

PHCC—National Member At-Large Benefits and Application

Here's what you need to know.

PHCC—National membership offers a variety of programs, education and services to keep your business in the know.
Engagement opportunities are here for you — just plug in!



ADVOCACY

- Federal legislative and regulatory representation
- State and local legislative and regulatory assistance
- State legislative and regulatory online tracking tool
- Representation on code bodies and industry coalitions
- Reinforcement of industry standards that protect public health and safety
- Annual legislative conference
- Alerts on laws, regulations and code changes
- Grassroots network
- PAC activities



WORKFORCE & PROFESSIONAL DEVELOPMENT TRAINING

- Free monthly webinars for members
- PHCCCONNECT annual conference and tradeshow offering tailored P-H-C education
- Face-to-face learning opportunities
- PHCC career center and job board
- Career and job fair materials



BROUGHT TO YOU BY THE PHCC EDUCATIONAL FOUNDATION

- Plumbing and HVACR apprentice training
- Plumbing and HVACR Workforce Readiness course
- Plumbing Pre-Apprentice course
- Fast Track to Service Plumbing course
- Foremen workshop
- Assessment tests
- Essentials of Project Management class
- Plumbing and HVAC apprentice contest
- Scholarships



BEST PRACTICES, COMMUNICATION & NETWORKING

- Safety and risk management tools
- Access to subject matter experts
- PHCC water supply calculator app
- Monthly electronic newsletters
- Award winning magazine *Solutions*
- PHCC contractor online directory
- PHCC Online Buyer's Guide
- Online member communities



SAVINGS & DISCOUNTS

- PHCC industry partnerships with manufacturers and product providers to the P-H-C trade
- PHCC Labor Unit Database subscription
- Members-only discounts on programs, events and services



BUSINESS INTELLIGENCE

- Regular PHCC members-only business intelligence reports and insights, forward-facing statistics
- Monthly *Insta-Intel* report
- Quarterly *Competitive Edge* report



CONSUMER AWARENESS

- Find A Contractor online directory
- Branded PHCC outreach



ENHANCED SERVICE GROUPS (ESG)

- Quality Service Contractors (QSC)
 - » QSC Flat Rate Pricing Software
 - » One Power Meeting Registration Per Year
 - » A Complimentary, Comprehensive One-Hour Virtual Business Evaluation with a QSC Business Coach - variety of offerings available
 - » QSC's Online Community
 - » QSC's Rebate Program
 - » Library of Helpful Tools
 - » Specialized Peer Groups
- Construction Contractors' Alliance (CCA)
 - » Provides contractors with a means to find solutions to the many issues new construction contractors face. CCA serves PHCC's plumbing and mechanical contractors specializing in residential, industrial, commercial and institutional new construction.
- Union-Affiliated Contractors (UAC)
 - » Seminars offering targeting topics that are useful to union operated contractors. Topics like collective bargaining, benefits and Anti-Trust may be offered. Check out <https://community.phccweb.org/uac/home> for upcoming seminars.
- PHCC—National Auxiliary
 - » Women and men with the purpose of working in partnership with the plumbing, heating and cooling industry through scholarships, education, and industry support. They are comprised of individuals who have a wide variety of backgrounds. The common denominator, however, is an interest in the P-H-C industry.



PLUMBING-HEATING-COOLING CONTRACTORS ASSOCIATION®
Best People. Best Practices®

PHCC membership pays for itself. *Just plug in!*

Member Savings and Discounts

- Aramark: **25% discount** on uniforms.
- Code Books: Discounts vary by chapter.
- ConsensusDocs: **20% discount** on subscriptions to standard construction contracts.
- Exxon/Mobil: **5 cent savings per gallon** of gas using Fleet National card.
- Home Depot Pro and HD Supply: Two "Preferred Partner" programs with substantial savings for PHCC members: Home Depot Pro for retail and Home Depot Supply for wholesale.
- Labor Unit Database: 30-day free trial and **\$100 discount** off subscription renewal.
- Market Hardware: **Free consultation and discount** on web sites and marketing services.
- Monthly Webinars: **\$360 value** (\$35/ea. for non-members).
- PHCCCONNECT Conference and Tradeshow: **\$100 discount** off each member registration.
- *Solutions* magazine subscription: **\$30 value**
- Time Communications: **Discounted monthly rate** on call management systems.
- Pink Callers: Access to an administrative support solution that assigns customer service reps to support home service business remotely.
- Plumbing and HVACR Apprentice eLearning Programs: Discounts vary by chapter.
- Plumbing and HVACR Textbooks: Up to **25% discount** through your chapter.
- US Bank: Eligible for a 15-minute consultation to discuss how your business expenses can become opportunities to increase cash flow, lengthen operating cycle, and earn more rewards.
- Who's Who Directory: Contact information for your fellow PHCC members across the nation. **Free to PHCC members;** \$75 non-member

