

MIDWEST INSULATION CONTRACTORS ASSOCIATION 16712 ELM CIRCLE OMAHA, NEBRASKA 68130



VOLUME 55 NO. 10 OCTOBER 2021



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RECAP OF THE FALL BUSINESS MEETING OF MICA

The 2021 Fall Business Meeting of MICA is now history. The meeting was attended by over 130 members, guests and speakers. This was our first year at a new venue, the Marriott Omaha Downtown Capitol District Hotel in Omaha. The hotel is located in the new Capitol District area with numerous restaurants and bars, yet close enough to the Old Market area for those members who still have their favorite hangouts from prior years' meetings.

We started the fall business meeting a day early with the premeeting seminar on "Sales Techniques for the Non Sales Professional". Mr. Tim Wackel, President of the Wackel Group located in Dallas, Texas, provided the sales training seminar tailored to our membership. He detailed his four-step process on sales techniques that was insightful, engaging and focused on providing sales strategies that the attendees could take back to their respective offices and implement right away.

The fall business meeting started with a remote presentation by Frank Obrien Bernini, Chief Sustainability Officer Worldwide for Owens Corning. He discussed the sustainability initiatives that Owens Corning has implemented. Dave Cox, current President of the National Insulation Association, presented an update on insulation activities at the National level.

We concluded the Thursday session with our associate member table top display reception. This year the table tops were set up by our fabricators, distributors or independent reps. We had 20 associate member firms display their products and services. The session was well received and well attended.

Our Friday morning session began with a presentation by Joe Chavis, Director of Driving and Behavior Programs, with the National Safety Council of Nebraska. Joe provided a most educational session mental health issues in the workplace. Joe provided the members with information regarding a "Mental Health First Aid" program that is available for companies to implement in their organizations.

Our second presenter, Vicki Simpson, a recently retired senior manager of corporate insurance with Performance Contracting Group, provided an information session on workers comp activites. Vicki outlined approaches that companies can adopt that would help in moderating their workers comp insurance costs.

Our final speaker of the meeting was Gary Auman, MICA's legal counsel, with Auman, Mahan & Furry. Gary recapped the presentation that he gave during the Environmental & Safety Committee meeting on Thursday morning. He then expanded his discussion of several issues of importance to businesses that are being promulgated by OSHA.

President Nigl, ended the meeting with the election of members to the Board of Directors. In his remarks, President Nigl informed the members of Tom & Cindy's decision to retire as MICA's Executive Secretary, effective with the 2022 spring convention. Rudy highlighted the search process that the Board implemented to find a new Executive Secretary for MICA. He introduced Rachel Pinkus and Megan Miller with The

(Continued on page 6)

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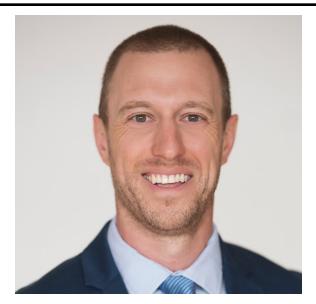
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PRESIDENT'S MESSAGE

TO: THE MICA MEMBERSHIP

Hello MICA Members,

Thank You to all who attended the Fall Business meeting in Omaha this past month. We had a great turnout and were treated with a number of great sessions. The Board of Directors works hard every year to present those in attendance with quality content and information. We hope you were able to absorb some great content and take it back to your office after the meetings.

Our half-day seminar this year was from salesprofessional, Tim Wackel. Tim led a great conversation and workshop to help us learn some useful techniques about selling our companies to our customers and how to build better relationships.

Along with the great attendance, comes a lot of opportunities to socialize with old friends, customers, and meet some new faces within the MICA region. The luncheon and table-tops were overflowing with people – and I know all the steakhouses in Omaha were being well-supported by the MICA faithful.

Attending a conference/convention like the one we had in Omaha allows us the opportunity to grow, learn and socialize. However, those same conferences can certainly put a strain on each of us in a different way. Travel can be tiresome, dining out and having a few cocktails can wear you down, attending informational seminars while trying to run a

business while away from the office can be stressful. As I have discussed in previous MICA Messengers; this is where being present and, in the moment, can truly help us succeed in all aspects of our work-life.

