



Florida

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ROOFING

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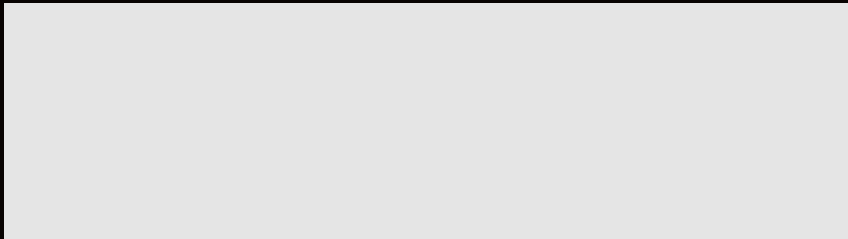
2018-2019 FRSA Officers



Convention & Expo Wrap-Up

2018 Campanella Award Recipient
Sports Tournament Winners

Bruce Manson, 97th FRSA President
2018 S.T.A.R. Award Recipients





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FRSA-Florida Roofing Magazine Contacts:

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heidi@floridarroof.com
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All feedback including Letters to the Editor and reprint permission requests (please include your full name, city and state) contact:

Lisa Pate, Editor, at:
lispate@floridarroof.com
(800) 767-3772 ext. 157
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— FRSA Member Elva Mimbs, 1933-2009



Elva Mimbs

Mr. Mimbs (my dad was his attorney) for guidance. I went to his office and he gave me my first Johns Manville book on Built-Up Roofing (BUR). I asked Mr. Mimbs if he knew where I could purchase a kettle and a truck and he replied, "Call me Elva, everyone calls me Elva." He sold me an old kerosene kettle and an International Harvester dump truck. The truck looked like the one from the Beverly Hillbillies, however it ran great! I can't believe I never got a ticket for driving that old dump.

Elva also gave me the secret to putting on a good BUR system. He said, "Bruce, you got to use a lot of asphalt and it's got to be hot!" I started mopping and rolling mostly by myself because no one wanted to work with the old kettle, which had an annoying habit of catching fire.

Elva also invited me to dinner at our local association, the Sarasota-Manatee Roofing and Sheet Metal Contractors Association (SMRSMCA) and what a great night! I won a drill kit in the drawing!

Elva then said I need to attend an FRSA meeting in Orlando and arranged for me to meet the FRSA Staff and Lobbyist from Parish Resources. The committee talked about codes and the Self Insurers Fund (SIF). I asked what the SIF was, and learned of the workers' comp insurance program, which we later joined.

Elva Mimbs was a big man, and he won the beer drinking contest at the convention even though he did not drink beer! Elva was a great friend and any time I needed anything, he was more than generous.

This statement sounds funny but couldn't be truer. I recall the jobs Manson Roofing has done over the years; ones which I wish we hadn't taken because of a difficult customer or that we didn't make a dime on the work.

Elva Mimbs was one of my first mentors. When I started roofing, my father said I should go see

I have been blessed to know a great leader and without his encouragement, I may never had been successful.

On a side note - when Elva retired, my brother George and I bought his building and land. I sit in Elva's office, which is always an inspiration.

Best Regards,

Bruce Manson

FRSA President

bruce.manson@mansonroofing.com



FRSA President Bruce Manson
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Dick Pittman, CPRC Honored with 2018 Campanella Award

Lisa Pate, FRSA Executive Director

FRSA's highest honor is the Bob Campanella Memorial Award, which is presented each year to the FRSA member who is deemed most-worthy of recognition for service to his or her community, the Association and to the industry. The award was initiated in 1965 by the Saint Petersburg Roofing and Sheet Metal Contractors' Association, as a memorial tribute to the late Bob Campanella, owner of Ace Roofing Company, in Saint Petersburg.

Suggestions are taken from the membership and submitted to a committee of previous Campanella Award recipients, who select the winner each year. The prior year's recipient presents the award by reading a list of accomplishments the current recipient has achieved during their years of service to the industry. Members in attendance listen as the list is read and try to figure out who the winner is. As a spectator in the audience, I love to watch the recipient and see at what moment they realize they are the winner.

