

NY Connection



Official Magazine for the New York State PHCC

Winter 2022

New York's Risky **ALL** *-or-* **NOTHING** Energy Policy

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NY-PHCC

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**Upgrading the National
Water Supply System
is a Top Priority**
p10



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President's Message



Hello to all from Buffalo, NY. Now that Summer is over, we look toward Fall and Winter. We are reminded that the holidays are not far away. Please enjoy the time with family and friends. As always, Go Bills!

Having just returned from the PHCC National Convention in Charlotte, we are proud to announce that NYS-PHCC was presented the National Legislative Award for our work against the gas ban. Congratulations to all the local chapters

and to the NYS Board of Directors who got together to coordinate efforts to get the word out to consumers. Although we scored a victory for this year's budget the fight is not over. There were many meetings, seminars, and discussions at the convention regarding this issue all over the country. Some states have fought and lost, others have won, while still others have not even been presented with the challenge yet.

We will continue our efforts to make consumers aware. The news media does not appear to have any interest in picking up on this issue and helping to get the word out to make the public aware. Please assist us with spreading the word, forward emails with links to politicians, have your service people leave a small flyer with the customer. Anything we can do to bring this to the forefront and let our lawmakers know how we feel will make a difference.

The PHCC National Convention, Connect-2022 was a very successful event. There were many educational seminars to attend including natural gas ban, managing workplace conflict, marketing, financial(bookkeeping) issues, employee fraud

and retaining top talent. The list is unbelievably long but all were worthy of attending. Other events held included a tour of Charlotte Pipe and Foundry, keynote speakers, the product and technology showcase, A skills contest for plumbing and HVAC apprentices, political issues, scholarship awards, fundraising and the closing event which was held at the NASCAR Hall of Fame. If you have not attended the National convention in the past, I highly recommend it. I look forward to the 2023 convention in Cleveland Ohio.

The reservation forms for the NYS convention have been sent out. Please find the time to join us in the beautiful Sonoma/ Napa region of California. There will be many fun things on our schedule including a safari tour, wine making class and of course Dorothy's legendary closing party. We will mix some business in the middle of all this fun.

The NYS-PHCC is always looking to grow its membership. 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

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Melville, NY 11747
Tele: 516-922-7688
www.phccli.org

2. Associated PHCC of Rochester New York

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6229 Ontario Center Road
Ontario, NY 14519
Tele: 585-342-2300
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3. WNY Association of Plumbing & Mechanical Contractors

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

Mr. Terence O'Brien
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Tele: 212-481-4580
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5. Plumbing Contractors Association of Long Island

Mr. Richard Schaffer,
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Get in touch with other contractors and suppliers in your area through these local chapters.

NYSPHCC CHAPTER REPORTS



PCA of Long Island

PCA-LI just completed its 26th annual Golf Outing to benefit Lean on Me Breast Cancer Network, an organization that provides one-on-one and group support for women and men who have been diagnosed with breast cancer and to provide patients and their families with access to comprehensive resources, free of charge, in order to manage their Breast Cancer diagnosis, treatment, and recovery. PCA-LI and its supporters raised \$80,000 and will present the check to Dr. Dwight and Mrs. Donna DeRisi at the PCA-LI's annual Holiday Party in December. PCA-LI President Ryan Truncali stated, "Several contractor members' wives have been afflicted with breast cancer over the past three years and learned first-hand just how valuable an organization, Lean on Me, is to those women and families who have to navigate and deal with this disease. PCA-LI was happy to help Lean on Me with its mission."

ACP of NYC

2022 OBITUARY NOTICE

It is with the deepest regret to inform the industry that ACP Honorary member Louis L. Buttermark passed Tuesday, July 26, 2022. Louis worked in the plumbing industry for over 50 years and leaves behind a legacy in the industry continued by his sons Lou, David, and Paul.