If you made the trip, paid for the fall business meeting, and are in the meeting room with the presenter... then why would you constantly be checking your phone? Or writing an email instead of participating? The smartphone is one of the world's greatest inventions ever – and we use it to all of its abilities, but it can distract us from everything in front of us so easily and without a second thought.

Today's world demands instant responses and instant gratification. However, the more we demand this from others, the more others also demand it from us. While at future meetings, try and be more conscience to truly put away the distractive phone for the 30-45 minutes that encompass the given presentation. Absorb the information, participate in the conversations, ask questions to the speaker and make that time worth it to better yourself. Those emails/texts/etc. won't disappear from your phone – they will still be there for you to respond to after the session is over.

Cheers to everyone that made this year's Fall Business Meeting a huge success! A special THANK YOU goes to Tom and Cindy Shimerda as this was their last fall meeting in Omaha as MICA's Execu-Secretary. The amount of time/effort/ coordination they do behind the scenes to make the meetings run seamlessly is truly impressive. They are retiring from their position with MICA at the end of June 2022. We are excited for them to enjoy retirement, as well as excited to begin working with The Association Office (Dayton, OH) starting next year to help run the association. Rachel Pinkus and Megan Miller were in attendance all week in Omaha with us to start learning the "ins and outs" of MICA. Hopefully, you all had the chance to meet them during the week.

Sincerely, Rudy Nigl MICA President



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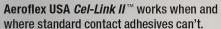
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(Continued from page 1)

Association Office located in Dayton, Ohio, as Tom and Cindy's replacement. The Association Office is an association management company that has several non-profit trade associations as clients, one of which is the Central States Insulation Association. Not only does the company have experience in managing trade associations, they are very familiar with our industry.

Rachel and Megan shadowed Tom and Cindy during the fall meeting. The transition process will begin in January 2022 and the new management company will take over managing MICA effective with the June 2022 convention. Please give a warm MICA welcome to Rachel Pinkus (right) and Megan Miller (left) as MICA's new Executive Management team.

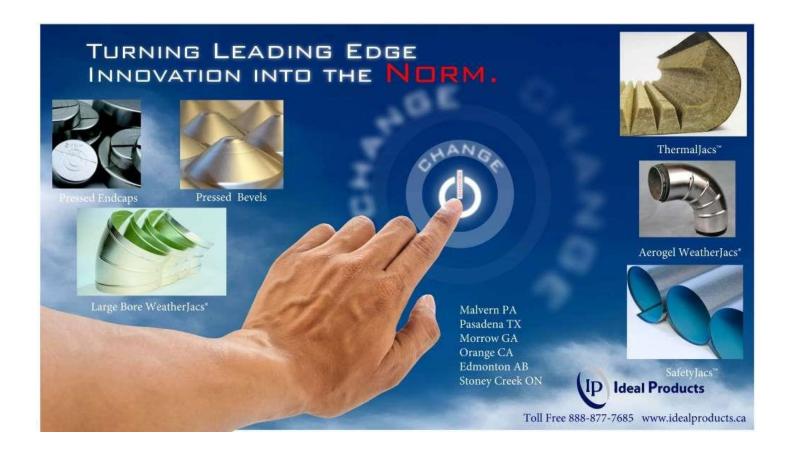


BOARD SETS DUES AND ADVERTISING RATES FOR 2022

At its October meeting, the Board of Directors of MICA approved MICA's operating budget for 2022. In its deliberations, the Board voted a modest \$25.00 increase in the annual membership dues for contractor and associate member firms. The Board is very cognizant of the current state of the economy and wants to keep MICA affordable to all current and prospective members. The Board felt that it was prudent to approve a modest increase in the dues structure as it begins to implement a strategic transition in the association's normal operations. Contractor member annual dues for 2022 are set at \$775.00. The annual dues for associate member firms is \$575.00. The 2022 membership renewal notices will be mailed out in December. We are anticipating 100% renewals and look forward to your continued participation in MICA in 2022.

