



NERCANEWS

NORTH / EAST ROOFING CONTRACTORS ASSOCIATION INC.
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March 2019

93rd Annual Convention Date Change

**Please note that the NERCA Convention and Trade Show is sooner than you think!
It will now take place Monday, March 18th to Wednesday, March 20th.**

[Click Here To Register](#)

SCOREBIG with NERCA

at the

93rd Annual Convention & Trade Show

**March 18th - 20st, 2019
Foxwoods Resort Casino**

[REGISTER NOW!](#)

[Information for Exhibitors](#)

[Information for Attendees](#)

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[Information on Silent Auction](#)

Contact Kayla Aceto at kaceto@nerca.org for more information.

A Refreshing New Trade Show!

One of the greatest benefits of attending the Annual Convention and Trade Show are the opportunities to meet other roofing industry professionals.

In addition to featuring food on the Trade Show Floor for both days of the show, we welcome everyone to join us for the following events available for all convention attendees!

Welcome Reception

Monday, March 18th from 5:30 pm - 7:00 pm
At the Convention Registration Area

Attendees will be able to pick up their registration badges and enjoy complimentary beer, wine and appetizers.



Happy Hour Reception

Tuesday, March 19th from 4:00 pm - 6:00 pm
On the Exhibit Hall Floor

Join us on the show floor for Happy Hour. Beer, wine and food will be flowing freely so that attendees can mingle, walk the show floor, and talk with exhibitors!

Seminars & Continuing Education

At the Convention & Trade Show this year, NERCA is making an even greater effort to provide training for roofing contractors with a focus on the residential market. We've also changed the Convention schedule so the first day, Monday, March 18th, is all about training!

The seminar schedule is as follows:

Monday, March 18th

1:00 p.m. – 3:00 p.m.

NRCA Building Codes and Technical Issues Update

Good for MA & RI Continuing Education Credits

Mark S. Graham, VP of Technical Services at NRCA will provide an overview of the roofing-related changes to the building, residential, existing building, energy conservation, fire and plumbing codes.

2:00 p.m. – 5:00 p.m.

PRO Lead Generation & Sales Techniques

Cost is \$50/member and \$75/non-member

Jim Johnson will coach sales reps on how to create as many lead opportunities as they will ever need.

3:00 p.m. – 5:00 p.m.

Legal Update – Insurance Coverage for Contractors

Good for MA & RI Continuing Education Credits

Stephen Phillips of Hendrick, Phillips, Salzman, and Siegel P.C. will provide practical understanding of 3 insurance coverages for roofing contractors: Commercial General Liability, Builder's Risk Insurance and Installation Floater Policies and a Contractor's Errors and Omissions Policy.

Tuesday, March 19th

9:00 a.m. – 11:00 a.m.

Fall Protection - Explaining Compliance, Expelling Myths

Good for MA & RI Continuing Education Credits

Pete Shackford of Hettrick, Cyr & Associates leads this seminar covering many common misconceptions regarding fall protection.

11:00 a.m. – 1:00 p.m.

Technical Issues Panel

Mark Graham of NRCA, Stephen Phillips of Hendrick, Phillips, Salzman, and Siegel P.C., and Lou Silver of Silver Roofing Inc. will discuss the latest issues in the industry.

Wednesday, March 20th

11:00 a.m. – 1:00 p.m.

Shingle Systems and the Most Common Mistakes

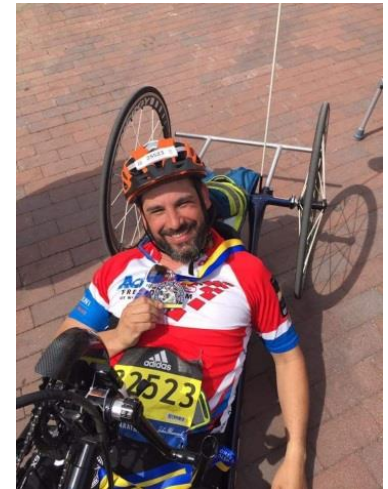
Brian Cornelius, Senior CARE Manager at GAF, will cover the installation of residential roofing systems as well as how to avoid the common mistakes in ventilation, mold and more..

Join us at the Convention for the Annual Business Meeting!