As mentioned above, the Campanella Award is FRSA's highest honor primarily because a group of industry peers select the winner. And for those of you that are not familiar with our Campanella Award tradition, let me give you a few details. This award is given during the S.T.A.R. Awards Dinner and only five or six individuals, along with staff, know who the recipient is. Even members of the Executive Committee aren't privy to the information. The previous years' winner provides details about them and their service to the industry in a speech. As background information is given, we have an artist on stage who is painting a picture of the recipient. Together, the speech and the picture help identify the recipient. Once the award is presented, the recipient has a really cool painting of themselves, along with a plaque and a gold and diamond or sapphire lapel pin, depending upon their membership type, to keep.

Last year's recipient, Loretta Hartley, had the honor of presenting FRSA Honorary Member, Dick Pittman, CPRC, Dick Pittman Roof Services, St. Augustine, FL with the 2018 Campanella Award.

Dick Pittman was born in Tampa, FL and is the youngest of two children born to a military family. At a very early age, the family relocated to Dothan, AL where our recipient grew up.

During Dick's high school years, he was involved in sports and played on the football team. He was such an outstanding player that he earned a full scholarship to Auburn University, where he lettered in sports all four years. His jersey number was 63 and he is a diehard Auburn Tigers fan and War Eagle. For those who don't know what a War Eagle is, it's a battle cry, yell, or motto of



Auburn University and supporters of Auburn University sports teams, especially the Auburn Tigers football team. War Eagle is a common term of endearment, greeting, or salutation among the Auburn Family.

Those who don't know Dick may be fooled by his rugged features and large stature, but to those of us who know him, he's a gentle giant and a calm, quiet man, who prefers to work with a team to accomplish goals.

Dick originally went to college to become a veterinarian, but with a heavy football practice schedule, changed his major, earning a Bachelor of Science degree in Education from Auburn and a Masters degree in Special Education from the University of North Florida.

In the early 1970s, he relocated to St. Augustine and as a recent college graduate, began teaching at St. Augustine High School as a history teacher and coach for the football and track teams. Although long retired from teaching, he still is affectionately called "coach" by those he taught and those who know him in St. Augustine.

In 1979, Dick met his wife Margaret, through a mutual friend, who just happened to be her boss, where

Continued on page 44



Johns Manville



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Discussion: Open/Expired Permits

We have a monkey on our back. It's called open or expired permits. This is a problem that needs a solution. Even if we cannot fix all the ways a permit can remain pending, I am pretty sure we can take a few steps in the right direction.

So, with this article, I will say a few things about open/expired permits, and I will depend on you to correct me if I say something wrong and to share your thoughts, ideas, and perceptions about this.

First, it is worth noting that this issue comes up from time to time. It usually comes up because a local government gets a new attorney who is shocked at all the open permits and insists that the building department close them all out. That attorney is correct, but it's usually not nearly as easy or even doable as it sounds.

Last year, legislation was filed that was intended to solve open and expired permits. Rumor has it that the "need" for legislation stems from changes made by lawyers and others adding a check list item about open permits on a form for the sale of real property. If so, better research in advance of creating the form (and requesting filing of legislation) would have been good. The legislation went nowhere.

Rumor also has it that the proposed solutions in the legislation were put together by lawyers and building officials. What could possibly be wrong with letting only those two sets of people come up with all the answers? Just about everything. Here are some of the things that were wrong with this legislation:

1. It was an attempt to solve the problem by punishing contractors. If punishment is the solution, then it also needs to be available for imposition against building officials and consumers who cause or contribute to the reason for failure to close a permit.
2. It proposed to set up a complicated structure to turn open permits into expired permits and allow for contractors (possibly improperly licensed ones), architects, engineers, and subsequent owners to step into the process in ways that could actually escalate, rather than reduce, liability all the way around.

Do we really need another construction-related law that is as bizarre and difficult to understand as the construction lien law? No. The goal is not to accommodate the odd whims of anyone looking for business or anyone involved in the permit process. The goal is to get the open or expired permits concluded!

It seems to me that the first step to solutions is to bring together ALL interested parties. The second step is to ensure a common understanding of all the problems (not just someone's urge to define "open permit" and create a trigger for an expired permit, all the while failing to address the gaps that exist because building departments are not comfortable making a decision for anything out of the ordinary and expected course).