It is also with great sadness and our deepest sympathies, that we inform the industry of the passing of ACP member Raymond Rickman on Thursday, September 15, 2022. Ray was the founder of Crescent Contracting and worked in the industry for 70 years.

On behalf of the entire Association, we express our deepest sympathy to the Rickman and Buttermark families. They both were extremely well liked, respected, and were gentlemen of the NYC plumbing community.

ACP raised \$129,000 at its 2022 Charity Golf Outing

ASSOCIATION OF CONTRACTING PLUMBERS RAISES \$129K FOR COVENANT HOUSE

The Association of Contracting Plumbers of the City of New York, Inc. held its annual "Plumbing Industry Day" Charity Golf Outing on May 2, 2022. The charity chosen this year was Covenant House (CH). CH provides housing and supportive services to youth facing homelessness, and helps young people transform their lives and put them on a path to independence. CH has locations across the country and internationally, 33 cities across six countries to be exact. Since opening 50 years ago, it has served over 1 million youth. Covenant House New York (CHNY) serves youth ages 16-24 and is located in midtown Manhattan where young people can access short-term emergency care through CHNY's street outreach program, drop-in services, and emergency shelter. CHNY has an on-site health clinic, and the Covenant Works program helps them navigate the world of employment. "Rights of Passage", CH's transitional housing program, empowers youth to build the skills they need to live independently. CH expects that over the next 5 years it will provide over 4 million nights of housing, open an additional 200 beds, and sustain the 750 beds that were most recently opened.

The ACP is pleased to report that \$129,000 was donated to the Covenant House. Thank you to everyone who made the day a success!





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CEO's Message: CONNECT!



Connect to Collaborate. Collaborate at CONNECT!

By Mark S. Ingrao, CCP, CAE
PHCC Chief Executive Officer

I recently was asked by PHCC
Corporate Partner Federated

Insurance to participate in a video interview highlighting PHCC as an organization, including its partnership with Federated. For most of us, it can be a little scary to put yourself out there – in front of a camera – but during the interview I knew I was among friends, which helped put me at ease.

Fortunately, I quickly became so comfortable that I truly began speaking from the heart, especially when talking about PHCC's Core Values: Professionalism, Leadership, Member-Focus, and Collaboration. In my opinion, this last one – Collaboration – impacts everything else we do. In fact, "Paving the Way for Constructive Collaboration" was the theme of PHCCCONNECT2022 in Charlotte, North Carolina. While we will recognize and thank current PHCC President Joel Long for his positive leadership this year, we also welcomed President-Elect Dave Frame and his message of constructive collaboration.

In my first year here at PHCC, I have seen many examples of collaboration at work. Some include:

- As a federation, we collaborate with our chapters to provide the best member experience.
- We collaborate with legislators at all levels of government to ensure laws are passed that will help our members best serve their respective communities.
- We collaborate with our corporate partners, like Federated, to advance the missions of both organizations.
- We also collaborate with other associations to ensure the voice of the contractor is heard.

Making Collaboration Work

In reality, we are all moving toward the same goals, and we need each other to achieve them. Many times, that means leaving one's personal agendas at the door and connecting with others by getting to know them, learning, and understanding their pain points (many of which may be the same as ours!), communicating regularly, and building trust. By working together and helping each other win, we end up doing what's best for the industry.

As a testament to that, PHCC has realized many successes on your behalf. We're excited to implement PHCC's new five-year Strategic Plan, with initiatives centered around Membership, Public Awareness, HVAC and Plumbing Resources, Workforce, and Organizational Readiness.

As you look toward 2023, think about how you can implement more collaborative efforts in your own business plan. For example, are there ways you can work more effectively with your sales reps, partner with your wholesalers, or tap into manufacturer education? Also consider how to make the most of your PHCC member benefits and services, all designed to make you the "contractor of choice" in your area.

