Start off your new year with two free webinars provided by PHCC National.

To register, visit www.phccweb.org. Under the “Events” Tab, select “Upcoming Webinars”. Scroll down and click on the event. Follow the links to register.

“Effective Marketing in Uncertain Economic Times:
3 Affordable Digital Strategies that MUST Be Part of Your 2020 Marketing Plan”

Wednesday, January 15, 2020

1pm CST / 12pm MST

Most plumbing and heating professionals know that search engines can be a source of new prospects. But if that’s true, why aren’t you getting as many new customers as you’d like? Is it due to a changing economy? Or are you not making the right moves online...

If you want to ensure you maintain a steady flow of business from the Internet, even during tough economic periods, you can’t afford to miss out on this Webinar.

Learning Objectives

- 2020-ready SEO strategies that will keep your business at the top of Page One
- Secrets behind “Display Ad Retargeting” that will ensure you convert the prospects that visit your site but don’t contact you right away
- The latest news on Google Local Service Ads - you cannot afford to drag your feet on this strategy anymore!

Simply put, we expect these to be the three most effective marketing strategies in 2020 for PHCC members. So, please join us on this educational Webinar as Market Hardware’s roundtable team of experts, led by Alain Parcan, Director of Education, explain a simple process for getting the most out of your Web Marketing.
“2019 Year in Review & What’s in Store for 2020”

Wednesday, January 8, 2020

1pm CST / 12pm MST

Join Chuck White and Mark Valentini for a wrap up of 2019 legislative and regulatory activities and the effects on small business. They will do their best to predict the future activities of Congress and the agencies and describe their efforts to support or oppose the Washington D.C. agenda. Mark will also provide an update on the coming election season with insights from a business perspective.

Learning Objectives

- Understand the regulatory changes in the Plumbing & HVAC arena.
- Learn the projected benefits for small business and the Congressional representatives responsible for those changes.
- Get acquainted with the legislative process and the candidates for election in 2020.
Access Session Recordings from PHCCCONNECT2019

Were you unable to attend CONNECT 2019? Here is a unique chance to access all the great sessions that occurred during this year’s convention.

Experience informative session recordings from CONNECT 2019 with the PHCC CONNECT Learning Center! Sponsored by ECCO, the Learning Center makes it easy to catch up on sessions you may have missed, review key industry education and continue your professional development between conferences. You can view all the recorded sessions from any Apple, Android or PC device on your own time, on demand!

The recordings are free to attendees who paid a full conference registration rate. If you did not attend PHCCCONNECT2019, all session recordings are available to PHCC members for a special member rate of $99 using discount code CONNECT2019.

Contact Customer Care at customercare@naphcc.org or call (800) 533-7694 with any questions.
Happy Holidays

Happy Holidays to you and your loved ones and all the best to you in the New Year.
From the Executive’s Desk

By Kristie Brunick

Medical Gas Certification
I recently learned from the Minnesota PHCC that the state of Minnesota has changed its medical gas certification requirements. Essentially, they are now requiring individuals to be NITC certified to do work in the state. The class we have provided in the past is METC certified. Anyone who has taken the SDAPHCC Medical Gas Course in the last 5 years is no longer qualified to work in Minnesota.
The Minnesota PHCC is hosting a class in Marshall, MN on December 16-19th for anyone who needs to obtain NITC certification as soon as possible. Please feel free to contact me if you need the full details.
I would greatly appreciate any feedback you may have on this issue. As I’m talking to area contractors, I’m learning that most want to stick with METC certification. As a result, we are still considering hosting a METC certified class in March with Dave Mohile. Please let me know if you would be interested in attending.

2020 Annual Convention
Convention planning is in full swing! This year, we have secured local subject matter experts to present during our seminars. We are also expanding our Continuing Education and adding a course for HVAC Contractors on Thursday morning.
Registration information is included in this issue, and will also be mailed to contractors later this month. Be sure to make your hotel reservations by January 24 and return your registration form by February 1. I’m looking forward to a great event in Deadwood!

2020 Apprentice Competition
Registration is now open for the 2020 Apprentice Competition. I’m excited to share that this year we are adding a hands-on competition at the convention for HVAC apprentices. The testing will take place on January 17 in Sioux Falls and Rapid City. Be sure to send in your registration form by December 27.