Advertising in the MICA Messenger continues to be an excellent forum to reach the membership on a monthly basis. As such, advertising rates for 2022 remain the same as in 2021. The advertising renewal contracts and applications for advertising for those who are currently not advertising in the newsletter will be mailed to the associate member firms in December.

If you have not placed an ad in the newsletter or if you have advertised in the past, 2022 would be a great year to start advertising in the newsletter. Just call the MICA office, and we will get you started.





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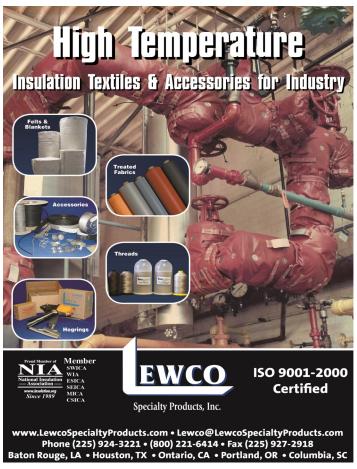
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FUTURE MICA MEETING DATES

2022 Winter Meetings — January 20 — 23, 2022, Hyatt Regency The Scottsdale Resort at McCormick Ranch, Scottsdale, AZ.

65th Annual Spring Convention — June 19 — 22, 2022, Hyatt Regency Coconut Point Resort, Bonita Springs, FL.

Fall 2022 Annual Fall Business Meeting — October 13 & 14, 2022, Omaha Marriott Downtown, Omaha, NE.

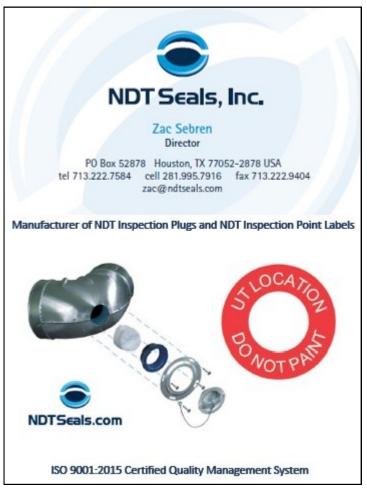
2023 Winter Meetings — TBD

66th Annual Spring Convention — June 19 — 22, 2023, Cheyenne Mountain Resort, Colorado Springs, CO.

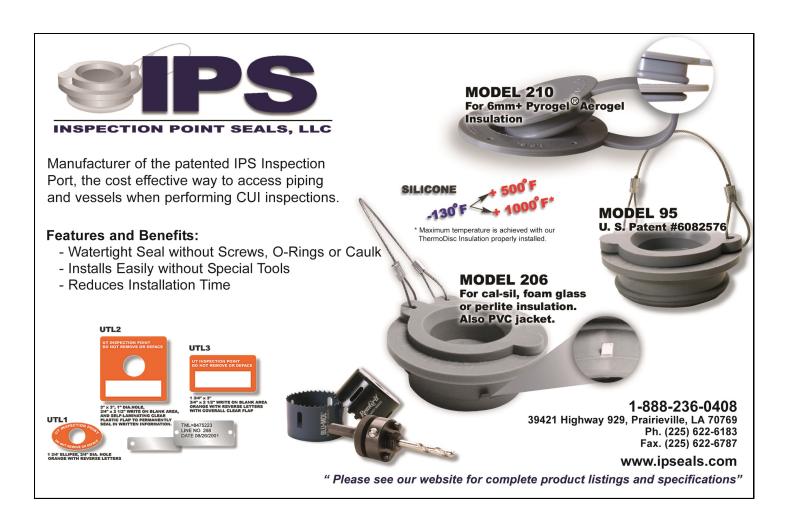
68th Annual Spring Convention — June 16 — 19, **2025**, Hyatt Regency Coconut Point Resort, Bonita Springs, FL.

MICA MEMBER ADDRESS/INFO. UPDATES

Be sure to inform the MICA office of any changes or corrections to your listing for either the MICA Directory, e-mail correspondence or mailing address. Even if you update your company listing on the MICA website, please inform the MICA office of the changes. We try to be as current as possible with your help.















