

SMACN-IFUS

REPORT

2025

LETTER FROM
THE CHAIR



Dear IFUS Contributor,

Thank you for your efforts to support this fund and, by extension, our industry. Through your ongoing commitment, we can advance the opportunities made available by your contribution to the fund. The demands being placed on our contractors and workforce are unrivaled in recent history. The scope of the projects, both in workforce and financial commitment, is truly mind-boggling, and their impact on our economy will resonate for decades to come.

Thanks to your continued support of this fund and the programs it sustains, we can meet these challenges head-on and meet the demands being placed on us. I am very confident that this commitment will never waver.

The joint efforts supported by this fund not only help us meet the workforce challenges ahead but also enable us to leverage emerging technologies to navigate a fluctuating marketplace. We are still grasping Artificial Intelligence and the impact that it will have on the greater construction space. Through the programming provided by your IFUS contribution, we can equip all our relevant stakeholders with the knowledge and best practices needed to make the most of these new tools. Artificial Intelligence is only one example of a new asset impacting our industry; we need to stay on top of advancing technology, and the opportunities presented by your fund contributions can make this possible.

Developing a strong and talented workforce is another critical objective of our contributors. Your tangible support enables all stakeholders to collaborate to develop workplace programs that not only equip new entrants into the workforce with the hard skills needed to succeed, but also the soft skills needed to take the next step into a long and prosperous career in this incredible industry.

Our primary responsibility as trustees is to ensure your contribution is used in a manner that reflects our joint commitment to building an industry that is robust and adaptable to current market conditions. I hope our stewardship reflects this commitment and the trust you have placed in all of us. On behalf of my colleagues, I want to thank you for your ongoing and unwavering commitment to this industry.

Sincerely,

Adam Vidimos
SMACN-IFUS chair

2025 FINANCIAL REPORT



In 2025, the IFUS trustees approved a grant to the Sheet Metal and Air Conditioning Contractors National Association (SMACNA) to execute specific programs and projects consistent with the purposes of the trust. The grant was for a maximum expenditure of $13,051,004, excluding the administrative fee and subject to the availability of receipts and collections.

Through the end of the year, total disbursements to SMACNA were $12,275,000. IFUS finished the year with a $232,561 deficit, resulting in a year-end fund balance of $230,184.

— **Jason Hanson,** Secretary/Treasurer

MAXIMUM EXPENDITURE GRANT	TOTAL DISBURSEMENT OWED TO SMACNA
$13,051,004	$12,275,000

BALANCE SHEET AS OF DECEMBER 31, 2025

TOTAL ASSETS	IFUS FUND BALANCE
$230,184	$230,184

INCOME & EXPENSES AS OF DECEMBER 31, 2025

INCOME/CONTRIBUTIONS

$12,058,556

TRANSFERS TO SMACNA	OTHER EXPENSES	DEFICIT OF REVENUE
$12,275,000	$16,117	$232,561

SMACN-IFUS TRUSTEES

Trustees of the Sheet Metal and Air Conditioning Contractors' National Industry Fund of the United States are responsible for the general management of the trust fund. This includes the receipt of contributions and the approval, development, execution, and subsequent monitoring of programs and projects that benefit the signatory sheet metal and air conditioning industry.



2025 TRUSTEES

- **Adam Vidimos,** Chair
- **Jason Hanson,** Secretary-Treasurer
- **Gavin Brownlie**
- **Matthew Cole**
- **Dan Hampton**
- **Kurt Mattson**
- **Adam Renick**
- **Frank Wall,** Administrator
- **Daniel Kelly,** Legal Counsel
- **Nadine Witchel,** Staff Liaison

INDUSTRY FUND OF THE UNITED STATES STATEMENT OF PURPOSE

Ensuring the longevity, stability, and prosperity of the sheet metal and air conditioning industry is the sole mission of the Industry Fund of the United States (IFUS).

Members of the industry make contributions to the industry fund based on hours worked. The fund, through a contract with the Sheet Metal and Air Conditioning Contractors' National Association (SMACNA), develops programs and services to support the business endeavors of industry fund contributors.

INDUSTRY PROGRAMS INCLUDE BUT ARE NOT LIMITED TO:

- Educational opportunities
- Industry-wide public relations effort that enhance work opportunities
- Development and promotion of technical standards that keep pace with industry
- Initiatives that promote harmony between employees and employers
- Programs that assist the industry to be of greater service to the public

INQUIRIES ABOUT IFUS SHOULD BE DIRECTED TO:

Frank Wall, Administrator

Sheet Metal and Air Conditioning Contractors' National Industry Fund of the United States

4201 Lafayette Center Drive, Chantilly, VA 20151-1219

Phone: (703) 803-2980

COMMUNICATIONS & MARKETING

NATIONAL CAREERS IN TRADES WEEK & YEAR 2 OVERVIEW

In 2025, SMACNA created and launched an award-winning publicity campaign called National Careers in Trades Week (NCIT). The purpose of the campaign was to raise awareness for trade careers among the next generation of industry professionals. NCIT is a national initiative for all trades, timed with graduation season and Financial Literacy Month, to increase awareness about trade careers.