New Trailer for Apprentice Competition
The addition of a hands-on HVAC competition, also means the addition of more equipment. In order to store and transport the equipment, the SDAPHCC Board decided to purchase an enclosed trailer. To help defray the costs of this purchase, the Board is selling logo advertisements for the trailer. If you are interested in having your logo placed on the trailer, please see the flyer in this issue and contact the SDAPHCC office.

Continuing Education
I’m happy to report that I just finalized agreements with IAPMO for the 2020 Continuing Education Season. Once again, we will host 18 classes in March throughout South Dakota. Please watch for a January mailing with full details and registration information.

Scholarships
The deadline to submit a scholarship application for the 2020-2021 school year is quickly approaching. If you know a student entering the phcc industry, please have them submit their application by December 31, 2019.
Sponsorship Program
You may have noticed a flyer in this issue regarding a new Sponsorship Program. The SDAPHCC Board recently approved these three new levels of support for the SDAPHCC. The Sponsorship Program does not replace any prior methods of association participation. Rather, it expands opportunities available to Sustaining Members. The Sponsorship Packages simply bundle participation. In addition, Gold, Silver, & Bronze Sponsors will receive recognition all year long. Please feel free to contact me if you have any questions about how the packages work.

Holiday Greetings
As the year end approaches, I can’t help but reflect on the last 12 months. It’s hard to believe that I’ve been on staff with the SDAPHCC for over a year. The time has flown by! I’ve thoroughly enjoyed meeting new people and making relationships across the industry.

I’d like to take this opportunity to thank all of you for your continuous support of this association! To the membership, your continued loyalty is much appreciated and vital to the health of our organization. To our Sustaining Members, we couldn’t do what we do without your help and support. And lastly, to the Board, your dedication and commitment are so encouraging.

I wish you and your family a very Merry Christmas and Happy New Year! I can’t wait to see what 2020 holds! 

Support the SD PHCC Educational

Your tax deductible contribution can help fund scholarships for SD students pursing a career in the P-H-C industry.

Send your contribution to:
SD PHCC Educational Foundation
c/o Alan Taecker
9 North Maple
Watertown, SD 57201
Coming in March 2020

Classes in the following South Dakota Cities:

Aberdeen  Rapid City
Brookings  Sioux Falls
Huron  Spearfish
Mitchell  Watertown
Mobridge  Winner
North Sioux City  Yankton
Pierre

Watch your mail and future PipeChatter issues for final class schedules and registration information!

SOUTH DAKOTA
STATE PLUMBING COMMISSION
308 S Pierre St, Pierre, SD 57501
Phone: 605-773-3429

Commission Members

Christopher Moore, Chair
Public Member - Madison, SD

James Bailey, Vice-Chair
State Health Dept Rep - Sioux Falls, SD

Dave Hansen
Plumbing Contractor Member - Dell Rapids, SD

David Baumberger
Plumber Member - Rapid City, SD

Mark Rogers
Public Member - Dell Rapids, SD

Nina Ripley - Executive Director & Jordan Cromwell - Secretary

Next Meeting: January 23, 2019 in Pierre
SDAPHCC Apprentice Program

The SDAPHCC offers members the opportunity to enroll their employees in its apprentice program. The SDAPHCC provides the curriculum and administers the program, while the member provides on-the-job training. In addition, the program has been approved by the Federal Department of Labor.

PROGRAM FEATURES

- Four year program composed of educational instruction and 8,000 hours of on-the-job training
- Apprenticeships available in plumbing, HVAC, and sheet metal
- Approved by the Federal Bureau of Apprenticeship Training
- Approved for Post 9/11 Veteran’s Education Benefits

HOW THE PROGRAM WORKS

The apprentice studies the curriculum and completes the tests at his/her own pace. Completed tests are submitted to the SDAPHCC office to be graded.

Once the tests are graded, they are returned to the apprentice along with a letter detailing the apprentice’s performance and overall progress. A copy of this letter is also sent to the employer.

This continues until the apprentice has completed the curriculum book.

The studying and testing are performed in conjunction with the required 8,000 hours (approximately 4 years) of on-the-job training provided by the employer. Apprentices may receive credit for work experience earned prior to enrollment.

As the apprentice nears completion, he/she may begin studying the Uniform Plumbing Code book in preparation for the journeyman’s test. This book, along with a study guide, may be purchased from the SD Plumbing Commission (605-773-3429).

