



# EDUCATIONAL FOUNDATION FOCUS

## PHCC Educational Foundation Welcomes New Major Donors

The PHCC Educational Foundation proudly acknowledged the generosity of new major donors to the Endowment Fund during the Foundation's annual donor reception at the PHCC National Convention in New Orleans.

These individuals join the many other contractor donors who have made significant commitments to supporting the future of education in our industry. Many of these major donors also serve as the Foundation's core volunteer leaders and committee members.

PHCC of Massachusetts has made a multi-year commitment to support the Foundation, which places it in an elite spot shared only with New York State PHCC as a chapter member of the Foundation's Board of Governors. The Foundation is waiting to welcome several other PHCC state chapters who are moving closer to that goal with each annual contribution they make. Our thanks and congratulations to each of these donors!



Foundation Chairperson Bill Jones congratulates Frank & Iris Maddalon of Trenton, NJ.



Pat and Jim Lewis of Chenago Forks, NY.



Jeanette and Ron Newman of Spirit Lake, IA.



Bill Jones presents Foundation donor pins to PHCC of Massachusetts chapter president Michael Allen (middle) and chapter executive Tom Theroux (left).

## Upcoming Foundation Training Opportunities

The events below will be held at the National Conference Center in Lansdowne, Virginia, near Washington Dulles International Airport.

### March 17-20 Essentials of Project Mgt. Course

Most construction contractors are hungry for work and everyone is hunting for that one chance that will help them catch the best work with the best profits. But success rarely comes by chance—it requires every person in the company working together to land the best jobs, then do them fast and do them right.

The key component for success is having a management team that is trained, prepped and ready to execute a winning plan when the opportunity comes.

The Foundation's **Essentials of Project Management** course is an intensive four-day program that teaches business owners, project managers, estimators, lead foremen and superintendents how to establish winning management procedures that cut waste, reduce expenses and boost productivity and profitability.

You can get more information online at [www.phccweb.org/foundation](http://www.phccweb.org/foundation) or by calling John Zink at (800) 533-7694.

### March 24-26 HVACR & Plumbing Instructor Workshop

This annual event features train-the-trainer sessions designed for plumbing and HVACR instructors at the secondary and post-secondary/apprenticeship level. Sessions at the 2010 Instructor Workshop center around a theme of **"Advancing Green Mechanical Concepts"** and focus on incorporating new green practices into existing curricula to produce more well-rounded technicians. For more information including sessions, participating exhibitors, and registration, visit [www.instructorworkshop.org](http://www.instructorworkshop.org).

# Thank You to Our Sponsors!

We would like to thank all of the sponsors who support Foundation programs & events.

## **Apprentice and Contractor of the Year Awards:**

Delta Faucet Company and Trane

## **Charity Golf Tournament:**

Armstrong Pumps, AT&T Mobility, Flexcon Industries, Hammond Valve Company, Legend Valve, Lidmate, Milwaukee Tool Company, Moen Inc., Rheem Water Heaters, Watts Water Technologies, Wheeler Rex

## **Industry Panel at PHCC Convention:**

American Standard, Anvil Intl., Bradford White Corp., InSinkErator, Legend Valve, NIBCO Inc.

## **Invest in Your Future Campaign:**

InSinkErator & Ferguson Enterprises, plus over 330 contributors.

## **Kohler/Foundation Seminar Series:**

Kohler Company

## **Labor Calculator:**

Maxwell Systems

## **Plumbing Apprentice Contest:**

Aireco, Inc., Bradford White Water Heaters, BrassCraft Manufacturing Co., Caddy, Cast Iron Soil Pipe Institute, Charlotte Pipe & Foundry, Copper Development Assn., Delta Faucet Company, DeWalt Tools & Accessories, Ferguson Enterprises, Hercules, Hold-Rite, InSinkErator, IRWIN Industrial Tools, KOHLER Company, Legend Valve, Lenox Industries, Milwaukee Tool Co., Mission Rubber Co., NIBCO INC., Oatey, PHCC – Natl. Assoc., PHCC Educational Foundation, Reed Mfg. Co., Ridge Tool Company, Sioux Chief Manufacturing Co., Turbo Torch, Tyler Pipe, Wheeler Rex

## **Scholarships:**

A.O. Smith, Bradford White Water Heaters, Delta Faucet Company, PHCC Educational Foundation/ South Jersey Mechanical Contractors Association, PHCC of Massachusetts Auxiliary, PHCC Past National Officers

## Foundation Wrap-Up: PHCC Convention in New Orleans



Foundation Board member Rex Martin speaks during an industry panel presentation.



A participant solders a joint during the Plumbing Apprentice Contest.

Fran Williams is recognized for his service as Foundation chair.