Providing Value

Throughout my life and career, I have made so many valuable connections, and I am grateful for each one. Through these partnerships, I have grown as a person and a professional. My interview with Federated is a case in point; I discovered how strengthening our knowledge of each other as partners ends up advancing both our organizations.

From the time I interviewed for the PHCC CEO position, I have been struck by how committed PHCC leadership, chapter executives, and members are to doing what is good for the association ... staff at National supporting local initiatives, chapters learning from other chapters, young professionals stepping into leadership roles, the list goes on. In building and maintaining those valuable connections, I'm confident we'll continue to realize success at every level of this federation ... and for every member business.

Mark S. Ingrao, CCP, CAE, is Chief Executive Officer of PHCC—National Association. With decades of executive-level association management experience – particularly in the construction industry – Ingrao and his team work to ensure that PHCC contractors are the best choice for professionalism, reliable products and knowledgeable service.

New York's Risky ALL -or- NOTHING Energy Policy



Last month, Gov. Hochul warned New Yorkers that home heating and energy prices are expected to skyrocket this winter, while also asking that utility companies take steps to prepare for a lack of available natural gas. The announcement tacitly acknowledges that this winter, New York will need to burn higher-emitting fossil fuels — like oil — to keep people warm and run the electrical grid. It was a subtle but dire warning, and unfortunately, the crisis it foretells was eminently preventable.

Due to the aggressive advocacy of a small group of environmentalists, Albany has failed to enact energy policies that meet the dual goals of moving New York toward the state's ambitious climate goals while protecting consumers from blackouts and rising energy costs. While the war in Ukraine has certainly exacerbated the problem, this moment has been years in the making — with many warning signs.

On the same day that Hochul issued her warning, New York's energy grid operator outlined what is necessary to meet the emissions reduction targets in the state's climate law. It's estimated New York will need to add 20,000 megawatts of power to the grid in the next seven years. That's roughly 10 new power generators with the output of the just-closed Indian Point nuclear plant.

To make things even worse, the report says that if we don't meet the target, New York will need to rely on high-emitting resources — like coal power imported from neighboring states — because we don't generate enough

power here.

New York isn't going to make it. Even if New York meets its most ambitious offshore wind targets, there will still be a significant power gap. It's nearly impossible to fill this gap with the cleanest alternatives, because New York has enacted a de facto ban on any new, non-renewable power generation.

This same scenario is already playing out in California, and it's a disaster. The state spent years pushing to quickly shutter their fossil-fuel facilities, and by 2020, California found itself importing the same fossil-fuel power from out of state. When other states needed the power for themselves and recalled it, California — which had relied too heavily on renewables alone while shuttering and denying traditional power resources — was left sweltering in the dark. Earlier this year, Gov. Gavin Newsom called for the creation of a \$5 billion fund to establish a network of "reliability reserve" (aka: fossil fuel-powered) generators to prevent the crisis from happening again.

Other states are being more pragmatic, making strides in emissions reductions by using an all-of-the-above approach. Pittsburgh International Airport just installed the first-ever microgrid that operates on both solar power and natural gas. This new project achieved \$1 million in energy savings in its first year and cut carbon dioxide emissions by about 8.2 million pounds. In mid-September, Pittsburgh hosted a clean energy forum

touting the project's efficiency and reduced emissions. At the same time, Climate Week was underway in New York City, where speakers and environmentalists treated natural gas as an energy pariah and discussed ways to eradicate its use.

This isn't just shortsighted political expediency prioritized over sound energy policy; it's hurting the environment. This winter, after years of denied permits and blocked natural gas infrastructure, New York will be relying much more heavily on oil to power and heat our homes — not just increasing carbon dioxide but also sulfur dioxide and nitrogen oxide, which contribute heavily to asthma and respiratory illness.