For year two, we broadened our reach within the industry and the public by aligning with additional industry partners across multiple trade disciplines and organizations, including SMART, ITI, NECA, MCAA, SMOHIT, NEMI, and Heavy Metal Summer Experience. We expanded the messaging to include people seeking to pivot careers, veterans, women, and young professionals. Additionally, we built a website to help the media and public learn about the trades, benefits, and how to get started. We conducted media relations/press interviews and sent out a press release. The social media campaign for year two also continued with the hashtag #TradeJobsWork and saw an increase in content. Additionally, our team recorded video content with members to provide a range of testimonies and perspectives.

2026 NCIT MEDIA COVERAGE

1. $2.5M in ad value
2. 298M impressions (views)
3. PR Newswire picked up National Careers in Trades press release 571 times
4. 10 spokesperson interviews – Tom Martin and Scott Vidimos (local market TV/radio)
5. Business Insider op-ed also published in Yahoo!

2025 NCIT MEDIA COVERAGE (year over year comparison)

1. $553,000 in ad value
2. 43M impressions
3. PR Newswire release picked up 734 times
4. 11 TV/radio media interviews (local marketTV/radio)
5. Featured on CNN, FOX, and other national media outlets

COMMUNICATIONS & MARKETING

NATIONAL AWARD RECOGNITION

Since 2023, SMACNA Marketing & Communications has continued to receive national and international recognition for outstanding work in communications.

- 5 2025 Ragan Visual, Video Awards
- Best Video Team
- Shoestring Video (Fab Forum Recap)
- Video Series (Contractor Spotlight)
- Inspirational Video (Seeds of Life Project Spotlight)
- Interview (Modern Niagara Contractor Spotlight
- 3 2026 Trendy Awards
- SMACNews (Silver)
- Member Update (Silver)
- SMACNA Social Media (Bronze)
- Three Honorable Mentions: PR Daily's Nonprofit Communications Awards
- New website
- Project Spotlight on Ottawa Public Library
- January/February 2025 SMACNews
- 2026 Bronze Shorty Award for best podcast

Q1/Q2 Media Outreach & Social Media Results

SMACNA National works with an outside media and public relations consultant to drive news coverage for many of its campaigns and programs. This includes Heavy Metal Summer Experience, NCIT, BE4ALL Town Hall, etc. Depending on the format and location for each event, we conduct targeted media outreach to relevant media outlets, including TV stations, radio hosts, newspapers, and trade publications.

42M
TOTAL AUDIENCE

468K
PUBLICITY VALUE (PER CRITICAL MENTION)

69+
NCIT PLACEMENTS

17.2M
NCIT REACH

198K
NCIT AD VALUE

HIGHLIGHTS INCLUDE:

1. Total audience: 42M; $468,000 publicity value (per Critical Mention)
2. National Careers in Trades Week interviews, op-ed, and coverage generated at least 69 placements, with a reach of 17.2M and an ad value of $198,000
3. Authored articles in PHCCNews (Travis Voss)

YTD Social Media Stats (2026 1/1/26-5/31/26)

825,255
TOTAL IMPRESSIONS

12,328
TOTAL ENGAGEMENTS

820
TOTAL POST

1,821
TOTAL FOLLOWERS GAINED

This year, our impressions, total posts, and followers gained are up in comparison to 2025. Engagements are down slightly, but still an incredible first five months of the year.

COMMUNICATIONS & MARKETING

SMACNA PROJECT EXCELLENCE AWARDS

SMACNA is introducing a new award program called the Project Excellence Awards. This recognition celebrates two project categories: Architectural and Mechanical and recognizes a project where attention to detail and teamwork among sheet metal workers, contractors, and owners exceed expectations. The process and criteria for these awards was discussed with the board at the July board meeting.

SMACNA TRADESHOW PRESENCE (2026)

In 2026, SMACNA significantly expanded its tradeshow presence, hosting three joint booths with SMART and two with NEMI.

SMACNA hosted joint booths with SMART at the International Roofing Expo (January 20–22, 2026), AHR Expo (January 25–27, 2026), and METALCON (October 7–9, 2026). These booths served as premier opportunities to highlight industry collaboration, workforce development, and labor-management partnerships. At the AHR Expo in Las Vegas, SMACNA generated more than 252 leads and contacts, promoting its technical standards, educational resources, and membership opportunities.