NERCA is proud to welcome back Marc Fucarile as our keynote speaker for the Annual Business Meeting in a new brunch format! Marc is a former roofing industry professional whose life changed following the Boston Marathon Bombings on April 15th, 2013.

At the age of 35, Marc became a right leg above the knee amputee as a victim of the bombings. On that day his life changed forever, leaving him with new and difficult challenges.

As a dad to his 5-year-old son Gavin at the time of the tragedy, Marc did not let these events stop him. It only gave him more motivation to work harder. As a result, Marc is not only a father to his now 11-year-old son, but also a mentor to so many other young children and adults by volunteering his time and efforts to people with missing limbs, limb differences, autism and many other disabilities through nonprofit organizations like Camp No Limits, Granite State Adaptive Sports and others.



Join us to hear Marc's inspiring update on his life since the Marathon bombings and how one roofer can make a difference.

This is a ticketed event for \$50.00 where attendees will be able to hear Marc as well as watch the presentations of the Clarence J. Carr Roofing Industry Award and the Thomas S. Funning Membership Recruitment Award.

Wednesday, March 20, 2019 from 9:30 – 11:00 am



Please Join NERCA at NRCA's Roofing Day in Washington DC April 3-4, 2019

<http://www.nrca.net/Register-Roofing-Day-2019>

Don't Miss Our Exhibitor Demos on the Show Floor

Tuesday, March 19th

1:30 PM – JobProgress – Contractor App for CRM, Estimating, Workflow, & Field Management,

2:30 PM – Lincoln Equipment – Premier Roofing Supplier Showing the Latest Products and Safety Equipment

3:30 PM – Acculynx – All in One Business Management Software for Roofing Contractors

4:30 PM – Hunter Panels – Leader in Polyiso Roof Insulation Offering Technical Guidance for Roofers

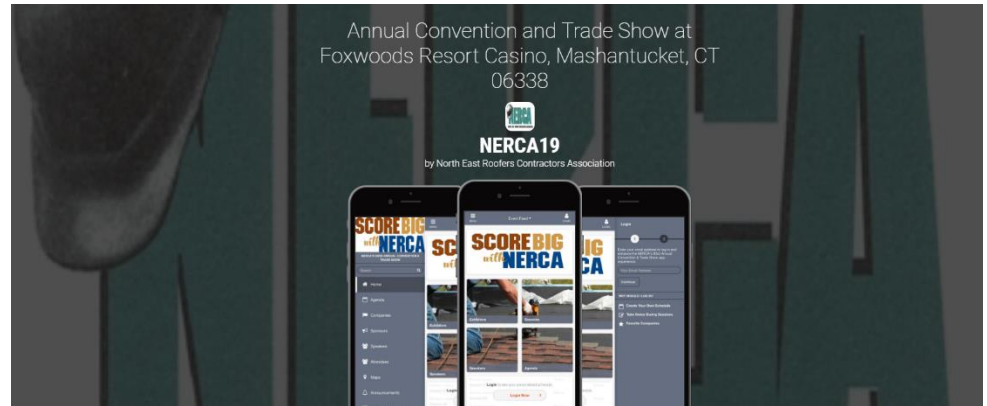
Wednesday, March 20th

11:30 AM – The Estimating Edge – All-in-One Takeoff and Estimating Software by Builders for Builders

12:30 PM – Carlisle Syntec Systems – Leader in Commercial Single-Ply Roofing Showing the Latest Products

Download the NERCA Convention & Trade Show App Today

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in the App or Google Play Store



Come Visit the Silent Auction to Support NEREF!

The Silent Auction will be on the Trade Show floor for both days. Stop by to bid on great items including:

- Red Sox Tickets
- Bruins Tickets
- Patriots Tickets
- Lobster Dinners
- Lottery/Scratch Tickets
- Memorabilia
- Golf Outings
- Fit Bit Alta
- Target Sumps
- Flir C2 Thermal Camera
- Professional Grade Backpack Blower
- Roofing Products including the OMG BeadPro Adhesive dispenser
- and much more!