The third step should be to spell out and define handling of the easy cases (which requires a mechanism greater and more comprehensive than just slapping a deadline on the length of time associated with an open permit). This can be worded clearly and according to the sequence of events and placed into law so that everyone – contractors, consumers, and building officials – can understand the rules.

After that, we should all explore and discuss the more complicated (or less routine) reasons for open or expired permits. Some examples:

- contractor abandons project
- customer stops project (anger, failure to pay – lots of reasons)
- building inspector fails to show up for called inspection
- customer will not allow inspector access to dwelling
- storm destroys the structure subject to the permit
- code interpretation dispute between contractor and building department
- problem/delay obtaining materials specified

Please contact me to add to the list of ways the ability to close a permit is frustrated.

The bottom line is that contractors – more than any other group involved in the permit process – need a solution to this problem because it is likely the contractor carries the majority of the liability for an open permit. Over the years, building officials have proven that, when faced with an order to close out open permits, they will not hesitate to push off ALL responsibility onto contractors and they seem to care very little whether or not a contractor actually can close out a permit (structure gone) or whether or not the building department, rather than the contractor, is responsible for the failure.

This is not to say that contractors have no fault, but it is to say that contractors do not have all the fault but they may have most of the responsibility, especially with the solutions contrived by a gang of lawyers and building officials.

Let's get to work together and fix all or part of this problem.

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Anna Cam Fentriss is an attorney licensed in Florida since 1988 representing clients with legislative and state agency interests. Cam has represented FRSA since 1993, is an Honorary Member of FRSA, recipient of the FRSA President's Award and the Campanella Award in 2010.



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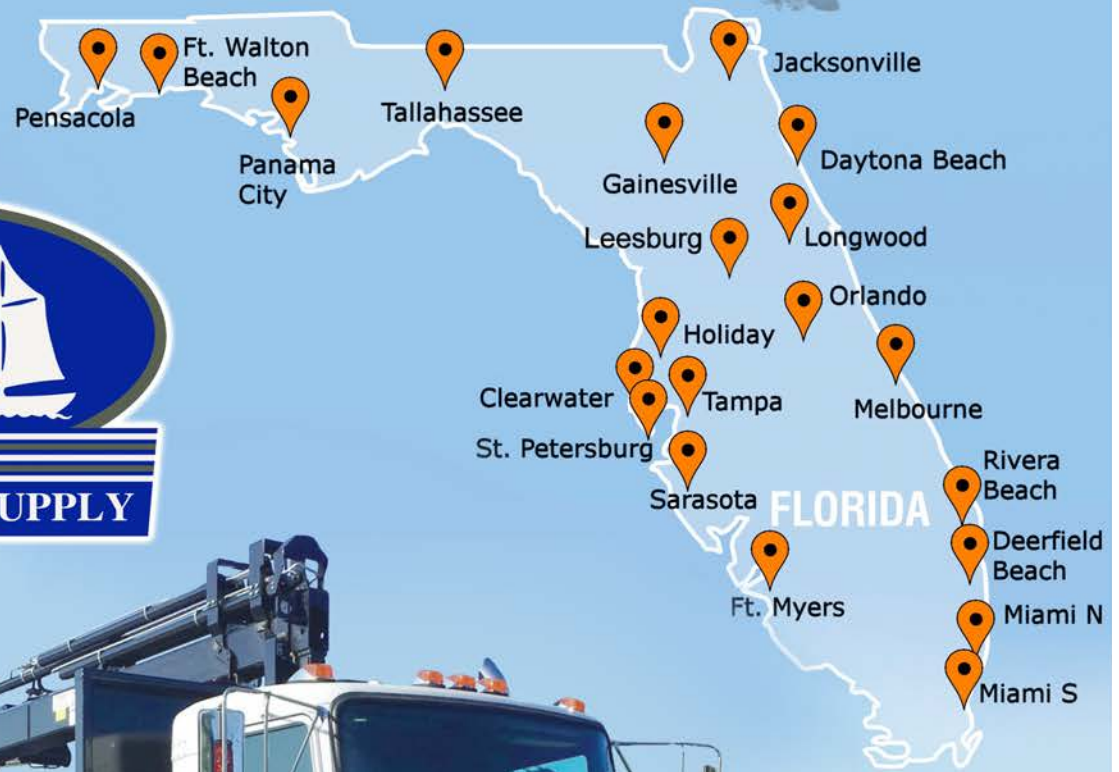
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New Expensing Under Section 179