SERVICES PROVIDED BY SDAPHCC

- Meet with the apprentice to explain the program and enroll them
- Provide curriculum and grade completed tests
- Manage all federal, state, and local registrations
- Monitor and communicate apprentice progress
- Award Certificate of Completion
- Notify federal, state, and local agencies of completion
- Provide Davis-Bacon verification if requested

PROGRAM COSTS

$150.00 - One time enrollment fee per apprentice
Plus $22.40 monthly fee per apprentice

HOW TO ENROLL YOUR EMPLOYEE

Contact Kristie Brunick at the SDAPHCC to begin the enrollment process.
Phone: 1-800-640-7422 Email: kristie.phcc@midco.net

NEW BENEFIT FOR APPRENTICES

Apprentices can now take advantage of a special membership offered by NAPHCC. This free membership connects apprentices with an online community and news publications.
Application for the
South Dakota Association of Plumbing, Heating, and Cooling Contractors
Educational Foundation Scholarship

This Scholarship is intended for those students who wish to have a career in the PHC industry. This application must be typed and must be returned NO LATER THAN DECEMBER 31. You must be sponsored by a SDAPHCC member, and the sponsor must sign the application. Each item must be completed in order for this application to be considered.

Please indicate your major below:

- Construction Management
- Construction Related Engineering
- Business Management
- Technical School (PHC or Business)

Your Name and Address

Name:

Address:

City/State/Zip:

Name of school and grade level:

Name:

Grade Level:

Date:

Telephone:

Name of Parent/Guardian

Name:

Address:

City/State/Zip:

On your own paper, please answer the following:

1. State the reasons why you are applying for a PHC industry-related scholarship.

2. What are your career goals?

3. Describe your experience in the Plumbing-Heating-Cooling industry.

4. List your high school/college extracurricular activities and community service activities.

Your sponsor must be a SDAPHCC member in good standing who has retained such status without interruption for at least two years prior to the date of application. The candidate's sponsor must maintain good standing during the full term of the scholarship. The sponsor must fill out the following:

Name:

Company Address:

City/State/Zip:

Signature:

Below is a check list of everything that must be included with the application.

- A complete copy of your high school transcript.
- A complete copy of your college transcript (if applicable).
- A letter of recommendation from your principal, counselor, or dean.
- A letter of recommendation from your sponsor. (Must be on company letterhead)
- An official ACT/SAT score
- Sign back of application
Information about the Scholarship

The purpose of the South Dakota Association of Plumbing, Heating and Cooling Contractors (SDAPHCC) Educational Foundation Scholarship Program is to elevate the technical and business competence of the plumbing, heating, and cooling industry by awarding scholarships to young people who wish to attain a career in the Plumbing, Heating and Cooling Industry.

This year, the SDAPHCC Educational Foundation Scholarship Trust Committee will grant two scholarship awards. The dollar amount of the scholarship awards are $1,000 and $500.

The deadline for all applications and supporting materials is December 31. Entries that are received after the deadline but have a postmark of December 31 will be accepted. No extensions or exceptions will be made to this rule.

All applicants must be a senior in high school or a freshman in college and must be sponsored by a member of SDAPHCC. Payments are made directly to the college on behalf of the recipient. These monies can only be applied to a college or technical school in the United States of America.

The applications are evaluated on a 100-point grading system. Points are gained by how well the student answers each question/section and the supporting material. The results are recorded at the State Office where the five highest averages are considered to be the finalists.

Once an applicant is a finalist, his or her name is given to a Past State Officer (PSO) of the SDAPHCC. The PSO may contact the student to set up an interview. After the interview the PSO reports back to the State Office. Based on the information supplied by the PSO, the full Committee will make the final decision.

Finalists and alternates will be selected and notified in February.

Upon receiving a scholarship the student will need to arrange for their college transcript to be forwarded to the Scholarship Coordinator at the end of each grading period. A “C” average or better must be maintained.

The Board of Directors of SDAPHCC Educational Foundation, members of the Foundation’s committees, their immediate families or any applicant who is sponsored by a Board member, Foundation member or committee member are automatically disqualified.

All SDAPHCC Educational Foundation Scholarship award recipients are selected without regard to race, color, creed, sex, handicap, age or national origin.

I have read and understand the following information.

Applicant’s Signature: ___________________________ Date: ___________________________ 

Please return your application to:
SDAPHCC Educational Foundation Scholarship
707 E 41st St, #220
Sioux Falls, SD 57105