NY Connection



Official Magazine for the New York State PHCC

Fall 2023

NYSPHCC LEGISLATIVE UPDATE

2023

PRSRT STD U.S. POSTAGE PAID HARRISBURG PA

President's Message

NYSPHCC Legislative Update 2023





We'll Make Sure You're Ready for Anything.

No matter the application, we've got a Built to be the Best' product to fit the job at hand. With innovative features, including exclusive Microban antimicrobial product protection, you can feel confident about every install when you choose Bradford White.

Microban' antimicrobial product protection helps prevent the growth of bacteria, mold and mildew that may affect the product. The built-in antimicrobial properties do not protect users or others from disease-causing organisms. Microban' is a registered trademark of Microban Products Company. ©2023, Bradford White Corporation. All rights reserved. BWPHNY0823



Built to be the Best







2023-2024 Executive Committee

President

Chris Tryjankowski PCS Heating & Plumbing 1 Carter St. Buffalo, NY 14220

Tele: 716-822-4302 Fax: 716-893-9657 Email: chris@pcsplumbing.com

First Vice-President

Ronald Doughty Williston Plumbing 201 Hillside Avenue Williston Park, NY 11596 Tele: 516-746-3353

Email: ron@willistonplumbing.com

Second Vice-President

Steve Reddy Niagara Plumbing & Mechanical 15 Hazelwood Drive, Suite 108 Amherst, NY 14228 Tele: 716-957 3904

Email: stever.npm@gmail.com

Secretary

Robert Greenberg, Evergreen Mechanical Corp. 892 East 141st Street Bronx, NY 10454 Tele: 718-292-1929 Email: rgreenberg@evergreenmech.com

Treasurer

Donald Powers Plumbing Help Now 345 Schultz Rd. West Seneca, NY 14224 Tele: 716-861-7337

Email: powersdonald@yahoo.com

Immediate Past President

Ryan Truncali Lakeville Place Mechanical, Inc. 215 W. Hoffman Ave., Suite 1 Lindenhurst, NY 11757 Tele: 631-226-8100 Fax: 631-226-7232

Executive Director

Dorothy Reddy PO Box 23 N. Tonawanda, NY 14120 Tele: 716-957-3387 Email: dreddy@nysphcc.org

Contents

Fall 2023 • Volume 19 Number 3

President's Message		
NYSPHCC Legislative Update 2023 What's the Purpose? Greywater Reuse Expected to see Rapid Growth I Couldn't Do It Alone Green Jobs?	10	
		14



page 7



For Advertising Information: Katie Cole, Advertising Manager 717-238-5751 X129 katie.cole@thinkgraphtech.com

President's Message



I hope everyone is having a wonderful Summer and enjoying the activities this season brings to New York State.

The service and construction industry locally seems to remain very active. The struggles to get qualified manpower are becoming an issue. I do think it may get worse in Western New York as the new football stadium begins construction.

Referring to the new stadium, the land clearing and excavation of the site have

begun, and they anticipate underground plumbing work to begin in late winter to early spring of 2024. The construction of a new stadium in Western New York is a once in a generation project. Many contractors are expressing interest but unsure exactly how much they can "bite off" on a project like that and still maintain their existing customer base. It will certainly be exciting once it opens. I may even go to a game.

The gas ban legislation is still looming. It seems that the last-minute change to include only new construction was a minor victory. We still need to see how this will all play out. The lawsuit in Berkely, California was certainly something to take notice of. We as small businesses and taxpayers need to continue to make our voice heard. Please write letters to the elected officials and make consumers aware of what is at stake. One of the other legislative issues of importance to us is the A4167 (Hunter)/S3539 (Breslin) bill that related to payment time and retainage amount withheld on construction jobs. This bill reduces retainage to 5% and limits the time for punch list and substantial completion. This bill is waiting for transmittal to the Governor for her review. The NYSPHCC will be

writing a letter asking the Governor to sign this legislation

I hope to see as many of you as possible at the National Convention, October 25th to 27th. PHCC Connect, 2023 in Cleveland, Ohio should be a very informative and collaborative event. The schedule of events includes many educational seminars, parties, plant & scenic tours, trade show, and the apprentice competition. The Rising Leaders initiative by National seems to have brought attention to the fact we need the next generation to get involved.