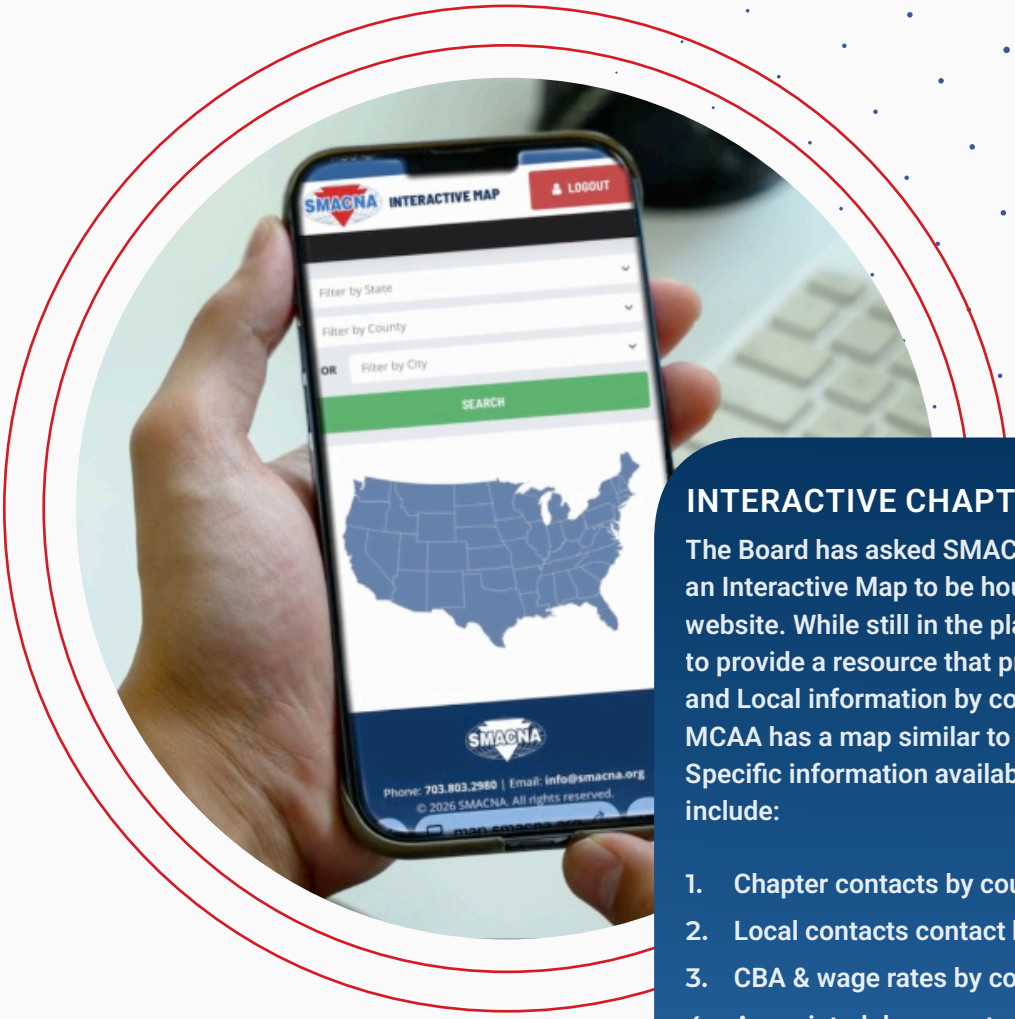
SMACNA also expanded its reach and strengthened industry partnerships by hosting a joint booth with NEMI at AIHA Connect 2026 (June 1–3, 2026) in New Orleans, Louisiana. The event generated 85 leads, and volunteers from both the TABB and Industrial Market Sector committees were available to answer attendees' questions and provide technical expertise.

In addition, SMACNA hosted a joint booth with NEMI at the Health Care Facilities Innovation Conference (August 2–5, 2026) in Minneapolis, Minnesota. Staff representatives from both organizations, along with SMACNA contractors, will be available to discuss industry trends, workforce development initiatives, and technical expertise.

SMACNA/SMART JOINT MARKETING INITIATIVES

SMACNA and SMART's communication teams frequently collaborate on several joint initiatives, including Partners in Progress, NCIT Week, Mega Projects, and BE4All. The two teams successfully collaborated on the most recent BE4ALL Town Hall in Seattle, gathering video and photo content for future distribution while also working on ensuring a successful live feed that ensured that members of both organizations who were unable to attend the in-person event were able to take part in this crucial event. The two teams covered the first annual Bias and Belonging Conference, held in the Washington, DC, metro area. Another notable collaboration was Partners in Progress, a moment where both teams worked together to tell the story of this event and why it is so important in building and maintaining the SMART/SMACNA partnership.

COMMUNICATIONS & MARKETING



INTERACTIVE CHAPTER/LOCAL MAP

The Board has asked SMACNA National to create an Interactive Map to be housed on the SMACNA website. While still in the planning stages, our goal is to provide a resource that provides access to Chapter and Local information by county. As a reference, MCAA has a map similar to what we plan to build. Specific information available for each county will include:

1. Chapter contacts by county
2. Local contacts contact by county
3. CBA & wage rates by county
4. Associated documents

Our goal is to have this map live on the website by the end of 2026.



COMMUNICATIONS & MARKETING

SMACNEWS

SMACNA continues to publish SMACNews every two months, usually as a 30-page magazine. After the positive response to the expanded 2025 convention issue, future convention-focused editions will also have more pages. Recent issues have covered topics that matter to our contractors, such as infrastructure, new transportation opportunities, and the need for skilled workers.

