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March 2018 Newsletter

- March is National Ladder Month
- 9 Hot Marketing Tips
- MENTOR announces corporate excellence in youth mentoring award
- Free Success Day March 7, 2018 Fort Indiana
- International Roundtable New Orleans April 4-6

Message from President Bill Krestakos



Greetings MIACCA Members. As we make our way into 2018 and getting back on our feet after a lack of an Executive Director, the board is stepping up with increased monthly meetings that will be held the third Wednesday of each month at our office at 602 W. Ionia, Lansing, MI 48933 at 1:00 p.m. If your schedule allows, please join us. We are pursuing new board members along with members who would like to be part of a committee. We currently have seven active members but as we develop strategies for educational outreach and workforce development. As we start our regrowth, we need other passionate individuals to help us succeed. MIACCA will have a booth at the Bryant Dealer Meeting at the Detroit MGM from 5-7 p.m. on March 8th. She will also be at the MEECA Gala at the Kellogg Center on March 6th, If you are at either one of these events, please stop by and introduce yourself to M.J. Also, if you would like more information on joining our board of directors or committees, please contact M.J. We look forward to hearing from you!

Message from Executive Director M.J. D'Smith



Happy March Madness Members! I was fortunate to be able to attend the ACCA conference in Washington D.C. February 12-14th. It was a great opportunity for me to learn the industry by attending various sessions from business development & financial strategies, along with technical sessions. I was able to do successful networking with vendors and meeting with the staff and board of ACCA. MIACCA will be working with ACCA to develop ways of student outreach and work force development together. It was great to meet some of our Ferris State University students who were the only University that had a chapter of ACCA attend the conference and have an educational booth. They are the future of our profession and one of my goals is to recruit more students from other institutions to get involved in MIACCA. If you are interested in helping with student outreach or have workforce development ideas, please contact me at mjdsmith@miacca.org

Michigan Legislative & Regulatory Update

What is a violation of the Skilled Trades Regulation Act?

The Bureau of Construction Codes (Bureau) has published the [Complaint Documentation](#) PowerPoint presentation for inspector continuing education credit. In which it identifies violation of the Skilled Trades Regulation Act, 2016 PA 407 (STRA). Sec. 607 of the STRA states that violations include:

- (a) Practices fraud or deceit in obtaining a license.
- (b) Practices fraud, deceit, or dishonesty in practicing an occupation.
- (c) Violates a rule of conduct of an occupation.
- (d) Demonstrates a lack of good moral character.
- (e) Commits an act of gross negligence in practicing an occupation.
- (f) Practices false advertising.
- (g) Commits an act that demonstrates incompetence.
- (h) Violates any other provision of this act or a rule promulgated under this act for which a penalty is not otherwise prescribed.
- (i) Fails to comply with a subpoena issued under this act.
- (j) Fails to respond to a citation under section 539.
- (k) Violates or fails to comply with a final order issued by a board, including a stipulation, settlement agreement, or a citation.
- (l) Aids or abets another person in the unlicensed practice of an occupation.

In the upcoming newsletter issues MIACCA will be giving examples of the above violations in order to help the reader understand what the STRA requires and what the Bureau will be looking for if a complaint is filed. If you need specific information sooner, please email mjdsmith@miacca.org.

Update on HB 5376 – Required Code Advisory Committees

The Bureau of Construction Codes (Bureau) met last month with interested parties regarding HB 5376. At which time the Bureau presented its document titled [“The Rule Promulgation Process \(Old Process v. New Process\)”](#) in support of its position. MIACCA continues to support HB 5376 along with more mechanical contractor involvement in the regulating of the mechanical industry.

Michigan Public Service Commission proposes rule changes to Standards and Billing Practices.

The Draft Rules were approved by the Office of Regulatory Reinvention for the Department of Licensing and Regulatory Affairs - Public Service Commission. Titled: [Consumer Standards And Billing Practices For Electric And Gas Residential Service](#) (ORR ID: 2018-001 LR). With utilities now being allowed to offer on-bill financing and charges other value added products and services (OVAPS), the way a utility bills the customer and then allowed to disconnect utility service for non-payment is now more relevant to MIACCA members. The utilities should not have any more advantages in collecting money for non-utility product or services than any other non-utility business.

House hearing on public utility rate of return

HB 5194, introduced by Rep. Glenn, is a bill that, as introduced, would require the Michigan Public Service Commission to regularly review a public utility's actual rate of return and refund excessive amounts. The House Energy Policy Standing Committee is scheduled to hold a hearing on March 6, 2018.



National Ladder Safety Month

Mark Your Calendar - March is National Ladder Safety Month Every year over 300 people die in ladder-related accidents, and thousands suffer disabling injuries. Mark your calendar to join the [American Ladder Institute \(ALI\)](#) in celebrating the first ever National Ladder Safety Month, designed to raise awareness of ladder safety and to decrease the number of ladder-related injuries and fatalities.

National Ladder Safety Month is the only movement dedicated exclusively to the promotion of ladder safety, at home and at work. During March 2018, National Ladder Safety Month will bring heightened awareness to the importance of the safe use of ladders through resources, training and a national dialogue. Learn more about how to participate and help promote National Ladder Safety Month [by visiting this page](#).