The announcement has been made for our 2024 NYS convention. We will be going to the brand new Sunseeker Resort in Port Charlotte Florida. Port Charlotte is a beautiful area, near Punta Gorda just North of Ft. Myers. Additional details to follow. Dorothy is working very hard to make this an informative and memorable event. Please consider attending.

As always, our goal is to grow the association and provide worthwhile services to members. If you know of a company in your region that could use the help of an organization like PHCC to make their business better, please pass along the information or have them contact Dorothy or myself and we'll get them everything they need.

I am always available for a conversation. Please feel free to contact me at any time. My email is chris.tryjankowski@pcsplumbing.com and my phone number is 716-822-4302.

Thank you,

Chris Tryjankowski

President NYSPHCC

New York State Local Associations

1. PHCC of Long Island

Mr. John DeLillo 510 Broadhollow Road Suite 305A Melville, NY 11747 Tele: 516-922-7688 www.phccli.org

2. Associated PHCC of Rochester New York

Mr. Joseph F. Tumia Tumia Plumbing Co, Inc. 6229 Ontario Center Road Ontario, NY 14519 Tele: 585-342-2300 Fax: 585-671-1208

3. WNY Association of Plumbing & Mechanical Contractors

Mr. Joseph Benedict Executive Director 2660 William Street Cheektowaga, NY 14227 Tele: 716-875-4626 Fax: 716-875-4412 jbenedict@conexbuff.com

4. Association of Contracting Plumbers of the City of New York

535 8th Ave 17th Floor, New York, NY 10018 Tele: 212-481-4580 Fax: 212-481-7185

Mr. Terence O'Brien

t.obrien@acpcny.com

5. Plumbing Contractors Association of Long Island

Mr. Richard Schaffer, Executive Secretary 816 Deer Park Avenue North Babylon, NY 11703 Tele: 631-422-2900

Fax: 631-422-0987 rich.suffolk@gmail.com



Get in touch with other contractors and suppliers in your area through these local chapters.



THERMAFORCE™ Super High Efficiency Platform is the Newest Whole Home Heating Solution

From space heating to domestic hot water, it's easier than ever to give homeowners a whole home heating solution that is simple, reliable and super high efficiency. ThermaForce™ is a single condensing platform for combi boiler, boiler and tankless water heaters designed for ultimate serviceability with four or five moving parts. Plus, its sleek European design, wireless cascading and patented labyrinth heat exchanger set it apart from the competition.









T&S IS HERE>

Contractors know how important it is to have the right resources in place — and so does T&S. That's why we offer a vast selection of high-quality plumbing products for a wide range of markets and applications, delivering world-class innovation and reliability when it matters most.

Learn more at tsbrass.com/markets.



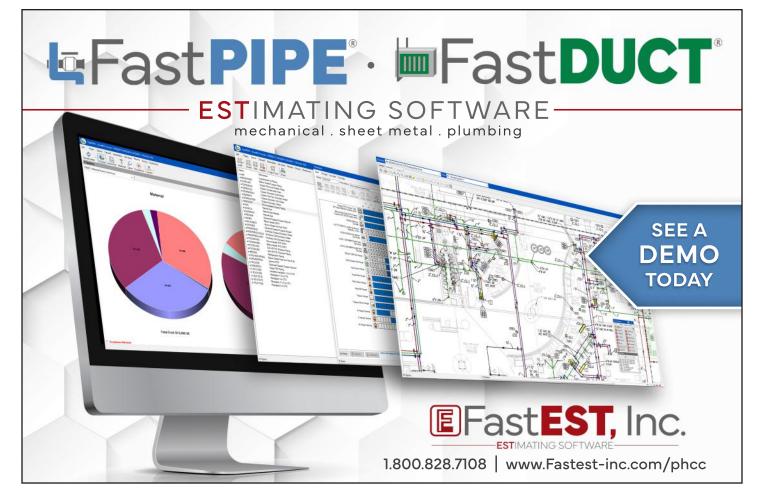


COMMERCIAL OFFICES

EDUCATION HEALTHCARE PUBLIC VENUES



T&S plumbing products represented in New York by: (Metro & Islands) Dellon Sales Company - 516-625-2626 (Eastern & Western) WMS Sales Inc. - 716-741-9575



NYSPHCC LEGISLATIVE UPDATE 2023

By: Nick Barella, Park Strategies, NYSPHCC Lobbyist

New York's Democratic-led Assembly worked through Saturday, June 10 adjourning at 4:28PM. The State Senate had already left after a late Friday night session, adjourning at 3:29AM. Assembly officials said there were still a number of local bills and other issues that weren't done being passed. So instead of concluding they packed it in for the weekend. The Assembly returned on Tuesday, June 21 to address unfinished parts of the people's business that were left behind when they left two weeks ago at the supposed end of their yearly session.