We also shared our work with SMART to help build a younger, more dynamic workforce, which is especially important as many in our industry approach retirement. The latest issue featured two major SMACNA events, the Fab Forum and the Washington, DC Legislative Conference, and showed how important in-person events are for our members.



CONTENT & VIDEO PRODUCTION

2026 continues to drive home another successful period in content generation. We are about to release four contractor spotlights, with more already in the works. One of the highlights of this series was a special edition of Contractor Spotlight that focused on the mentorship and partnership between Chicago-based SMACNA Contractors Sheet Metal Werks and Madon Sheet Metal. This video talked about how the team at Sheet Metal Werks helped Madon build their business and how the two firms worked together in a spirit of cooperation. Project Spotlight has been highlighting work on a variety of projects, ranging from renovating and building out office space in the crowded Chicago market to improving the health care infrastructure surrounding metro Kansas City. In addition to the spotlight series, SMACNA has been producing recap videos and interview series shot at major SMACNA events, including the Fab Forum, Partners in Progress, and the Washington, D.C. Leadership Conference.

These videos gathered not only members' perspectives but also those of critical external stakeholders. The Marketing & Communications department also collaborated with the Government Affairs and Labor Relations department on several webinars that addressed issues important to members, featuring discussions with state labor leaders and transportation and infrastructure thought leaders. SMACNA's podcast network continues to thrive, with regular episodes diving into a wide swath of topics – including indoor air quality, residential business lines, developing and mentoring young industry professionals, and fire/life safety. In addition, we continue to create content focused on improving overall contractor operations.

SMACNEWS

Published every two months, usually a 30-page magazine

CONTENT & VIDEO

Contractor spotlights, project features, recap videos, webinars, and podcast episodes

STRONGER PARTNERSHIPS

Collaboration with SMART, industry partners, and key stakeholders

COMMUNICATIONS & MARKETING

MEMBER UPDATE/CHAPTER LEADERSHIP/ STATE LOCAL LEGISLATIVE REPORT

SMACNA's email newsletters continue to be a foundational piece of our communications strategy. Member Update is our flagship publication, published weekly, with a focus on providing actionable, important content to our members designed to help them grasp the key issues facing our industry and our association, while also ensuring access to the educational opportunities available to our members through SMACNA. Chapter Leadership, which comes out every month, is a more focused publication designed to equip chapter leaders with the information and tools they need to serve their membership. The State & Local Legislative Report is a monthly asset, published in collaboration with the Government Affairs department, designed to inform our membership about legislative issues and challenges that will directly impact their business. This publication brings to light several topics, including permitting, labor relations issues and rules, and tax matters.

EXECUTIVE NEWS BRIEF

This daily e-newsletter has proven to be a very valuable resource to members. In Q2 2026, distribution frequency remained 2x per week, allowing SMACNA to be more selective in its articles. Executive News Brief continues to be one of the most consumed news aggregation tools in our industry, consistently registering a read rate far above the industry average, usually clocking in at nearly 40 percent, a remarkable achievement considering the industry average is around 20 percent.

NEARLY
40%
READ RATE

2x
PER WEEK
Q2 2026
DISTRIBUTION

~20%
INDUSTRY
AVERAGE



LABOR RELATIONS

BEST PRACTICES TASK FORCE

The SMACNA/SMART Best Practices Task Force met twice in 2026. The task force's primary objective was to ensure its activities aligned with the strategic plans of both SMACNA and SMART. In support of this objective, the task force successfully hosted the 2026 SMACNA/SMART Partners in Progress Conference on February 17–18, 2026, in Orlando, Florida.

MEGA PROJECT TASK FORCE

The SMACNA-SMART Joint Mega Project Task Force continued advancing initiatives that support the successful implementation of mega projects while strengthening the long-term stability and growth of both organizations.

COLLECTIVE BARGAINING ORIENTATION

The 2026 edition of the Collective Bargaining Orientation was held January 14–15, 2026. The program featured sessions on topics including the fundamentals of collective bargaining, strategies for avoiding work stoppages, effective communication during negotiations, and the development of a legal framework for labor negotiations.

EMPLOYMENT SHARE REPORTS

The Employment Share Reports provided a comprehensive report to evaluate local union employment share. The Construction Labor Research Council (CLRC) developed the Employment Share Data Report that measures current union versus non-union sheet metal employment for 103 contract areas. The historical trends are useful in evaluating industry performance and planning for contract negotiations.

TRUSTEE EDUCATION

An in-person trustee education seminar on our industry's benefit funds was held for management trustees. The two-day workshop covered information to help trustees better meet their fiduciary duties and oversee their respective funds' operations. Speakers addressed collection trends, actuarial practices, and legislative and regulatory actions impacting funds.

WAGE AND FRINGE DATABASE

The Wage and Fringe Database is a great bargaining resource that is updated throughout the year. It tracks wage and fringe information for 107 areas and includes regional and national averages.

REGULATORY COMMENTING

Regulatory commenting continued to feature a front-and-center role in activities related to how we utilized funds. SMACNA and SMART continue to collaborate on regulatory issues of interest to the industry.

