



SMACNA Association Leadership Meeting

April 25-26, 2016
St. Louis, MO

AGENDA

Location

Monday, April 25, 2016

- I. Call to Order – 1:00 PM – SMACNA President Guy Gast**
A. Welcome and Self Introductions

**Concourse D
1st Floor**

- II. Facilitated Discussion/Workshop – Clark Ellis & Nate Scott, Continuum Consulting**
A. **Changes that will have the greatest impact on the sheet metal & HVAC industry over the next decade.** (Continuum Consulting is updating the Sheet Metal Industry Futures Study for the New Horizons Foundation. This discussion and your input will be incorporated into that report.)
Please review attached guide for your review prior to the workshop.

Adjourn for the day – 5:00 PM

Reception – 6:00 – 7:00 PM (dinner on your own)

**Lambert C & D
1st Floor**

Tuesday, April 26, 2016

Breakfast - 7:30 AM

Association Leadership Meeting Resumes – 8:00 AM

**Concourse D
1st Floor**

III. Discussion and Information Sharing

A. Technical Services Activities – Howard

1. SMACNA Standards, Guidelines, Manuals, Software and Apps
2. Technical Education Programs
3. Chapter Code Committees
4. Testing and Research Institute Initiatives
5. Open Discussion on Serving Members' Technical Needs & Future Technical, Standards and Code Activity Priorities

B. Education Programs and Market Sector Opportunities – Soles

1. Market Sector Councils Update – Projects and Issues
2. SMACNA Business Management and Education Programs
3. Change Order and Operations Manual Projects
4. Safety and Health Services
5. Potential E-Learning Opportunities
6. SMACNA Publications – Subscription Service for Members & Others
7. Open Discussion on Chapter Servicing Needs

C. Labor-Management Relations – Wyandt

1. Industry Bargaining
 - a. Bargaining Trends
 - b. SMART International Review of Local CBAs
2. SMACNA Resources for Bargainers
3. SMART/Industry Labor Issues Update
 - a. SMART Label App
 - b. Wage Equalization
 - c. SMART Establishment of Regional Council
 - d. Open Territory Declaration by SMART
4. Joint SMACNA-SMART Project on Market Research and Development – Mr. Sandusky
5. Open Discussion on Labor-Management Issues
 - a. Local Labor Management Cooperation Committees
 - i. Best Practices Programs to Assist Local Labor-Management Relations
 - b. Local Impact of SMART/Insulators Jurisdictional Dispute
 - c. Industry Defined Contribution Plans
 - d. Other Labor/Management Issues/Questions?

D. Public Policy Advocacy – Sandusky

1. Pension Reform
2. Energy Efficient Construction Incentives
3. Paid Time Off initiatives

Lunch

**Orly Room
1st Floor**

Association Leadership Meeting Resumes

**Concourse D
1st Floor**

IV. Open Forum

This is your opportunity to bring up anything else that is on your mind. So far, we have received questions and/or suggestions to have peer-to-peer discussion on the following issues. Let us know what else is on your mind.

- Preparing for your role as Chapter President
- What are the most important things a chapter can do for its members
- How can SMACNA and its chapters remain relevant to contractors
- What can be done to increase contractor participation in chapter activities
- Identifying and grooming future industry leaders
- Addressing manpower shortages in both craft and professional ranks
- Effective promotion of the union construction industry
- Strategies to mitigate withdrawal liability
- Promotion and use of LEAN Construction techniques

V. Adjournment – no later than 2:00 p.m.