With the 2023 Legislative Session finally concluded, several key legislative initiatives were passed by both houses:

- The Governor and lawmakers agreed on one significant criminal justice policy change called the Clean Slate Act. Records for some criminal offenses will be sealed after a person convicted of a crime has served their time. Someone convicted of a misdemeanor would have to wait for three years before applying to get their records sealed; for felony convictions, they would have to wait eight years. Not all crimes are eligible. Not included are Class A felonies that are punished by a sentence of life in prison. Any conviction resulting in the person having to register as a sex offender are also excluded.
- The Senate and Assembly also created a new ninemember commission that will consider reparations from the negative effects of slavery, becoming the second state, after California, to create such an entity.
- Lawmakers also approved an updated version of a measure to define how families of victims of wrongful deaths can be awarded damages in civil court, after Governor Hochul earlier this year vetoed a previous bill.

An ambitious housing plan proposed by Hochul in her state budget failed when suburban lawmakers objected to a provision that would override local zoning laws in some cases. In the final days of the session, Democrats in the Senate and Assembly crafted a compromise package that would have revived an expired tax credit for developers who include some affordable housing in their building projects, help convert unused office space into homes, and include tenant protections known as the Good Cause Eviction measure. This time, it was Governor Hochul who rejected the plan.

LEGISLATION AFFECTING NYSPHCC:

This session there were several pieces of legislation that NYSPHCC was actively tracking and engaged in that would impact its members:

S3539 BRESLIN -- Relates to payment and retainage in construction contracts Same as A 4167 Hunter

AN ACT to amend the general business law, in relation to payment and retainage in construction contracts

SUMM: Amd §§756-a & 756-c, Gen Bus L Relates to payment and retainage in construction contracts; authorizes contractors to invoice owners upon substantial completion of a project.

PASSED BOTH HOUSES

This bill would revise the procedures for contract payment of retainage for owners, contractors, and subcontractors, and establish deadlines for the completion of all remaining items by the contractor and subcontractor. Within 45 days, the private owner shall submit to the contractor a written list specifying all items remaining to be completed by the contractor as stipulated in the contract. The contractor is required to provide to each subcontractor with a written list of all remaining items to be performed by the subcontractor no later than 5 business days.

The NYSPHCC supported this legislation along with the Empire State Subcontractors Association and the Subcontractors Trade Association. The bill awaits transmittal to the Governor and NYSPHCC will be issuing a letter asking the Governor to sign the bill.

S2016A KRUEGER -- Aligns utility regulation with state climate justice and emission reduction targets; and repeals certain provisions of the public service law relating to gas service and sale

Same as A 4592-A Fahy

AN ACT to amend the public service law, the public authorities law and the transportation corporations law, in relation to aligning utility regulation with state climate justice and emission reduction targets; to repeal section 66-b of the public service law relating to continuation of gas service; and to repeal section 66-g of the public service law relating to the sale of indigenous natural gas for generation of electricity

SUMM: Amd §§4, 5, 30, 31, 66 & 66-a, rpld §§66-b & 66-g, add §§66-w & 77-a, Pub Serv L; amd §1020-cc, Pub Auth L; amd §12, Transp Corps L Aligns utility regulation with state climate justice and emission reduction targets; repeals provisions relating to continuation of gas service; repeals provisions relating to the sale of indigenous natural gas for generation of electricity.

Sen. Cal no: 1627

This bill passed the Senate but was held in the Assembly Corporations Committee and not acted upon.

The purpose of the bill is to ensure that state regulation and oversight of gas utilities provides for the equitable achievement of the climate justice and emission reduction mandates set forth in the Climate Leadership and Community Protection Act (the "CLCPA"). This bill provides the Public Service Commission with the authority and direction to align gas utility regulation and gas system planning with the CLCPA's mandates. Specifically, the bill removes the legal basis and subsidies driving the expansion of gas systems and requires the commission to adopt rules to provide for the timely and strategic decarbonization and right-sizing of the gas distribution system in a just and affordable manner prioritizing lowto-moderate income customers and disadvantaged communities, and encouraging neighborhood-scale transitions.