LEGISLATIVE CORNER

NATION:

President Donald Trump's declaration of a national emergency on the southern border was designed to bypass congressional funding approval for his border wall and avoid the embarrassment of not living up to his most prominent campaign promise. Now, the President is scrambling to ensure that the Republican led Senate does not vote with Democrats to overturn his declaration for the first time ever. Even if he is rebuked by Congress, the President will veto the bill and take his chances in court.



NEW JERSEY:

Governor Phil Murphy signed into law AB 3666 which requires all contractors working on a public project to have employees actively participating or who have completed a registered apprenticeship program. The act becomes effective April 30, 2019 and effectively creates a huge barrier of entry for small contractors and non-union companies who do not have the established apprenticeship programs of their union counterparts.

CONNECTICUT:

The Public Safety & Security Committee voted to draft two pieces of legislation aimed at casino expansion. [HB 7055](#), establishes an open-bidding process for a new casino while, [SB 11](#), would ease the way for the construction of a tribes-operated casino in East Windsor. The tribal casino is contingent on approval by the Department of the Interior which has failed to issue a ruling. The Committee also voted to draft [SB 17](#), authorizing sports wagering, internet gambling and internet Keno, and [SB 665](#), which would establish competitive sports wagering on certain sporting events.

MAINE:

Solar power advocates are pushing lawmakers to revive incentives for homeowners and eliminate a policy they say penalizes solar energy producers. They want the Legislature to fully restore the "net metering" policy that allows homeowners to receive credits on their utility bills for excess electricity fed back into the power grid. But they are also hoping lawmakers will eliminate a "gross metering" policy that requires homeowners to install an additional meter – paid for by all ratepayers – to monitor the output of solar panels.

MASSACHUSETTS:

With a new legislative session, there is always a flurry of bill filings. New this year is a bill similar to other initiatives passed in California and liberal cities. [S.1957 An Act Increasing Solar Rooftop Energy](#) would require all new construction to be built with the ability to accept solar rooftop panels. This would affect the codes regarding roof strength, angle, and other factors to enhance solar production. With few cosponsors, this is a long shot, but still a bill to watch.

NEW HAMPSHIRE:

A bill to legalize marijuana in New Hampshire was recently approved 209-147 by the state House of Representatives. The legislation would allow adults 21 and older to possess, gift, consume, cultivate and purchase certain amounts of cannabis from licensed retailers. A governor-appointed commission would be responsible for approving and issuing licenses for commercial marijuana cultivators, product manufacturers, testing facilities and retailers under the bill. A separate panel would solicit public and expert input on the legal market in order to inform the commission.

NEW YORK:

Gov. Andrew Cuomo is hearing opposition to his support for expanding prevailing wage beyond public construction. Related legislation is in committee in the state Senate ([S1947](#)) and in the Assembly ([A1261](#)). These bills seek to expand the definition of public construction to include private properties leased to public entities and properties designed at the expense of public entities. Critics argue that this will raise the cost of construction, while supporters say that privately owned properties leased back to public entities are skirting the original intention of prevailing wage laws.

PENNSYLVANIA:

Pennsylvania lawmakers introduced [HB531](#) designed to enable the development of community solar projects, which will expand consumer access to affordable clean energy and increase jobs in the state's new energy economy. Currently, only a small percentage of Pennsylvanians have access to solar because they rent, live in multi-tenant buildings or live in homes that are unable to host a solar system. If approved, HB531 would give more Pennsylvanians a way to go solar by participating in a community solar installation located somewhere else in their community and receiving a credit on their utility bill for their share of the power produced.

RHODE ISLAND:

A Rhode Island solar siting bill HB 5789 had a hearing on March 14. The bill contains incentives to encourage solar development, requires a statewide renewable energy plan, defines areas of environments concern, prohibits state renewable energy programs to fund solar projects in areas of environmental concern among many other items. It is considered a catchall to allow for more uniform codes of local regulations to enhance solar development in a state sensitive to climate change and eagerly embracing renewable energy.

VERMONT:

The State Senate signed off on a bill that would raise Vermont's hourly minimum wage incrementally until it reaches \$15 in 2024. The current state minimum wage is \$10.78 per hour and is tied to inflation. [S.24](#) is on its way to the House of Representatives. This legislation would make Vermont like nearly every other New England State excluding New Hampshire which still does not set a state mandated minimum wage.