The [2018 Committee Action Hearings](#) are on April 15–25, 2018, in Columbus, Ohio. The hearings offer code and fire officials, architects, builders, engineers, and plumbing, mechanical and energy conservation professionals the opportunity to debate proposed changes to the Group A International Codes®. The hearings are free to attend, but preregistration is recommended. [Sign up today](#)



9 Hot Marketing Tips in 9 Minutes



Got a little time for a lot of goodness? [Click to watch](#) a rapid-fire video of 9 contractor marketing tips right now, including:

- What's the absolute best day and time to send an email?
 - The "2-word upsell" that can add \$1,000 to any sale.
- Instant "Facebook Five" content that rakes in followers and leads.
 - The 7-sentence Contractor Marketing Plan.

[Go grab it now](#), plus neat **bonus material**, all yours in this [super-short video](#).



ACCA Announces 2018-2019 Board Members

[Click here for announcement](#)

ACCA Presents Tom Jackson of Jackson Systems with Distinguished Service Award

The Air Conditioning Contractors of America (ACCA) presents the association's Distinguished Service Award to Tom Jackson, Chief Executive Officer of Jackson Systems in Indianapolis, Indiana. The Distinguished Service

Award is presented to an ACCA volunteer displaying extraordinary support to ACCA and ACCA's mission to promote contractor professionalism and excellence.

Jackson serves as a volunteer on three ACCA Committees, the Professional Development Committee, the Standards Task Team, and the ACCA Conference Task Force. Jackson Systems is a long-time ACCA Corporate Partner and sponsor of ACCA events, including the ACCA Annual Conference and Fall Forums.

"ACCA proudly presents this prestigious award to Tom, a dear friend and champion of contractors," said Paul T. Stalknecht, ACCA president and CEO. "Tom has a tremendous spirit that is immediately recognized when you watch him interact with contractors. He truly loves the HVAC industry, and I know that his entire team at Jackson Systems contribute to his success and fuel his drive to support this industry."

Jackson stated, "I am humbled. It is a great honor to be recognized by ACCA, a tremendous organization dedicated to professionalism and excellence. I am accepting this award on behalf of the entire team at Jackson Systems, who share my passion for the industry and my vision for supporting ACCA members."

Jackson was presented the Distinguished Service Award during the ACCA Annual Conference and IE3 Expo, at the Gaylord National Harbor, Washington, D.C.



Federated Insurance Companies Selected for National Recognition - MENTOR Announces Corporate Excellence in Youth Mentoring Award National Winner

MENTOR, the national organization unifying the youth mentoring movement is recognizing those who give back to their communities year-round. MENTOR today announced that Federated Insurance Companies received the inaugural national Corporate Excellence in Youth Mentoring award. Federated Insurance was selected from a group of 10 finalists, narrowed down from a nationwide call for nominations.

Federated Insurance, one of the nation's largest mutual insurance companies, advocates for mentoring within the company and community. Federated organizes the Federated Challenge for Kids of Minnesota, an annual event, in its 14th year. The Federated Challenge and their 55 sponsor companies has raised over \$30 million to support the youth mentoring and educational programs of the Big Brothers Big Sisters agencies in Minnesota, home to Federated headquarters. Jeff Fetters and his wife Marty co-chair this event.

Jeff Fetters, Chairman and CEO will accept the award for Federated Insurance. "For me, this recognition further validates that the amazing work of our Federated employees and the wonderful support of our Federated Challenge sponsors are forever changing the lives of kids," Fetters said. "This recognition will also help us continue to increase our support for kids in Minnesota and will help create an example that can be used for mentoring in other states."

Federated's mentoring story, and others like it, took center stage on January 24 at the Excellence in Mentoring Awards Dinner at the Library of Congress. The award ceremony is an invitation-only convening of leaders and supporters of the youth mentoring field and part of the National Mentoring Summit, the signature event for the

mentoring field, convening more than 1,000 experts, practitioners, advocates, and philanthropic partners to advance mentoring nationwide. The Summit closes out National Mentoring Month, celebrated each January to focus national attention on the value of mentoring to bring people together and build meaningful, lasting relationships for young people and adults alike.

Finalists for the brand new Corporate Excellence in Youth Mentoring Award represented nine companies, five states, and a diverse array of industries spanning technology to finance to insurance – and they all have one thing in common: a commitment to building meaningful relationships to support young people while building a 21st century workforce.

With support of the Alper Family Foundation, Federated Insurance will be invited to direct a \$1,000 grant to a nonprofit mentoring program of their choice.

Founded in 1904, Federated Insurance is a national insurance and risk management organization that serves the property, casualty, and life insurance needs of clients in select industries. The organization has more than 500 recommendations from state, regional, and national associations and buying groups and is rated A+ (Superior) by industry analyst A.M. Best® Company.

At Federated Insurance, It's Our Business to Protect Yours®





FORT WAYNE
March 7
8:30 am - 3:30 pm

An Exclusive Summit for HVAC & Plumbing Business Owners

Ready to take your business to the next level? Tired of working in your business rather than "on" it? Wonder how other company owners manage to take family vacations and spend time away, but you can't? We can show you how our members grow their profit by 30% each year!

Make plans now to find out how our members create their own success when you join us for this business building seminar for owners of contracting business companies. On **March 7th, 2018** we will be at the **Hilton Fort Wayne at the Grand Wayne Center in Fort Wayne, Indiana!**. Valued at \$749, this meeting is **FREE** for invited guests - and you are invited!

[REGISTER HERE](#)



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