S2481 HOYLMAN-SIGAL -- Relates to equal pay disclosure with respect to state contracts

No same as

AN ACT to amend the executive law, in relation to equal pay disclosure with respect to state contracts

SUMM: Add Art 15-D §§328-b - 328-d, Exec L Relates to equal pay disclosure with respect to state contracts.

This bill passed the Senate and no action was taken in the Assembly. NYSPHCC has concerns with the impact of this legislation.

This bill will require state contractors to disclose data on employee compensation by gender, race, ethnicity, and other relevant data.

S5422 RAMOS -- Relates to modular construction work

Same as A 2512 Dilan

AN ACT to amend the labor law, in relation to modular construction work

SUMM: Add §241-c, Lab L Relates to modular construction work; provides that modular construction shall comply with any existing municipal licensing requirements for all electrical, plumbing, and fire suppression work.

This bill passed the Senate but remained in the Assembly Labor Committee.

It requires that modular construction projects (whether units installed in buildings or new construction) comply with applicable local plumbing, gas piping, electrical, and fire suppression licensing requirements, whenever such final construction project is to be located in a city having a population of one million or more (NYC).

5475A JACKSON -- Relates to the inclusion of certain off-site custom fabrication as public work for the purposes of payment of prevailing wage

Same as A 373-A Bronson

AN ACT to amend the labor law, in relation to inclusion of certain off-site custom fabrication as public work for the purposes of payment of prevailing wage

SUMM: Amd §220, Lab L Ensures that construction and fabrication done off of a public work site for specific use only in a public work project be compensated at the prevailing wage rate.

This legislation did not move in either house.

This bill would provide that the prevailing wage law shall apply to the fabrication of exterior or interior wall panel systems, the fabrication of woodwork, cases, cabinets or counters and the fabrication of plumbing, heating, cooling, ventilation or exhaust duct systems, and mechanical insulation solely and specifically designed and engineered for installation in the construction, repair or renovation of a building which is the subject of a contract to which the state, a municipal corporation, a public benefit corporation or a commission appointed pursuant to law is a party.

S4006C/A3006C ELFA Article VII Budget Bill – Part RR new buildings to be zero-emissions:

Legislation that will have significant impact on NYSPHCC and its members passed both houses of the Legislature during the FY 2023/ 2024 budget process in early May. New York State lawmakers passed a prohibition on fossil fuel equipment and building systems in most new construction (S4006c/A3006c) that makes New York the first state in the nation to require essentially all new buildings to be all-electric. This was a key recommendation in the NYS Climate Action Council's Scoping Plan to require zero-emissions new construction to lower emissions from

the buildings sector, which accounts for 32 percent of statewide greenhouse gas emissions.

This new law only applies to new construction. existing buildings-including renovations, repairs, and equipment replacements —are not covered by the law. The requirements prohibit the installation of fossil fuel equipment and building systems—a new term defined in the law—and are phased in by building height. The prohibition starts in 2026 for new buildings up to 7 stories tall, except for commercial and industrial buildings larger than 100,000 square feet. In 2029, new buildings of all sizes—aside from the exemptions for certain uses listed in the bill—must be built without fossil fuel equipment. The law directs all-electric new construction to be implemented and enforced under the state energy code, which determines how buildings are built and designed to use energy. Last year, the Advanced Codes and Standards Law required that future energy codes be designed to achieve energy efficiency.

There are exemptions for allowing the installation and use of fossil-fuel equipment and building systems: for generation of emergency back-up power and standby power systems; a manufacturing facility, commercial food establishment, laboratory, car wash, laundromat, hospital, other medical facility; critical infrastructure, including but not limited to emergency management facilities, wastewater treatment facilities, and water treatment and pumping facilities, agricultural building, fuel cell system, or crematorium, as such terms are defined by the code council.

Public Service Commission (PSC):

On July 20, 2023, PSC staff reported that NYS in the coming years, NYS ratepayers will be are on the hook for an estimated \$43 billion in costs for programs to support the state's climate law. These costs include subsidies for nuclear power, onshore renewables, offshore wind, transmission lines into New York City, electric vehicle charging infrastructure, energy storage, heat pumps, energy efficiency and transmission upgrades. The \$43.7 billion in authorized costs will be recovered over several

years from utility ratepayers and includes some spending that was approved before passage of the state's climate law.