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SAFETY BEST PRACTICES AWARDS

The Safety and Environmental Committee of MICA has initiated a strategic objective that recognizes the importance of sound safety practices. Safety is recognized by MICA as a vital part of the insulation industry and a key success factor in any organization. The committee has sponsored the "Safety Best Practices" Award for the past 16 years. The Board did approve such an award to be given in conjunction with our annual spring convention.

The grading process for the "Best Practices in Safety" Award Program uses a grading system that recognizes four award levels.

Fifteen companies achieved **platinum status** this year. Those companies are Amerisafe, Inc., Bartelt Insulation Supply, Cornerstone Services Group, Dako Services, Extol of Ohio, F & H Insulation Sales and Services, hth companies, Industrial Construction and Engineering, L & C Insulation, Luse Technologies, Nyco Inc., Performance Contracting, Inc., Proto Corp., Sprinkmann Insulation, Inc. and William Insulation Company.

Achieving **gold status** this year are Armacell LLC, Colorado Mechanical Insulation, Gagnon, Inc., Iowa-Illinois Taylor Insulation, QCI Thermal Systems, Inc., and Vimasco Corporation.

Achieving silver status this year is Mavo Systems, Inc.

Achieving **bronze status** this year are APi Construction and All Temp, Inc.

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Gary W. Auman



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Education of our members in good safety practices is a strategic initiative of MICA. The safety award is MICA's way of recognizing the efforts of our membership in implementing good safety practices. Safety is not a one year effort. Safety is not for select companies only. Safety is vital for every company, every year!

We extend a special "thank you" to Gary Auman who so tirelessly graded the safety applications. Gary gives his expert feedback, in writing, to each participating firm.











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<u>PICTURES FROM THE FALL BUSINESS</u> <u>MEETING</u>



Notice the location of Past-President Steve Sack's 2021spring convention on the sleeve of his "convention shirt"! Due to "Covid-19", Steve was unable to preside over any meetings.











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KANSAS CITY, MO – Occupational exposure to hazardous substances, such as asbestos, formaldehyde and cadmium, can lead to cancer and other long-term serious health diagnoses years after exposure, the Centers for Disease Control and Prevention reports.

To reduce employee exposure to health hazards and encourage companies to make workplace safety and health a priority, the U.S. Department of Labor Occupational Safety and Health Administration's regional office in Kansas City has established a Regional Emphasis Program targeting OSHA's Top 50 High-Hazard Health Industries.

"Workers should not have to risk their health for a paycheck," said OSHA Acting Regional Administrator Billie Kizer in Kansas City. "OSHA's goal is to increase awareness of the dangers of such exposures and ensure employers are implementing required safety and health procedures to prevent potential lifelong illness."

OSHA will focus its health inspections on employers with documented employee exposure through previous agency inspec-

tions and at companies in similar industries. The agency determined that relying solely on injury and illness data is inadequate in identifying exposure to these workplace hazards because the onset of symptoms can occur years after exposure. The emphasis program will assist in developing an inspection targeting system to identify those worksites with health hazards.

The Regional Emphasis Program's initial phase will include informational mailings to employers, professional associations, local safety councils, apprenticeship programs, local hospitals and occupational health clinics, and OSHA presentations to industry organizations and stakeholders. OSHA will also encourage employers to use the agency's free consultation services to help them implement noise safety strategies and ensure compliance with OSHA standards.

OSHA offers several compliance assistance resources on preventative measures, including respiratory protection, personal protective equipment, occupational noise exposure, and hazard exposure and risk management.

OSHA encourages employers to take steps to identify, reduce and eliminate hazards related to exposure to hazardous substances during the REP's initial phase. Following its three-month outreach that began on Oct. 1, the REP empowers OSHA to schedule and inspect select manufacturing industries in Kansas, Missouri and Nebraska.