As complex as energy policy can be, the solution for New York is simple. About 60% of New York's power, and 70% of home heating, comes from natural gas. While natural gas is constrained in parts of the world, the United States sits on vast reserves. But even as the U.S. responds to global gas needs, New York lacks the infrastructure to transport it, and the power plants that use it are old and inefficient. These are solvable problems: In addition to renewable energy development, we should consider options to expand pipeline capacity, add transmission and update power plants with modern technology that also reduces emissions.

In a September column about Ukraine and energy policy, New York Times columnist Tom Friedman pointed to the irresponsibility of “moral-preening progressives who want an overnight immaculate green revolution” who need to “stop living in a green fantasy world that says we can go from dirty fossil fuels to clean renewable energy by just flipping a switch.”

There is a way to balance our energy needs with climate progress. Politicians need to focus on sound policies that protect New Yorkers and have the courage to do what's right. Maybe this winter — when many New Yorkers may need to choose between heating their homes and eating — Albany will finally get a wakeup call.

About the Author

Michelle Hook is the executive director for New Yorkers for Affordable Energy, a statewide coalition of business, community and labor leaders.





Mentoring: Our Industry Succession Strategy (Gen X and Millennials, You're Up!)

If I objectively analyze the foundation of my construction career, I find that my leadership success can probably be credited to several guys in jeans and dirty boots. It was not a professor, but a contractor-entrepreneur who most encouraged and inspired me by serving as my first mentor and guide. Spare with praise but long on wisdom, he found ways of putting me in the front row for life lessons time after time. Job sites, negotiations, and even a beer at the bar all became mentor's tools to connect this young, ambitious and raw rookie with my potential. Simply put, he saw in me what I could not, and helped me bring it out. I believe the majority of you readers are like me; you did not get to where you are in this industry without someone like this mentoring you. I think of mentoring as someone taking a personal interest – someone with whom a real connection of trust, communication, and mutual benefit can be made. Mentoring is a very powerful motivational and developmental tool that regularly plays a key role in most of our personal and professional lives. It has also powerfully shaped our industry. This tradition of mentoring in our industry is now at risk. I was unaware of the decline until recently, but there is a disconnect between everyone who says it is a great idea and how many leaders are actively engaged. Each year I have the privilege of being retained to speak to tens of thousands of construction leaders. These include CEOs down to project managers, superintendents, and foremen. I ask these leaders the same question: "How many of you received mentoring on your career path?" Ninety-five percent raise their hands. I then ask this follow-up question, and the problem becomes clear: "How many of you are mentoring someone now?" Less than fifty percent respond affirmatively. That response is startling, and it is truly in our interests to find out why it exists.

I have asked those who don't mentor anyone why, and the aggregated responses follow these themes: "The kids today are not willing to be mentored". "It's not worth the time to invest in them". "I don't have the time to do it."

On the other hand, when I ask young industry leaders why they think they cannot obtain mentoring, they respond with, "They think mentoring is giving me a hard time instead of showing us how to succeed" or "No one has offered, and I don't know how to find someone to mentor me".

These responses speak to both a generational disconnect and a de-valuing of the mentoring time investment. Addressing these obstacles is vital. Beyond the current economic challenges, our industry faces unprecedented demographic succession challenges. The current retirement of the Baby Boomer Generation will profoundly challenge the construction and engineering industries. Gen X and Millennials now must be today's mentors – despite their relatively young ages. And I predict they will be very good ones. There has never been a time in our industry when mentoring has had more upside. My point is not one presented as a moral imperative or benevolent obligation; it is a bottom-line business and talent strategy upon which this industry may thrive or fail.

I would like to suggest three strategies that all industry leaders should adopt to ensure mentoring does occur:

1. All organizations should perform a demographic analysis of their workforce and integrate mentoring into their succession planning.
2. Managers, leaders, and supervisors need to be made to understand the operational and economic necessity of mentoring. Perhaps even include incentives, awards, and recognition for top mentors in the organization.

3. And finally, all young people need to know how to find a mentor. Both collegiate and apprentice programs need to assist them in developing this skill set. They need to know how to find someone who is willing to invest in them (and how to show appreciation for it being offered).