The PSC also approved new requirements and responsibilities for NYSERDA and the state's utilities to reset energy efficiency and building electrification programs. They're expected to craft a five-year program with a \$1 billion annual budget starting in 2025, while aggressively pursuing federal funding for heat pumps, weatherization, and other investments.

The New York Independent System Operator(NYSIO):

The state's independent grid operator has officially identified a shortfall of electric generating capacity for New York City in 2025, which will likely prevent some highly polluting power plants from retiring. The forecasted shortfall is driven by rising demand and the planned retirement of the fleet of older peaker power plants in response to state environmental rules aimed at reducing harmful co-pollutants in the downstate region.

NYSIO issued a 169-page report that identifies a need for 446 megawatts of electricity for nine hours during a peak demand day in 2025 when two generators or transmission lines are unexpectedly offline and the temperature hits 95 degrees. The shortfall would be even greater if the city experiences a more intense heatwave.

"The pace of play is not keeping up with pace of promises, and this report makes that clear," said Independent Power Producers of New York president and CEO Gavin Donohue, who represents the state's existing nuclear, renewable, and predominantly fossil fuel power plants. "This report should draw attention from state officials in shaping realistic public policies. I encourage the NYISO to identify solutions that are market-based so we can set ourselves on the pathway to a cleaner energy future, while maintaining the reliability of our grid at affordable rates."

In Memory

We regretfully announce the unexpected passing of two of our beloved contractor members.

Joe Kandefer, past president of the WNYPMCA, passed away on June 30, at the age of 69. A celebration of life was held at Wanakah Country Club with over 400 people attending.

ACPCNY past president and long-time industry leader Raymond Cardoza passed away in July, at the age of 56. Services will be held on August 13 and 14.

Both Joe and Ray were held in high esteem by all who knew them. Our thoughts and prayers are with their families during this difficult time.

What's the Purpose?

By: Cindy Sheridan

hy do we do what we do? What are our intentions? How does our next decision really improve the lives of our members, our employees, our customers? How does it better our organizations?

As I'm working with PHCC staff to steer decisions for our association and as you're making decisions for your business, we really need to ask ourselves some simple but crucial questions that allow us to craft our organizations' next steps around our intentions.

Finding Purpose

The theme of this issue of Solutions magazine is "Connecting You to All Things Plumbing and HVAC," and it occurs to me that connection and purpose are integral to each other. Purpose assumes connection, while connection is dependent on purpose. The question, then, is to give considerable thought to purpose because it can either be the cornerstone or weak link to the connection that occurs downstream from it.

To me, purpose is an intentional narrowing of focus ... a way of filtering out the extraneous to better concentrate on the essence of the purpose in question. When everything is as loud as everything else, nothing stands out.

Finding Inspiration from Apple

Several years ago, Apple created a video that explained its product strategy. Designing a new Apple product requires focus, and the first thing Apple asks itself is "What do we want people to feel?" While the focus in our industry looks a little different, the strategy should be the same. Like Apple, we need to craft around our intentions.

And it takes time. The people at Apple explain that they simplify; they perfect; and sometimes they even start over ... "until everything we touch enhances each life it touches. Only then, do we sign our work."

In the video, they also share about their process: "For every yes there are a thousand no's." Since becoming CEO of PHCC—National, I've been thinking about that statement a lot – as it applies internally to improving the organization as well as its implications for improvements and growth in the plumbing, heating, and cooling industry.



Internally, I am examining what PHCC does and how it accomplishes our goals. Are the purposes of our goals as focused as they can or should be? Why are we doing something? What are the assumptions? Is the purpose driving each goal as clear as it can be?

"For every yes, there are thousands no's" ... not out of contrariness but in the spirit of improvement. The well-thoughtout and distilled purpose indisputably clarifies how to reach the desired goal.

The same is true for our member contractors. Business goals are born of clear purposes. Are you attempting to do too much? Is your focus as clear as it should be? What are the essential purposes that drive your business forward? And to better focus on them, what necessarily needs less attention? Everything simply can't be as loud as everything else, or nothing will stand out.