TARIFF WEBPAGE

Through ongoing uncertainty surrounding tariffs, SMACNA provided contractors with strategies to mitigate potential financial losses.

GOVERNMENT AND POLITICAL AFFAIRS



Last year, in the first session of the 119th Congress, we witnessed government shutdowns, many one-vote wins on the floors of Congress, and unprecedented challenges for contractors and the construction industry. Nevertheless, the Government Affairs Department quietly but effectively battled to deliver significant legislative victories on behalf of SMACNA members.

This work is best evidenced by our efforts to protect what mattered most to the majority of our members in the now-enacted tax package, including bonus depreciation, equipment expensing, estate tax permanence, SALT cap increases, and the R&D tax credits. We also joined countless coalition allies to score several significant victories to extend important tax incentives for efficiency, CHIPS and energy grid enhancement, enabling the fast-growing wave of data center projects.

Often success is measured in the number of laws and programs you preserve, not the new laws you help pass each session. Defending and saving SMACNA's key statutory priorities outweighs most of the new initiatives won in committee and on the floor. Alone and with our coalition allies, helped push back efforts to eliminate tax preferences for municipal bonds, preserve state and local tax deductions for businesses, and stop efforts to tax employee fringe benefit plans.

LEGISLATIVE OUTREACH AND ENGAGEMENT

- Expanded SMACNA's outreach to over 100 Members of Congress on legislative matters, far more PAC engagements.
- Played a pivotal role in the legislative drafting of the restoration of energy tax credits, change orders, and multiple IAQ proposals.
- Worked with our allies across the federal spectrum to continue our workforce development efforts through additional funding for registered apprenticeship recruitment, support, and oversight.
- Some of the critical legislative wins and/or outstanding objectives include:
  - Secured Extension of R&D Tax Credits, Expensing / Section 179 Bonus Equipment Depreciation Provisions — Passed as part of HR 1 / P.L. 119-15.
  - Defended the Inflation Reduction Act (IRA) Tax Incentives for Private Construction Incentives / Public Projects.
  - Included New HVAC Energy Efficiency Work / Terminal Energy Upgrades in the FAA 5–Year $130 Billion Reauthorization
  - Promoting the Change Order Reform / Small Business Payment for Performance Act.
  - Supporting Nuclear Energy Financing, Licensing, and Advanced Technology Act
  - Defending PLAs / Davis-Bacon Act and Opposing Prevailing Wage or Harmful Reform or Repeal Bills.
  - Supporting the IAQ in Schools Act (H.R. 5123) and the IAQ Commercial Building Assessment Tax Credit Act of 2026.

GOVERNMENT & POLITICAL AFFAIRS

REGULATORY ADVOCACY

- We tracked more than 200 regulatory actions across 18 federal agencies.
- Through our partnership with SMART and other industry allies, we created a united front to advance efforts to address shared concerns.
- We submitted multiple individual and joint regulatory comments to priority federal agencies, including DOE, DOL, and OMB.
- Critical issues of note include:
  - Worked to prohibit illegal discrimination in registered apprenticeship programs.
  - Ongoing monitoring and advocacy of tariff reform actions to limit their direct impact on material costs.

200+

REGULATORY ACTIONS

Tracked across 18 federal agencies.

18

FEDERAL AGENCIES

Through our partnership and industry advocacy

ENHANCING MEMBER AWARENESS OF KEY ISSUES

- Enhanced member awareness and involvement in government affairs initiatives.
- Drafted dozens of priority policy, legislative, and political articles for SMACNA and media publications as well as conducted many interviews to boost SMACNA's image across the industry and beyond.
- Expanded outreach through digital communications (direct emails, newsletters, etc.), in-person visits with chapters and contractors, and advocacy-focused education such as webinars, "101" video tutorials, etc.
  - Released a State & Local Government Relations newsletter that informs members of pressing issues across all layers of government.
  - Produced quarterly a podcast/webinar series (in partnership with the Marketing and Communications Department) to provide timely updates and practical insights for members-panelists have included legislators and former White House officials.

The Government Affairs Department in 2025 launched a monthly State & Local Government Relations newsletter and a quarterly podcast to provide timely updates and practical insights for members. These initiatives were designed to strengthen member engagement and reinforce the value of our advocacy efforts at the state and local levels throughout the year.

MEMBERSHIP DEVELOPMENT & INNOVATION

MARKET SECTOR COUNCIL UPDATES



INDUSTRIAL SHEET METAL MARKET SECTOR COUNCIL

Travis Voss began facilitating the process of adding Industrial components to the RMLU application in June.

The council was represented at the AIHA and ASHE Health Care Facilities Innovation Conference at the SMACNA/SMART booth, promoting SMACNA contractors for industrial and health care facility work.

THE ARCHITECTURAL MARKET SECTOR COUNCIL

Currently, regional outlooks indicate strong activity in the Midwest and Northeast, while the Pacific Northwest and California show slowdowns and increased non-traditional competition.