Jon Dart (above right) of Delta Faucet Co. presents the Apprentice of the Year Award.

## Foundation Board of Directors

At the October 20, 2009 Foundation Board of Directors meeting in New Orleans, the sixteen member board was sworn in for their 2009-2010 term.

The new board members will be working actively in 2010 to help the Foundation accomplish its educational goals.

### 2009-2010 Foundation Board of Directors

- Chairperson William P. Jones
- Vice Chair Jo Rae Wagner
- Sec.-Treasurer Ron Newman
- Thomas Applegate
- Laurie Crigler
- Nancy Jones
- Michael J. Kastner
- Frank Maddalon
- Rex Martin
- Frank Monroe
- Skip Pfeffer
- George Raburn
- Ann Rivers
- Paul Swan
- Ike Casey
- Gerry Kennedy



## Plumbing Apprentice Contest

Joao Escorcio, a fourth year apprentice employed by Marina Plumbing Co., in San Leandro, California, was awarded top honors in the PHCC Educational Foundation's 2009 Plumbing Apprentice Contest. Second place was awarded to Chris Bolzau of St. Petersburg, Florida, and third place to Lucas Malone of Las Vegas, Nevada. Fourteen contestants competed in this year's contest, which involved installing the rough-in of a DWV and water supply system for a bathroom, and installing fixtures and a shower pan.

## Golfers Support Education at Foundation Charity Tournament

Fifty contractors and industry supporters enjoyed a day on the links in New Orleans while doing their part to support industry education. The annual tournament is a fundraising event for the PHCC Educational Foundation, with proceeds going to aid the Foundation's mission of providing high-quality business management education to the p-h-c industry.



## 2010 Scholarship Applications Now Available

Development of the next generation of our workforce begins with removing entry barriers to our industry for young people—such as the costs of the training they need. Since the scholarship program began, the PHCC Educational Foundation has awarded over \$1.5 million in scholarships to deserving students.

Applications are now being accepted for 2010 Foundation scholarships. Scholarships awards are made possible by gifts supporting the Foundation scholarship fund and by generous sponsors who recognize the importance of attracting new talent to the p-h-c industry:



For complete eligibility requirements and applications, please visit: [www.phccweb.org/foundation](http://www.phccweb.org/foundation). For assistance, please contact the Foundation staff at (800) 533-7694. **Application deadline is May 1, 2010.**

## Kohler/Foundation Seminar Series Expands Offerings

2010 marks the 10-year anniversary of the Kohler/Foundation Seminar Series. Thanks to support from the Kohler Company, the Foundation is celebrating by expanding the popular program this year.



"We saw chapters forced to cut back on seminars for their members in 2009 to conserve funds," said Foundation Chairperson Bill Jones. "We know how important it is to keep up training in both good times and bad, so we worked up a plan to help address this problem."

Support from Kohler will allow the Foundation to continue providing logistical assistance for seminar events at no cost to chapters in 2010, along with funding to offset educational speaker costs for select Seminar Series events.

The Foundation will also expand its Internet-based training offerings this year thanks to Kohler. New webinars reduce seminar delivery costs and eliminate travel costs for attendees. The ability to rapidly schedule and organize webinars also gives speakers a faster option for delivering timely training based on current events.

Chapters and individual companies can contact the Foundation at (800) 533-7694 for more information on the Seminar Series and a list of the available seminar topics

### Upcoming Kohler/Foundation Seminar Series Events

#### "Emerging from the Recession, Preparing for the Recovery & Finding New Opportunities"

March 4, 2010 for PHCC of Kentucky and  
March 13, 2010 for PHCC of Massachusetts

#### "Understanding Overhead & Pricing"

April 16, 2010 for the Mid-West Five State PHCC Convention

#### Seminar to be Presented by Kirk Alter, Topic to Be Determined

April 17, 2010 for the New York State PHCC Convention

## Your Donations at Work

The Foundation's scholarship recipients often send us thank you letters. Here's one we'd like to pass along to you—the donors who make our scholarships possible.



Dear PHCC Educational Foundation,

This letter is simply a heartfelt, "Thank You" for the scholarship money you awarded our son, Lee Robbins Wilson. The tremendous scholarship made his education possible. I am so pleased to report to you that he is gainfully employed with Johnson Controls, Inc., designing and selling heating and cooling units for commercial use. His B.S. in Engineering Management landed him a wonderful job making more money than his parents right out of the gate.

I just cannot tell you what that does to my soul. The recession has hit us HARD. I don't know how we could even fathom putting our next son through college when he graduates high school this year if we were still trying to pay for Lee's education.

I know you have never met Lee face to face and you do not know us, but I just need you to know how very, very much your generosity is appreciated. And we are so pleased that Lee is working in the Plumbing, Heating, and Cooling field as a way to "pay-forward" your generosity. I am so thankful he is doing work that will benefit your field.