The barrier – whether internally at PHCC or inside your own business – is that we all like to say "yes." It makes us feel better, and it makes our colleagues and partners happy. But at the same time, there's a good chance that it blurs essential purposes, if only by spreading ourselves too thin to properly focus on the areas that matter.

Cindy Sheridan, CAE is
Chief Executive Officer of
PHCC—National Association.
With decades of association
management experience
— most recently as the
Chief Operating Officer
of the PHCC Educational
Foundation — Sheridan and
her team work to ensure that



PHCC contractors are the best choice for professionalism, reliable products, and knowledgeable service.



Greywater Reuse Expected to see Rapid Growth

By: Anthony Vacchio- Safety Dept. Hamond Safety Mgt. & Neal Smith- Safety Dept. Hamond Safety Mgt.

ater has always been an extremely precious resource, but even more so in recent years as erratic and often unpredictable climatic variabilities have caused drought conditions across major regions of the United States. Large cities, primarily in the west and southwest, may find themselves desperate to find water for their populations as protracted dry spells have become more common than ever before.

A growing emphasis on preserving the environment while conserving and using all of earth's resources wisely has dovetailed with the water crisis to stimulate recycling programs of all kinds nationwide. One such initiative deals with capturing residential wastewater to be reused productively by not allowing it to simply go down the drain. This is an overlooked asset that has the potential to have a significant positive impact on water-starved regions of the country.

Known as greywater, it is relatively clean wastewater used in bathtubs, showers, sinks, washing machines, dishwashers, and utility tubs. According to a recent Washington Post article, "In the United States, where the average household uses more than 300 gallons of water a day, one of the greatest untapped resources is greywater. Recycling this discharge won't make it suitable as drinking water, but it can be reused in multiple

ways, cutting a home's overall waste usage by as much as 40 percent by some estimates."

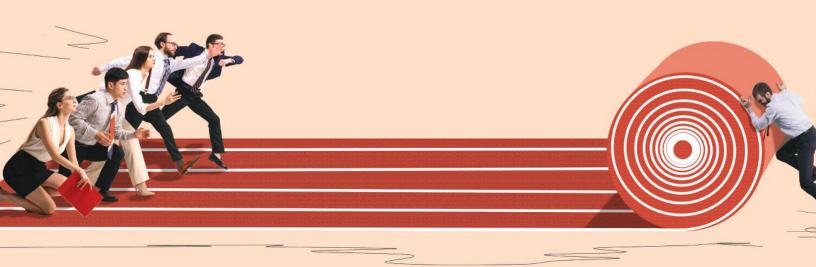
Analysts predict that the greywater recycling system global market will expand significantly in the coming years, spurred by increasing awareness of water conservation and sustainability. The market size is growing at a compound annual growth rate (CAGR) of 9.7% from 2021 to 2028 and the trend may be attributed to the adoption of green building codes and the surging world population, which is projected to increase from the current 8 billion to 9.7 billion by 2050.

Even relatively water-rich New York State (when compared to some western states) has seen unusually dry conditions recently with "drought monitor" information becoming a common segment in local television weather forecasting so it too could benefit from greywater recycling. Systems that collect and treat greywater are becoming increasingly popular for reuse in non-potable employments such as irrigation or toilet flushing.

Greywater recycling systems are divided into two types: gravity-fed and pumped systems, both of which may be used in residential, commercial, and industrial applications. The residential sector is expected to become the largest segment by far and eventually will dominate the market. At this time, however, only one major city in the U.S., Tucson, Arizona, requires that greywater recycling systems be installed in all new residential dwelling units.

(Continued on page 15)

I Couldn't Do It Alone.



By: Dave Frame

hen my father handed me the keys to our family's company, it became clear that running a small business required wearing many hats, making it really difficult to be an expert at any of them!

I realized then and there that I couldn't do it alone. I got involved in my local PHCC chapter to find out who everyone else was using in terms of bankers, lawyers, accountants, etc. I didn't have to reinvent the wheel on best practices regarding hiring and marketing and so much more. There were people who had the resources I needed, and there was no way – and no need – for me to figure things out all by myself.

That really is how PHCC got its start. More than 140 years ago, 125 concerned contractors gathered to do what they couldn't do alone. These master plumbers were determined to take control of economic forces that threatened their profession and the health and safety of a nation. They proved that their collective voice was much more powerful than their individual ones.