THE RESIDENTIAL MARKET SECTOR COUNCIL

One of the council's primary focuses was to increase visibility of the key issues confronting this sector. Appropriate marketing and podcast initiatives included a review of SMACNA's residential content in SMACNews, a reminder of available National marketing support (social media, content creation, photo/video, website content), and updates on the Clear the Air podcast.

THE TAB MARKET SECTOR COUNCIL

Top-line awareness initiatives included completion of the wearewhatwebreathe.com website, ongoing TAB Connect promotion, a new dedicated TAB section in SMACNews, a TAB podcast series seeking volunteers, completion of the ConTechCrew podcast collaboration, and trade show co-exhibits with NEMI at AIHA Connect (New Orleans) and ASHE Annual Conference (Minneapolis).

Other business included initial outreach to the International Firestop Council regarding firestopping partnership opportunities, and an open discussion on AI-driven project management tools and workforce development pathways.

MEMBERSHIP DEVELOPMENT & INNOVATION

CONTRACTOR OPERATIONS MANUAL COMMITTEE

The group has recently released an update to The Contractor's Role in Preconstruction as well as Analysis of Trade Stacking: Root Causes and Remediation Strategies to the membership. A podcast on the Preconstruction paper will also be released in early June. Work has also begun on Defending Yourself Against Back Charges, with an initial draft produced and a survey being sent to members to gather further insights.

CONSTRUCTION TECHNOLOGY

The Construction Technology Committee continues to meet virtually monthly, with Steel Toe Consulting remaining as facilitator at no charge. Recently, the committee approved the release of the Cybersecurity section installment, which is the Identify portion of NIST. The committee also released two new sections on AI written by Hugh Seaton.

The committee met along with their counterparts from MCAA and NECA in April to review the 2026 MEP Innovation Conference and to set the tone for the 2027 conference. Each year has been a resounding success as attendance continues to grow, and the community of attendees is a huge fan of the event.

SMACNA AI LEADERSHIP PROJECTS

AI webinar series with consultant Hugh Seaton continues monthly and has evolved its format to alternate between introductory "101" topics and advanced sessions, providing value for members at different stages of AI adoption. The AI Reality Checks continue to be released monthly through the Member Update and on the SMACNA website.

REFERENCE MANUAL FOR LABOR UNITS TASK FORCE

Reference Manual for Labor Units Task Force is reviewing a proposal from Steel Toe Consulting to create a Change Order Pricing platform to be integrated into the application released earlier this year. This proposal also includes usability enhancements and additional documentation to assist members in using the platform.

JOINT INDUSTRY INITIATIVES

MEP INNOVATION CONFERENCE

MEP Innovation Conference planning for 2027 is already underway with a kickoff by the three associations held in April. Next year's conference will take place January 25-27, 2027, at the JW Marriott in Tampa, FL. The Construction Technology Committee remains deeply involved in the planning process and will participate in virtual planning meetings alongside NECA and MCAA. It has already made comments on the types of sessions it would like to see, as the call for proposals has been released.

FAB FORUM CONFERENCE

Fab Forum 2026 was held April 12-14 in Rosemont, IL, hosted by The Hill Group of Franklin Park, IL. By all metrics, this event was a huge success. The event was sold out, sponsorships were sold out as well, and overall feedback was positive.

Southland Industries' new facility in Dallas-Fort Worth is the host for Fab Forum 2027. Southland was invited to the wrap-up meeting with The Hill Group to help them understand the effort and lessons learned from this year's program. Planning meetings have begun in preparation for the 2027 conference.



MEMBERSHIP DEVELOPMENT & INNOVATION

SMACNA TRADESHOW PRESENCE 2026

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In addition, SMACNA hosted a joint booth with NEMI at the Health Care Facilities Innovation Conference (August 2–5, 2026) in Minneapolis, Minnesota. Staff representatives from both organizations, along with SMACNA contractors, are present at all tradeshows to discuss industry trends, workforce development initiatives, and technical expertise.



TOOL & EQUIPMENT RENTAL GUIDE

Tool & Equipment Rental Guide is currently reviewing a new contract with EquipmentWatch to provide our members with an updated list of rental equipment and tool pricing. Previously, this was done as a standalone web application shared between NECA, MCAA, and SMACNA. This new proposal is still being held jointly, but each association will get access to the raw data to share with Members through their own channels.

5

TRADESHOWS

3 with SMART
2 with NEMI

STRONGER PARTNERSHIPS

Industry collaboration, workforce development, and labor-management opportunities

