior to the workshop so that you are prepared for the discussions.

They have organized their analysis into four broad categories: technology, labor, energy efficiency and conservation and regulations. Please take a few minutes to read this and more importantly, spend some more time after reading it, really thinking about the questions, topics and ideas and how they are impacting your businesses and chapters today and how they may impact you in the future. Nate and Clark are looking forward to a productive workshop!

TECHNOLOGY

What changes in equipment technology and/or system types have had an effect on your business or organization in the last three years? Which of these changes are you worried about in the future? How have you adapted relative to these changes?

- *Examples could include higher efficiency units, higher efficiency components, various ductless systems gaining acceptance, more sophisticated control systems, etc.*

What changes in service and/or communication technology have had an effect on your business or organization in the last three years? Which of these changes are you worried about in the future? How have you adapted relative to these changes?

- *Examples could include remote monitoring for operating and maintenance of systems that reduces the need for after sale services and maintenance, various mobile technologies that allow jobsites to be monitored and measured more effectively and efficiently or allow owners and general contractors to monitor work being performed more easily, etc.*

What changes in design technology have had an effect on your business or organization in the last three years? Which of these changes are you worried about in the future? How have you adapted relative to these changes?

- *Examples could include the evolution of BIM from a unique system to a more standard process, the rise of integrated project delivery (IPD), the integration of more information into the design system or BIM model such as construction schedules, construction budgets and even building operations and maintenance, etc.*

LABOR

What trends have you observed related to the ability to attract and retain labor in the skilled trades, foremen and supervisory roles, construction managers, engineers, designers, estimators and other staff?

- *Is your business or organization limited in its growth or ability to deliver projects, products and services because you lack enough of the right people/roles/skills?*

How have the skill sets needed by your labor force changed over the last three years?

- *Are you seeing more of a need for workers who have good computer and technology skills, analytical skills, inspection, etc.?*

ENERGY EFFICIENCY AND CONSERVATION – SOLUTIONS SELLING

What are your customers concerns related to energy efficiency and conservation? How are these concerns evolving and what is driving this evolution?

- *Are they responding to the need to control costs, satisfy their customers by showing a commitment to conservation, satisfy their workforce by showing that same commitment, etc.?*

Are customers receptive to selling messages related to energy efficiency and conservation? Can you sell effectively focused on these issues?

- *What are the challenges that you face in selling energy efficiency and conservation? Is it the difficulty in justifying the initial investment cost with future savings?*
- *Are customers confused by the complex combination of financing and incentive options available?*

How effective have you been able to sell offering solutions based approaches? Are customers interested in all-encompassing energy management solutions? What are the characteristics of customers who are interested in these issues and approaches?

REGULATIONS

What regulations are having the most effect on your business or organization? How do Federal, State and Local regulations differ in magnitude and impact?

- *What areas of your business or organization are most affected by regulations: energy efficiency, health and safety, tax policy, etc.*

What current or potential regulations do you view as offering the biggest opportunity for your business?

How do Federal, State and Local regulations differ in how and how much they provide opportunities?

- *What areas provide the biggest opportunities: energy efficiency, indoor air quality, moisture control and air handling, health and safety, etc.*