Resources for Members



Plumbing and HVACR Workforce Readiness: Online course provides individuals with an introduction to working in the plumbing-heating-cooling industry.



TechLine: Expert advice on code questions and clarifications.



Safety Program Builder: Available from Federated Insurance, allows contractors to customize efforts that illustrate your commitment to ensuring safety in your workplace.



Overhead and Profit Calculator: This simple software tool helps business owners calculate their real costs and find the right selling price for their company.



PHCC Water Supply Calculator App: Offers a single resource to determine water supply fixture units and minimum fixture branch sizes for common plumbing fixtures, typical pressure drops in water meters, equivalent lengths of fittings, and more.



Multi-Employer 401(k) Retirement Program: PHCC members can choose among several 401(k) retirement program options offered by Lincoln Financial Group through Certified Financial Services.



Publications: Members receive *Solutions* magazine, *PHCC Online* and the *PHCC Advocate* newsletter, chock full of valuable news and information to help run your business and stay current on industry legislation and regulations.

JOIN PHCC TODAY! www.phccweb.org/membership

CONTACT US: 800-533-7694 | membership@naphcc.org | phccweb.org | phccfoundation.org



@phccnatl



@PHCCNational



naphcc



NationalPHCC



Plumbing-Heating-Cooling Contractors-National Association

Additional benefits and savings available through PHCC's state and local chapters.



PLUMBING-HEATING-COOLING
CONTRACTORS ASSOCIATION®
Best People. Best Practices.

PHCC—National Association

2023 CONTRACTOR MEMBERSHIP APPLICATION

FOR USE BY **AT-LARGE MEMBERS** WHERE A PHCC STATE CHAPTER IS NOT ESTABLISHED.

PRIMARY CONTACT

CONTACT NAME: _____ TITLE: _____

COMPANY NAME: _____

MAILING ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

WORK PHONE: _____ MOBILE PHONE: _____

EMAIL: _____ URL: _____

SOCIAL MEDIA HANDLES: Facebook: _____ LinkedIn: _____ Instagram: _____

At-Large States:

- Delaware
- Idaho
- Kentucky
- Mississippi
- Montana
- New Hampshire
- New Mexico
- South Carolina
- Utah
- Vermont
- West Virginia
- Wyoming

CONTRACTOR ANNUAL MEMBERSHIP DUES

[Membership is from January 1st to December 31st each year.]

- ☐ Active Contractor Member – \$543 USD
- ☐ Introductory Contractor Member* – \$272 USD

*Special Two Year Discount Incentive available to companies that have never held a PHCC Two-Year membership under this company name.

1st Year. Contractor Introductory dues 50% discount incentive.

2nd Year. Introductory Member dues 25% discount incentive.

After 2nd Year. Discount incentive ends. Your membership will be converted to Active Contractor Member with full voting rights and can hold office and propose Bylaws.

DEMOGRAPHICS (Confidential)

What date was your business established? _____

What year you were born? _____

Type of Shop:

(Select all that apply)

- ☐ Open
- ☐ Union
- ☐ Dual
- ☐ Minority Owned
- ☐ Woman Owned
- ☐ Veteran Owned

Primary Type of Work:

(Select one)

- ☐ Air Conditioning
- ☐ Heating
- ☐ Refrigeration
- ☐ Plumbing

Primary Field of Work:

(Select one)

- ☐ Institutional
- ☐ Industrial

Residential:

- ☐ New Construction
- ☐ Remodel
- ☐ Service & Repair

Commercial:

- ☐ New Construction
- ☐ Remodel
- ☐ Service & Repair

Number of Employees

Office Staff & Management (Admin, Estimators, Customer Service etc.):

- ☐ Less than 6
- ☐ 6–10
- ☐ 11–20
- ☐ 21–40
- ☐ 40+

Installers/Technicians:

- ☐ Less than 6
- ☐ 6–10
- ☐ 11–20
- ☐ 21–40
- ☐ 40+

Volume of Plumbing Products Purchased Annually

- ☐ Less than \$500k
- ☐ \$500k – \$750k
- ☐ \$750k – \$1M
- ☐ \$1M – \$2.5M
- ☐ \$2.5M – \$5M
- ☐ \$5M – \$8M
- ☐ \$8M – \$15M
- ☐ \$15M – \$25M
- ☐ \$25M – \$40M
- ☐ \$40M+

Volume of HVAC Products Purchased Annually:

- ☐ Less than \$500k
- ☐ \$500k – \$750k
- ☐ \$750k – \$1M
- ☐ \$1M – \$2.5M
- ☐ \$2.5M – \$5M
- ☐ \$5M – \$8M
- ☐ \$8M – \$15M
- ☐ \$15M – \$25M
- ☐ \$25M – \$40M
- ☐ \$40M+

QUALITY SERVICE CONTRACTORS (QSC) MEMBERSHIP DUES*

Add on to your PHCC Contractor membership to engage with this Enhanced Service Group through events, forums and education.

- ☐ Premium Contractor Community Coaching Subscription – \$12,050 USD
- ☐ Pro Contractor Community Membership – \$5,050 USD

*Must maintain an active PHCC Contractor membership under this company name.

See all the benefits you receive with your QSC membership at <https://www.qsc-phcc.org/aboutus/benefits-services>

PAYMENT INFORMATION

Annual membership dues may be deductible as a business expense but not as a charitable contribution. For 2023, PHCC estimates that 5% of your national dues constitute lobbying expenses.

Active Contractor Dues amount: \$ _____

Introductory Contractor Dues amount: \$ _____

QSC Contractor Dues amount (optional): \$ _____

TOTAL PAYMENT

\$ _____

☐ CREDIT CARD: ☐ VISA ☐ MASTERCARD ☐ AMERICAN EXPRESS

CARD NUMBER: _____

EXPIRATION DATE: _____ CVV: _____

☐ ACH PAYMENT OPTION: ☐ CHECKING ACCOUNT ☐ SAVINGS ACCOUNT

DEPOSITORY (BANK) NAME: _____

ROUTING NUMBER: _____

ACCOUNT NUMBER: _____

Products and Services Offered

(Select all that apply)

- ☐ Air Conditioning
- ☐ Backflow
- ☐ Drain Cleaning
- ☐ Energy Efficient
- ☐ Fire Sprinklers
- ☐ Generators
- ☐ Heating
- ☐ Indoor Air Quality
- ☐ Plumbing
- ☐ Radiant Heat
- ☐ Refrigeration
- ☐ Solar Heat
- ☐ Water Efficiency
- ☐ Water Filtration
- ☐ Other: _____

Other Fields of Work:

(Select all that apply)

- ☐ Institutional
- ☐ Industrial
- Residential:**
- ☐ New Construction
- ☐ Remodel
- ☐ Service & Repair

Commercial:

- ☐ New Construction
- ☐ Remodel
- ☐ Service & Repair

Certifications:

- ☐ Backflow
- ☐ BPI
- ☐ Energy Auditor
- ☐ Energy Star Credentialed
- ☐ LEED
- ☐ NATE
- ☐ Water Auditor

Sales Volume of Annual Business:

- ☐ Less than \$500k
- ☐ \$500k – \$750k
- ☐ \$750k – \$1M
- ☐ \$1M – \$2.5M
- ☐ \$2.5M – \$5M
- ☐ \$5M – \$8M
- ☐ \$8M – \$15M
- ☐ \$15M – \$25M
- ☐ \$25M – \$40M
- ☐ \$40M+

Please return your completed application along with payment via email to: membership@naphcc.org
or mail check to: PHCC • 180 S. Washington Street, Suite 100 • Falls Church, VA 22046