As was done for me, for over 20 years I have mentored many young people. I meet with or call them monthly. I hear about their lives, work, relationships, dreams, problems, and more. Mostly, I listen. When I do speak, I know it really matters. My payoff is the realization that I have often done the right thing for the right reason for the right person.

Mentoring is the last and final gift a leader gives to his employees, his organization, and industry. I sincerely hope each of you will take the time to help someone else obtain

the rewards and accomplishments that this industry has provided to you. Let us not let our great tradition of mentoring die.

Mark Breslin is an author, speaker, CEO and influencer inspiring change for workplace success across all levels of business. Mark has improved leadership, accountability, innovation and engagement for organizations and individuals. He has spoken to more than 400,000 people and published hundreds of thousands of books on leadership and workplace culture. www.breslin.biz





Upgrading the National Water Supply System is a **TOP PRIORITY**

By: Neil Smith, Hamond Safety Management

The delivery of clean drinking water into the built environment is one of the most important jobs that plumbers do every day. Supply pipes must be leak free and configured properly to allow occupants to use water closets, lavatories, and showers as needed. Once the work is completed and tested, both parties go about their business, probably thinking little about the process or the result.

The example building has entirely new piping so it functions flawlessly but beyond the property line there are other pipes, pipes that in all probability are not new at all and may have been in the ground for several decades if not longer. Water delivered through the water main, in fact, could be contaminated with a variety of carcinogens which the new occupants, who are expecting safe water, have no knowledge.

For 2021, The American Society of Civil Engineers (ASCE) gave the U.S. a C- on its water supply Infrastructure Report Card and for good reason. The truth is the United States' water systems must be overhauled because its 2.2 million

miles of underground pipes delivering drinking water have significant problems. A water main break occurs every two minutes, resulting in the loss of an estimated 6 billion gallons of treated water each day.

Traditionally, federal, state, and local governments have either ignored this issue or provided very little funding to upgrade these systems and maintenance and repairs typically were done on a contingency basis. Fortunately, at long last, this attitude has changed after increasing numbers of water and water quality issues were publicized by the national news and discussed on social media.

Fixing the problem, however, was not going to be possible without a tremendous amount of capital expenditure. The U.S. Environmental Protection Agency (EPA) projected that the cost of drinking and waste-water infrastructure required to meet public health minimum standards and federal water quality and safety requirements will exceed \$744 billion over a 20-year period.

Most municipalities nationwide were unable to fund these expensive but necessary infrastructure improvements, so it quite literally became a “federal case”. On November 15,

2021, President Biden signed into law the Infrastructure Investment and Jobs Act (IIJA), a 1.2 trillion-dollar bill which includes 55 billion appropriated to the EPA to improve potable water and wastewater infrastructure that will be distributed over a five-year period.

Almost \$3 billion will be allocated to replace the estimated 10 million lead pipes (lead was banned nationally from use in plumbing systems in 1986) and service lines with another \$866 million earmarked to eliminate so-called cancer causing “forever chemicals” and assorted other drinking water contaminants and sets aside another \$200 million in funding to address lead in school drinking water systems. According to the agency, the total amount represents the single largest federal water investment in the nation’s history.

President Biden remarked after the House of Representatives passed the infrastructure bill that “It’s going to create jobs replacing lead and — lead water pipes so every American, every child can drink clean water, improving their health and putting plumbers and pipefitters to work. How long have we been talking about that? It’s a gigantic issue.”

Even without the President’s comments, it is obvious that plumbers and pipefitters will be an integral part of this water (and waste- water) Renaissance because this massive project could never be undertaken without skilled and experienced tradespeople being involved.

The welfare of future generations of Americans depends upon the expeditious and efficient use of the funds that soon will be in the hands of municipalities across the country. They then will be overseeing local water and sewer infrastructure renovation projects and, as always, plumbers and pipefitters will rise to the challenge.