337+

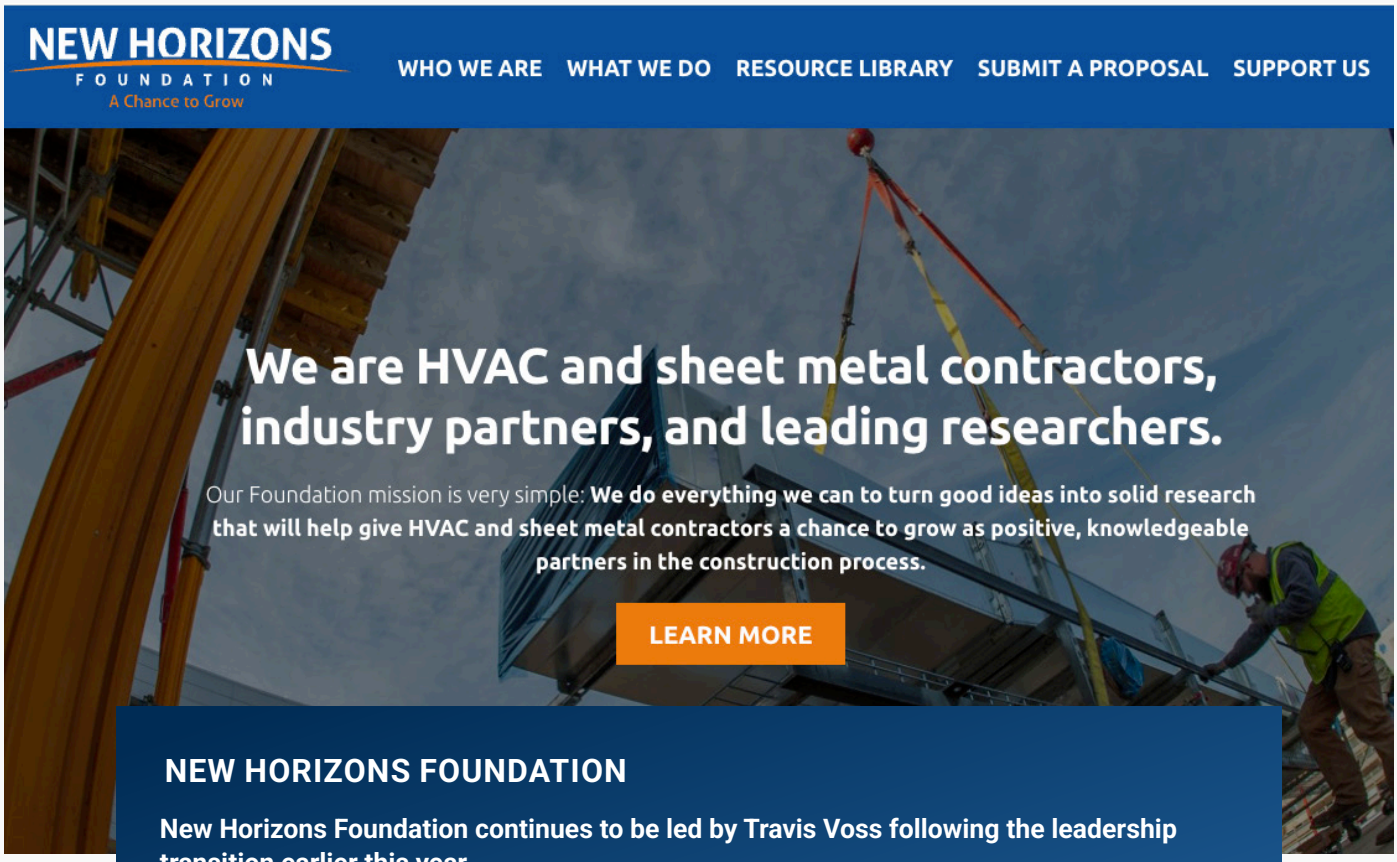
LEADS & CONTACTS

252 at AHR Expo
85 at AIHA Connect

GREATER VISIBILITY

Showcasing SMACNA standards, educational resources, and membership opportunities

MEMBERSHIP DEVELOPMENT & INNOVATION



NEW HORIZONS FOUNDATION

New Horizons Foundation continues to be led by Travis Voss following the leadership transition earlier this year.

There continues to be progress on the prefabrication practices study, and the Foundation has launched the Managerial Strategies for Improving Project-Level Cash Flows and Payment Terms project.

Two new project proposals have been brought forward. The first stems from the Contractor Operations Manual Committee's paper on trade stacking. It proposes partnering with other trades to conduct structured time studies to determine the most efficient installation sequencing. The work would likely be conducted at the Carpenters Training Center in Las Vegas. The second is a Phase II of the construction helmet safety study originally conducted by ELECTRI International, JRGF, and other partners. Phase I was completed through Virginia Tech's Helmet Lab.