Best Practices From Peers, Experts

I was recently reminded of the power of industry forces coming together. At two Collective Bargaining Seminars offered in Illinois by PHCC's Union-Affiliated Contractors (UAC), I saw like-minded contractors, chapter executives, and management industry leaders gather and willingly share best practices on how to effectively prepare for collective bargaining agreement negotiations. These events were examples of collaboration at its best, with the UAC, PHCC of Illinois, and PCA of Greater Chicago working

together to offer these first UAC in-person meetings in about three years.

Your Own Intelligence Department

PHCC's 2023 Contractor Confidence Index results revealed that many of our member contractors are worried about things like economic uncertainty, healthcare benefits, inflation, interest rates, recent bank failures, and the like. I hope you're reading those monthly Insta-Intel reports from PHCC's Business Intelligence Department, because its members-only resources are providing strategies and best practices that can help you avoid the negative impacts of these issues on your business.

Most contractors don't have in-house resources to stay on the pulse of these types of factors on their businesses, but — as a member — you have through our BI department what you couldn't have alone: knowledge on what's happening in today's environment so that you're equipped on how to respond.

New HVAC Training Coming Soon

I'm really excited about the brand-new HVACR offerings from the PHCC Educational Foundation (see page 20). Both PHCC and the Foundation have pulled together a team to develop a new online HVACR training program, not only providing effective resources to current members but helping non-members realize the value of joining PHCC.

And again, these are courses that most individual contractors couldn't provide alone. Foundation Chairman Kevin Tindall recently shared that that's why he is so grateful for contractor support for the Foundation ... because "individual contractors and even most PHCC

chapters don't have the resources available to create programs like these."

Strength in Numbers on Capitol Hill

A prime example of strength in numbers within PHCC is our annual Legislative Conference. Alone, you could never make the impact needed to influence our nation's decision-makers on issues that impact your business. But, together, each year we have a strong delegation of PHCC members, chapter executives, and industry partners joining their voices on Capitol Hill.

At the Legislative Conference in May, we had nearly 100 representatives meeting with policymakers on the need to protect America's energy future through fuel choice, the costs and realities of building electrification, and the importance of legislative support for workforce programs and registered apprenticeships. That made a big difference!

Priceless CONNECTions with Your People

Of course, your best opportunity all year long to benefit from the collective knowledge of like-minded professionals is at PHCCCONNECT2023, Oct. 25-27, in Cleveland, Ohio (see page 28). We'd love for you to join us! I can honestly say that — even after 43 years in this business — I get so much out of CONNECT every year, and my son and daughter

have grown up going to this event and now are the ones leading our business. It's where learning happens. It's where growing happens. It's where preparing happens.

And the best part is that you're experiencing it together with the people who know this business, your challenges, the latest products, or maybe a business strategy you hadn't yet considered. It's where you can work on your business with all the right people and resources ... at one time, in one place. It's where you can accomplish so much more in three days than you could ever achieve alone.



PHCC—National Association President Dave Frame is CEO of Bob Frame Plumbing Services, Inc., a fourthgeneration family business in South Bend, Indiana.





ACT NOW

phccweb.org/connect 800-533-7694



- Inspiring Keynote Speakers
- 20+ Education Sessions
- Interactive Product & Technology Showcase
- NEW: Product demos and education on the trade show floor
- Behind-the-Scenes Tours of Leading Industry Companies
- Workforce Development Breakfast
- ♦ Women in Industry Luncheon
- Rising Leaders Summit
- Pre-Conference Finance Bootcamp
- Plus, experience an unforgettable closing event at the Rock & Roll Hall of Fame!





By: Mark Valentini, PHCC Director of Legislative Affairs

ossil fuel bans in new construction, in addition to bans on gas and liquid fuel appliances in the states that are implementing these policies will impact roughly one quarter of the U.S. population (and about one-fifth of PHCC contractors) by the end of this decade at the current trajectory. The impact will be felt first in residential dwellings, and subsequently commercial buildings as policymakers recognize the challenges in electrifying skyscrapers, industrial facilities, commercial kitchens, etc.