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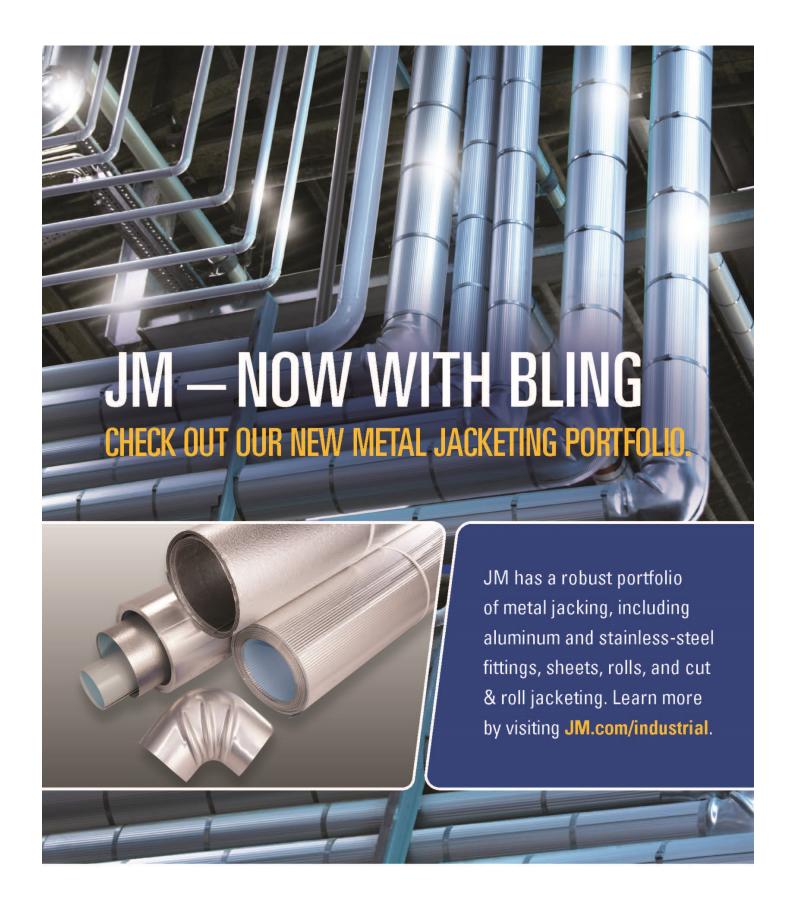
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PRICES FOR CONSTRUCTION MATERIALS CONTINUE TO OUTSTRIP BID PRICES OVER 12 MONTHS, DESPITE DIP IN SEPTEMBER, AMID INCREASING SUPPLY-CHAIN PROBLEMS

The prices contractors pay for construction materials far outstripped the prices contractors charge in the 12 months ending in September, despite a recent decline in a few materials prices, while delivery problems intensified, according to an <u>analysis</u> by the Associated General Contractors of America of government data released today. Association officials urged Washington officials to end tariffs on key construction materials and take steps to help unknot snarled supply points.

"Construction materials costs remain out of control despite a decline in some inputs last month," said Ken Simonson, the association's chief economist. "Meanwhile, supply bottlenecks continue to worsen."

The producer price index for new nonresidential construction—a measure of what contractors say they would charge to erect five types of nonresidential buildings—rose 5.2 percent over the past 12 months, despite a decline of 0.9 percent in the latest month. From September 2020 to last month, the prices that producers and service providers such as distributors and transportation firms charged for construction inputs jumped 17 percent, Simonson noted.

There were double-digit percentage increases in the selling prices of most materials used in every type of construction with the exclusion of lumber and plywood, which fell 12.3 percent during the past 12 months.

The producer price index for steel mill products increased by 134 percent compared to last September. The index for copper and brass mill shapes rose 39.5 percent and the index for aluminum mill shapes increased 35.1 percent. The index for plastic construction products rose 29.5 percent. The index for gypsum products such as wallboard climbed 23 percent. The index for insulation materials rose 19 percent, while the index for prepared asphalt and tar roofing and siding products rose 13.1 percent.