I just don't know how to thank you enough. God bless you.

Sincerely, Carrie Wilson  
(mother of Lee Wilson) Reprinted with Permission

## FOUNDATION BOARD OF GOVERNORS Manufacturer & Wholesaler Members

### Charter Founders

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Delta Faucet and the  
Masco Family of Companies  
(Alsons Corp., Aqua Glass Corp.,  
Brass Craft Mfg.)  
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Kohler Company

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Rheem Manufacturing Co. and  
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# 2010 Invest in Your Future Campaign

**HELP BUILD THE NEXT GENERATION OF INDUSTRY PROFESSIONALS INVEST IN YOUR FUTURE!**



2010 will be another tough year for donor supported organizations. Your continued support is critical to ensuring that the Foundation's mission will continue in 2010 and beyond. Please take a moment now to complete and return this form. **We are counting on you!**

**2010 Matching Contributions Provided by:**

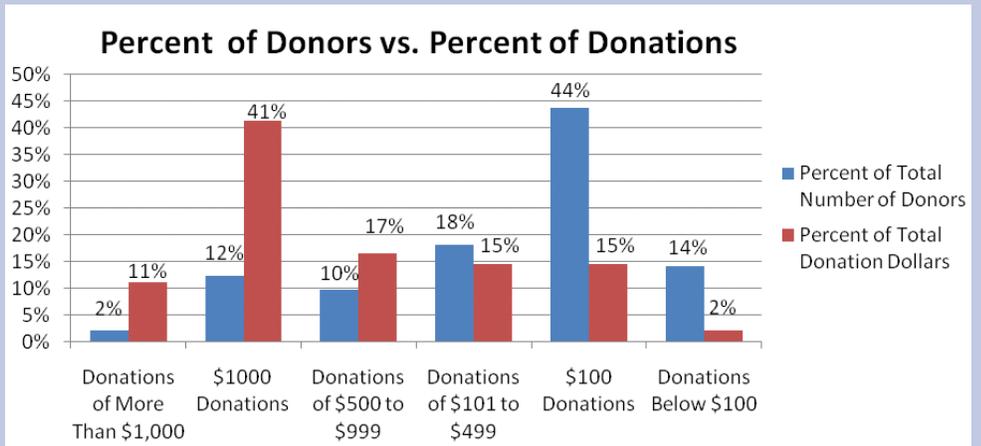


## The Power of Upsizing Your Gift and Planning Your Giving

Donors who are able to make gifts of \$500 or more to the **Invest in Your Future Campaign** have a powerful impact on the success of the fundraiser, as this chart illustrates.

In 2009, the **24% of donors** who gave \$500 or more were responsible for nearly **70% of all funds raised**. The Foundation gratefully accepts gifts of any size.

Larger donations do not have to be made all at once. Gifts of \$500 or more can be made in quarterly installments and \$1,000 or higher gifts can be split into automatic monthly charges to your credit card. Please see the attached contribution form and make your pledge for 2010 now.



## PLEASE PLAN AHEAD & MAKE YOUR 2010 GIFT NOW!

**Thank you for your support. It is very important and is highly valued by everyone involved with the Foundation.** Please make checks made payable to the **PHCC Educational Foundation** & return to: **180 S. Washington St., P.O. Box 6808, Falls Church, VA 22046.** The PHCC Educational Foundation is a 501(c)(3) non-profit and donations are tax deductible to the full extent allowed by law. You will receive a letter confirming your contribution for your tax records. Call with questions (800) 533-7694. **Thank you!**

Name: \_\_\_\_\_ Date: \_\_\_\_\_

Company: \_\_\_\_\_ Phone: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Donor Name for Foundation Thank You list: \_\_\_\_\_  I wish to remain anonymous.

**Your 2010 Pledge/Donation Amount & Method:**  Bill Me  Cash  Check **Charge:**  MC  Visa  Amex

Card #: \_\_\_\_\_ Exp. Date: \_\_\_\_\_ Signature: \_\_\_\_\_

- \$50 Foundation **Sustaining Donor**
- \$100
- \$250 Foundation **Century Club**
- \$500 Foundation **Chairman's Circle**
- \$1,000 Foundation **Fellow**
- Other: \$ \_\_\_\_\_

**Donation Options: Please tell us how to handle your contribution total indicated above.**

- Charge the total amount above now.
- Split into four equal quarterly installments over 2010.
- Charge the total amount above on this date: \_\_\_\_\_
- Equal 2010 monthly installments (For \$1,000 & above gifts, please)

**Please fax this sheet to 703-237-7442, or mail with your gift. Details at [www.foundation.phccweb.org/invest](http://www.foundation.phccweb.org/invest). Thank You!**