PHCC has worked vigorously to reason with legislators at the state and federal level. Nobody disputes the need to protect our environment and reduce carbon emissions, but the reality is the energy grid lacks the capacity to meet demand, it will be expensive, and we don't have the workforce to implement these policies with the aggressive timelines presented. Furthermore, the efficiency and reliability of gas products are undeniable, be it boilers, gas water heaters and tankless systems, furnaces, and ovens. Natural gas offsets electricity use, which helps sustain both the energy grid and American pocketbooks.

Nonetheless, momentum is moving toward an electrified future and contractors need to be prepared. The Inflation Reduction Act is providing billions of dollars in rebates, tax incentives, and training grants to shift market demand toward heat pump appliances; that demand will be exacerbated by existing and proposed bans on fossil fuel use where applicable. Make no mistake, PHCC will continue educating policymakers and consumers on the realities of building electrification, the importance of consumer energy choice and the need for a diverse national energy portfolio that includes the use of natural gas and liquid fuels for a high quality of life and comfort.

The workforce component of this policy trend is

paramount. Advocates for an electrified future envision new "good-paying green jobs" which sounds terrific, but what exactly is a "green job?" Does a "green job" entail building out the electric grid or performing panel upgrades to homes to handle the increased demand for electricity? Does it include installing, servicing and repairing heat pump climate systems and water heaters? If you're reading this, I bet you employ someone who might already do this kind of work. In fact, I'll bet you don't employ enough people who do this kind of work. I bet those jobs have always paid pretty damn well.

The question is, are these "good-paying green jobs" exclusive only to the service, installation and repair of electric products and heat pumps to the exclusion of other skillsets that are not "green?" If you're a plumbing contractor, are you going hire someone that only knows heat pump water heaters but can't service a gas boiler, or only offer heat pump water heating equipment for sale and installation? If you're an HVAC contractor, are you going to hire someone that only services heat pump systems or otherwise refuse to sell or service gas equipment?

Contractors need employees with a holistic skillset, and they need diverse product and service offerings if they want to be profitable. In fact, in many states not being able to demonstrate a holistic skillset could prevent a person from getting licensed. Yes, people who seek "green jobs" need to learn about heat pump products as they become increasingly prevalent but, in the meantime, they'll need to learn about the "dirty" jobs if they want to be employable. They'll need to fix Ms. Johnson's gas furnace in the morning before heading over to the Jones' house to replace a heat pump later that afternoon. They'll need to learn to properly vent either gas or heat pump water heaters. They'll need to dig trenches for sewage pipes and work with PVC which the EPA is considering classifying as hazardous waste when its discarded. They'll need to work

with chemicals like refrigerants, cleaners and adhesives. They'll need to learn welding and brazing. They'll need to work in cramped spaces, smoky spaces, smelly spaces, hot spaces, cold spaces, humid spaces, all while being exposed to all sorts of elements.

"Green jobs" aren't as green as electrification proponents think, but the work is essential and demands a skilled pair of hands. We should invite anyone who promotes "green jobs" to enroll in a program to learn those skills because those "green jobs" have existed for years and are ready for the taking; there's no need to wait for more laws and regulations before applying, they can start today and will be welcomed with open arms.



Mark Valentini, PHCC Director of Legislative Affairs

Greywater Reuse Expected to see Rapid Growth (Continued from page 11)

In practical terms, greywater recycling is still in its infancy as many municipalities across the country still ban them altogether or have strict ordinances with specific installation requirements to prevent contamination of the structure's main water supply. Moreover, retrofitting a greywater system into an existing home may require substantial work, including disassembling drywall and replumbing fixtures, which can be both stressful for the occupants and costly.

Greywater capture and reuse in New York inevitably will require the plumbing community's expertise so planning for this eventuality should be done sooner rather than later and, like any new technology or process, training will be required. This specialty could become a lucrative aspect of the trade at some point, however, as younger environmentally conscious consumers are able to afford to build or rehabilitate homes with features that will repurpose used water that traditionally has been wasted. This will be a trend that should positively impact the plumbing industry for decades to come.



FLOODS CANHAPPEN AT ANY MOMENT

As a contractor, you know that your reputation hinges on delivering exceptional results, even in the face of unexpected challenges. When it comes to safeguarding your clients' homes from flooding and water damage, trust our state-of-the-art **Ion Technologies Battery Backup Systems** to exceed expectations.



(815) 886-9200 | WWW.IONPRODUCTS.NET

CALL NOW OR VISIT OUR WEBSITE TO LEARN MORE.