In addition to increases in materials costs, transportation and fuel costs also spiked. The index for truck transportation of freight jumped 15 percent. Fuel costs, which contractors pay directly to operate their own trucks and off-road equipment, as well as through surcharges on freight deliveries, have also jumped.

Association officials added that many contractors are experiencing extreme delays or uncertainty about delivery dates for receiving shipments of many types of construction materials. The association officials urged the Biden administration to immediately end tariffs on key construction materials. In addition, they asked for an all-out effort to help ports and freight transportation businesses move goods more quickly.

"The tariffs on lumber, steel, aluminum, and many construction components have added fuel to already overheated prices," said Stephen E. Sandherr, the association's chief executive officer. "Ending the tariffs would help immediately, while other steps should be taken to relieve supply-chain bottlenecks."

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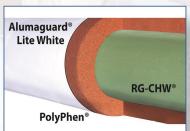
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NONRESIDENTIAL CONSTRUCTION SECTOR POSTS FIRST JOB GAIN SINCE MARCH BUT HAS YET TO HIT PRE-PANDEMIC LEVELS AMID SUPPLY CHAIN DISRUPTIONS & DELAYS

The construction industry gained 22,000 jobs between August and September as nonresidential construction firms added employees for the first time in six months, according to an analysis by the Associated General Contractors of America of government data released today. Association officials said nonresidential construction has been affected by the widespread supply chain problems, which are causing owners already uncertain about future demand for commercial space to delay or even cancel some projects.

"While it is refreshing to see job gains in both residential and nonresidential construction, nonresidential building and infrastructure employment remains far below its pre-pandemic peak," said Ken Simonson, the association's chief economist. "It will take more than a few months of gains to match the overall economy."

Construction employment in September totaled 7,447,000, an increase of 22,000 since August. However, industry employment remained 201,000 below the pre-pandemic peak set in February 2020.

The nonresidential segment, comprising nonresidential building and specialty trade contractors plus heavy and civil engineering construction firms, added 18,600 employees in September. But nonresidential employment is 281,000 below the February 2020 level, as the sector has recovered only 56 percent of the jobs lost in the first two months of the pandemic.

Residential construction--including building contractors such as homebuilders, along with residential specialty trades--added 3,600 employees in September. Residential employment tops the February 2020 mark by 80,000.

Simonson cited an unending series of supply-chain bottlenecks, as well as extreme price increases and long lead times for a variety of construction materials, as threats to further growth of nonresidential construction. He said he had heard about an increasing number of project owners deciding to postpone projects because of excessive cost increases and lead times. He noted that the association has again updated its *Construction Inflation Alert*, a guide to inform owners, officials, and others about the cost and supply-chain challenges.

Association officials urged the Biden administration to remove tariffs and import quotas on a range of key construction materials to help address supply chain disruptions. They added that Congress can help offset declining nonresidential demand for construction by passing the bipartisan infrastructure bill that has already cleared the Senate.

"Both parties in the House should make passing the infrastructure bill a top priority because it is the best way to create new construction careers and make our economy more efficient," said Stephen E. Sandherr, the association's chief executive officer. "If the President acts to address supply chain problems and Congress passes the infrastructure bill, construction employment is likely to surge."



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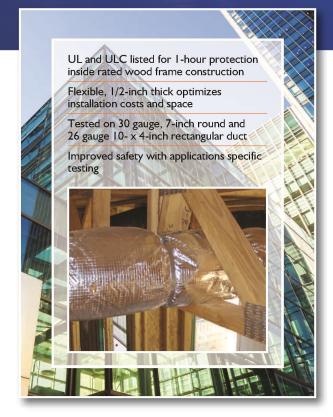
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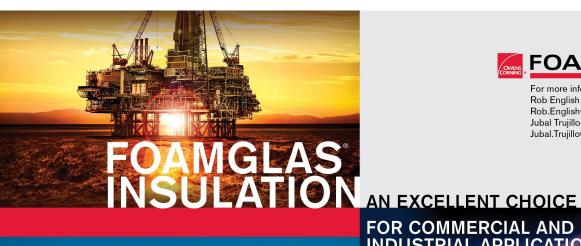




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