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2. A portion of your dues pays for your PHCC national and state dues, as well as any legislative initiatives.
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<input type="checkbox"/> Residential Service & Repair <input type="checkbox"/> Residential Remodel <input type="checkbox"/> Residential New Construction <input type="checkbox"/> Institutional	<input type="checkbox"/> Commercial Service & Repair <input type="checkbox"/> Commercial Remodel <input type="checkbox"/> Commercial New Construction <input type="checkbox"/> Industrial	<input type="checkbox"/> Residential Service & Repair <input type="checkbox"/> Residential Remodel <input type="checkbox"/> Residential New Construction <input type="checkbox"/> Institutional	<input type="checkbox"/> Commercial Service & Repair <input type="checkbox"/> Commercial Remodel <input type="checkbox"/> Commercial New Construction <input type="checkbox"/> Industrial
Date Business Founded: _____		Volume of Annual Business:	
Number of Employees: <input type="checkbox"/> Less than 6 <input type="checkbox"/> 6-10 <input type="checkbox"/> 11-20 <input type="checkbox"/> 21-40 <input type="checkbox"/> More than 40 Number of Commercial Vehicles: <input type="checkbox"/> 1-2 <input type="checkbox"/> 3-5 <input type="checkbox"/> 6-10 <input type="checkbox"/> 11-30 <input type="checkbox"/> More than 30 Type of Shop – Select all that apply: <input type="checkbox"/> Minority-Owned <input type="checkbox"/> Woman-Owned <input type="checkbox"/> Veteran-Owned		<input type="checkbox"/> Less than \$500,000 <input type="checkbox"/> \$5 million to \$8 million <input type="checkbox"/> \$500,000 to \$750,000 <input type="checkbox"/> \$8 million to \$15 million <input type="checkbox"/> \$750,000 to \$1 million <input type="checkbox"/> \$15 million to \$25 million <input type="checkbox"/> \$1 million to \$2.5 million <input type="checkbox"/> \$25 million to \$40 million <input type="checkbox"/> \$2.5 million to \$5 million <input type="checkbox"/> More than \$40 million	
Volume of <u>PLUMBING</u> Products Purchased Annually:		Volume of <u>HVAC</u> Products Purchased Annually:	
<input type="checkbox"/> Less than \$500,000 <input type="checkbox"/> \$500,000 to \$750,000 <input type="checkbox"/> \$750,000 to \$1 million <input type="checkbox"/> \$1 million to \$2.5 million <input type="checkbox"/> \$2.5 million to \$5 million	<input type="checkbox"/> \$5 million to \$8 million <input type="checkbox"/> \$8 million to \$15 million <input type="checkbox"/> \$15 million to \$25 million <input type="checkbox"/> \$25 million to \$40 million <input type="checkbox"/> More than \$40 million	<input type="checkbox"/> Less than \$500,000 <input type="checkbox"/> \$500,000 to \$750,000 <input type="checkbox"/> \$750,000 to \$1 million <input type="checkbox"/> \$1 million to \$2.5 million <input type="checkbox"/> \$2.5 million to \$5 million	<input type="checkbox"/> \$5 million to \$8 million <input type="checkbox"/> \$8 million to \$15 million <input type="checkbox"/> \$15 million to \$25 million <input type="checkbox"/> \$25 million to \$40 million <input type="checkbox"/> More than \$40 million
Certifications: <input type="checkbox"/> NATE <input type="checkbox"/> BPI <input type="checkbox"/> LEED <input type="checkbox"/> Energy Star Credential <input type="checkbox"/> Water Auditor <input type="checkbox"/> Backflow <input type="checkbox"/> Energy Auditor			
Return COMPLETED form to: NYSPHCC PO Box 23, N. Tonawanda, NY 14120 dreddy@nysphcc.org 716.216.4360 www.nysphcc.org			

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