

# Top 10 reasons to join PHCC!



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

PHCC brings together like-minded plumbing and HVACR contractors who want to be the best of the best for their customers and represent the industry by setting high standards. Come be a contractor of choice by joining PHCC.

**1 Membership in your state and local chapter**  
Chapters offer the face-to-face connection you need. They have their hands in the government relations aspect of being in the p-h-c industry. Additionally, they offer leadership roles for contractors to really make an impact in their industry. Connect today with your chapter.

» Learn more at [phccweb.org/chapters](http://phccweb.org/chapters)

**2 Online State Legislative and Regulatory Tracking Center**  
Members can track and monitor legislation and regulatory items that could impact their businesses. Additionally, members have access to the regulatory and legislative team to discuss action plans or seek clarification on industry changes.

» Find this tool at [phccweb.org/legislative](http://phccweb.org/legislative)

**3 Join an Enhanced Service Group (ESG)**



**Construction Contractors' Alliance (CCA)**

Plumbing and HVACR new construction contractor focused membership. Two business meetings a year that bring the owners together to dive deep into their businesses and learn from their like-minded peers.

» Visit [phccweb.org/cca](http://phccweb.org/cca)



**Quality Service Contractors (QSC)**

A welcoming community that influences best practices, superior growth and profitability for service contractors and industry partners. Industry business coaches offer training and education, business coaching and peer and performance groups. Plus, the annual POWER meeting.

» Visit [phccweb.org/qsc](http://phccweb.org/qsc)



**Union-Affiliated Contractors (UAC)**

Specifically developed to support signatory contractors' special needs and ensure that their concerns are heard. Seminars and educational opportunities are offered throughout the year.

» Visit [phccweb.org/uac](http://phccweb.org/uac)

**4 Training and Business Coaching**  
PHCC offers training courses geared towards all aspects of your business operations. Frontline Service Technician, Service Manager, BOSS, Customer Loyalty training, plus a few financial performance and true cost training courses. Additionally, we have three industry business coaches who can offer a free business evaluation to assess the state of your company. They offer additional coaching sessions, peer groups, and performance groups specific for owners.

» Get started at [phccweb.org/qsc](http://phccweb.org/qsc)

**5 Business Intelligence**  
PHCC's BI department delivers *Insta-Intel* reports and quarterly *Competitive Edge* reports that allow members the opportunity to avoid the negative impact of economic trends and other factors on their business.

» Find them at [phccweb.org/business-intelligence](http://phccweb.org/business-intelligence)

**6 Product and Service Providers Directory**  
Your go-to for industry product and service providers that support PHCC; search the directory for all your business needs.

» Visit [phccweb.org/associatememberdirectory](http://phccweb.org/associatememberdirectory)

**7 PHCCCONNECT – The best industry event for p-h-c contractors**

Annually, members from across the country come together for the opportunity to meet face-to-face with their peers, learn what is new and innovative within the industry, participate in a series of educational sessions and browse a showcase of product and service providers. Make plans to attend **PHCCCONNECT 2024 in Birmingham, Alabama, October 7-9.**

» Visit [phccweb.org/connect](http://phccweb.org/connect)

**8 Research the PHCC Labor Unit Database**  
Simplify your estimating process, prepare accurate bids, and become more efficient and profitable. PHCC has partnered with Harrison Publishing House's CINX platform to provide a comprehensive plumbing and HVAC database for accurate, in-depth material pricing to create your own pricing workbook.

» Access it at [phccweb.org/laborunitdatabase](http://phccweb.org/laborunitdatabase)

**9 Download the PHCC Water Supply Calculator App**  
The 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 much more! Put it to work for you.

» Access it at [phccweb.org/watercalculatorapp](http://phccweb.org/watercalculatorapp)

**10 Save big money with member savings and discounts**

Strengthen your business and better your bottom line with member discount programs on everything from uniforms and fuel to customer financing and marketing to call center, credit card and banking services.

» Visit [phccweb.org/discounts](http://phccweb.org/discounts)



# PHCC-National Association

## 2024 Contractor Membership Application

For use by **at-large members** where a PHCC state chapter is not established.



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### 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 – \$558 USD
- ☐ Introductory Contractor Member\* – \$279 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.

### + 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.

- ☐ QSC Premium Membership – \$11,800 USD
- ☐ QSC Pro Membership – 4,900 USD

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

### PAYMENT INFORMATION

Annual membership dues may be deductible as a business expense but not as a charitable contribution. For 2024, PHCC estimates that 5% of your national dues constitute lobbying expenses.

Active Contractor Dues amount:	\$	
Introductory Contractor Dues amount:	\$	
QSC Contractor Dues amount (optional):	\$	
<b>Total Payment:</b>	\$	

**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:

Please return your completed application along with payment via email to: [membership@naphcc.org](mailto:membership@naphcc.org) or go online to join at [phccweb.org/membership](http://phccweb.org/membership). Email [membership@naphcc.org](mailto:membership@naphcc.org) with any questions.

### DEMOGRAPHICS (Confidential)

What date was your business established? \_\_\_\_\_

What year were you born? \_\_\_\_\_

#### Type of Shop:

(Select all that apply)

- ☐ Open
- ☐ Union
- ☐ 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+

#### 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

#### Business Annual Sales Volume:

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