MEMBERSHIP DEVELOPMENT & INNOVATION

SAFETY AND HEALTH



- The Safety and Health Committee met to review ongoing industry, regulatory, and SMACNA safety initiatives. Members discussed mental health programs, safety concerns, strategic partnerships, and future opportunities for safety programming.
- The committee approved discontinuing the annual $1,500 SMACNA safety sponsorship to the International Code Council (ICC), determining these funds could be better allocated to programs that offer greater value to SMACNA members.
- The committee reviewed activities related to OSHA, NIOSH, and the development of ANSI A10 and B11 standards. SMACNA remains a 2026 OSHA Premier Partner, supporting the National Campaign to Prevent Falls in Construction.
- The committee supported SMACNA's comments opposing OSHA's proposal to indefinitely extend the compliance deadline for retrofitting fixed ladders with adequate fall protection.
- Committee representatives remain active in ANSI A10 and B11 standards development workgroups, with six SMACNA comments incorporated into the A10.43 Confined Space 2026 revision.
- The committee established three new workgroups focused on Toolbox Safety Talks, Hand-Held Laser Welding Safety Program Templates, and Mental Health Awareness Materials. Additional topics for future safety education programming included employee assistance programs, lockout/tagout, health concerns in the trades, artificial intelligence applications for safety professionals, and the use of Federated Insurance risk management resources.
- The committee reviewed SMACNA safety programs, including the 2026 Safety Awards Program sponsored by Milwaukee Tool and Federated Insurance, which received 135 Safety Achievement Award applications and 12 Safety Innovator of the Year submissions. The committee also reviewed the 4th Annual Safety Sponsorship Program and plans for safety programming at the 2026 SMACNA Annual Convention in Orlando, FL.
- Progress continues several major committee initiatives. The Safe Work Procedures project is in final technical review and formatting, with publication targeted for summer 2026. Planning is underway for the Canada Mental Health Summits scheduled for September 17 in Vancouver and September 30 in Toronto.
- The committee reviewed the efforts of SMOHIT, CPWR, NIOSH, and the Strategic Alliance Safety Directors (SMACNA/MCAA/NECA/TAUC). Discussions covered Construction Safety Week activities, upcoming industry meetings, Research-to-Practice initiatives, and ongoing collaboration among industry partners.

MEMBERSHIP DEVELOPMENT & INNOVATION

CORPORATE RELATIONS/SPONSORSHIPS/ ASSOCIATE MEMBERSHIPS

77

TOTAL FIRMS

Associate Member +
Premier Partner Programs

6	2	10	49	10
Premier Partners	Platinum Members	Gold Members	Silver Members	Bronze Members

6 PREMIER PARTNERS

- Federated Insurance
- Johns Manville
- Mestek Machinery
- Milwaukee Tool
- Procore
- Titus

2 PLATINUM MEMBERS

- Knauf Insulation Inc
- Price Industries Inc

ASSOCIATE MEMBERSHIP/ SPONSORSHIP OUTREACH EFFORTS

- Conducting one-on-one meetings with Associate Members/ Premier Partners to strengthen relationships and understand their needs
- Transitioning Associate Members to calendar-year terms to simplify renewals
- Establishing a Welcome Packet for new members
- In collaboration with the Marketing & Communications team, an updated benefits guide was produced to provide Associate Members with a clearer view of what is currently available to them.
- Changes and improvements to benefit offerings were finalized, which will be rolled out in 2027
    1. Value added through new opportunities.
    2. Minor changes or eliminations were made to simplify and streamline processes.

MEMBERSHIP DEVELOPMENT & INNOVATION

2026 WASHINGTON LEADERSHIP CONFERENCE

(New in 2026)

4

SPONSORSHIPS SOLD

$14K

TOTAL SPONSORSHIPS SOLD

EDUCATION AND LEARNING INTEGRATION

National Programming Update:

Throughout the past year, the following in-person educational programs were held.

FEB 8-11	PROJECT MANAGERS INSTITUTE
MAR 2-4	SUPERVISORS TRAINING ACADEMY
MAR 23-26	BUSINESS MANAGEMENT UNIVERSITY
APR 26-29	SENIOR PROJECT LEADERSHIP INSTITUTE
JUNE 7-10	PROJECT MANAGEMENT INSTITUTE

TECHNICAL SERVICES







- SMACNA's Technical Department Staff conducted multiple technical seminars at the AHR Expo for industry professionals and manned the SMACNA Trade Show booth providing expert technical analysis
- The highly regarded SMACNA Technical University program continued its success by bringing members valuable technical understanding of the use and application of SMACNA technical standards to ensure members are on the cutting edge of technology and practical means and methods to enhance productivity
- SMACNA's Technical Department successfully defeated appeals to IAPMO by industry partners regarding plenum return air systems on the technical merits, thereby maintaining SMACNA members opportunities that otherwise would have been removed for members
- SMACNA continued the Task Force work on the finale development of the:
  - Laser Welding Guide
  - Accepted Industry Practice for Industry Duct Construction
  - Kitchen Ventilation & Food Service Equipment Manual
  - Phenolic Duct Construction Standard
  - Indoor Agricultural Guidelines
  - Sound & Vibration Manual
- SMACNA's Technical Department continues to serve on critical committees within ASHRAE, NFPA, AWS, ICC & IAPMO to ensure SMACNA Standards are at the forefront of inclusion within standards and code documents enhancing members abilities to stay competitive
- SMACNA concluded 16ga TDC/TDF testing for the development of TDC/TDF tables and ratings for 16ga that will be incorporated not the 5th edition HVAC-DCS
- SMACNA conducted architectural sheet metal manual gutter testing showing compliance with ANSI/SPRI GT-1 as mandated by the International Building Code



SMACNIFUS

Sheet Metal and Air Conditioning Contractors' National Industry Fund of the United States

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