Jacqueline N. Feliciano, Attorney, Cotney Construction Law

The new Tax Cuts and Jobs Act (the "Act") brings exciting new developments for commercial roofing. Prior to the Act, improvements made to nonresidential roofs were not fully deductible. Rather, when a client paid for a roof improvement, the client would potentially have to wait to expense the roof over a period of 39 years! Thanks to the Act, clients may now be able to deduct the full price for improvements made to the roof instantly from their gross income. It is important to note that this is an election and if your clients want to take advantage it must be elected on their tax return as it is not automatic.

Maximum Expense and Limitations

For improvements made to nonresidential roofs, the client can deduct up to \$1,000,000 paid for nonresidential roof improvements in a single tax year starting in 2018. While this is an exciting deduction, it is important to consider the limitations with taking this election. While up to \$1,000,000 can be deducted, if what the Internal Revenue Code (the "Code") calls "section 179 property" is placed in service having a value of over \$2,500,000, this deduction starts to diminish on a dollar-for-dollar basis. If, for example, section 179 property is placed in service having a value of \$3,000,000, that value is over by \$500,000 which limits the section 179 deduction to \$500,000 (\$1,000,000 - \$500,000), a dollar-for-dollar reduction. Thus, it is important for your clients to properly plan when they make improvements to their roofs so that they can take full advantage of this deduction.

Further, the Code limits the deduction to a client's taxable income. Thus, clients cannot use the deduction to recognize a loss. For example, if the client has a taxable income of \$500,000 before the section 179 deduction is applied, the deduction will be limited to \$500,000 and the remainder will be taken in a subsequent tax year.

Section 179 Property

To plan the right time to make improvements to nonresidential roofs, it is important to know what section 179 property is so that the client's \$1,000,000 expense is not reduced. Section 179 property may include, for example: equipment; computer software; real property; business vehicles; and office furniture. Thus, one way in which a client can properly plan to take advantage of this \$1,000,000 deduction is to make sure that the total value of section 179 property purchased and placed in service that tax year is under \$2,500,000. If the client is close to that threshold then the client can plan to purchase any further section 179 property in the following tax year so that their section 179 deduction is not reduced and the improvements made on the nonresidential roof can be fully expensed.

Conclusion

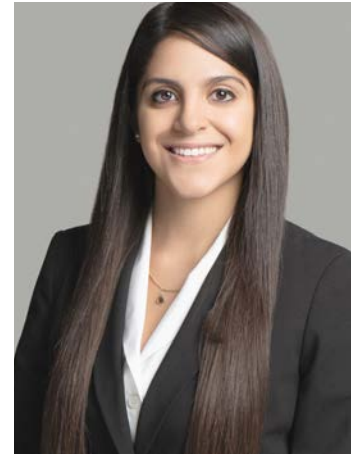
While the Act has provided us with an exciting new

opportunity for roofers and their clients, there are various limitations and thresholds that clients should be aware of. With proper planning, clients can make this section 179 election and potentially deduct up to \$1,000,000 worth of improvement on nonresidential roofs.

FRM

Disclaimer: The information contained in this article is for general educational information only. This information does not constitute legal advice, is not intended to constitute legal advice, nor should it be relied upon as legal advice for your specific factual pattern or situation.

Jacqueline N. Feliciano is an attorney at Cotney Construction Law who practices tax law and other transactional matters. Cotney Construction Law is an advocate for the roofing industry, General Counsel of FRSA, NWIR, TARC, TRI, RT3, WCRCA, PBCRSMA, and several other local roofing associations. For more information, contact the author at 866-303-5868 or go to www.cotneycl.com.



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Industry Updates

Uniting Cities to Accelerate Focus on Boosting America's Building Energy Efficiency

The city of Orlando, FL is the newest city to unite with the U.S. Conference of Mayors to take actions to reduce carbon and other greenhouse gas emissions, as a result of the November 2017 analysis. *Focused Acceleration: A Strategic Approach to Climate Action in Cities to 2030*, a study performed by the McKinsey Center for Business and Environment to identify the optimization of building energy efficiency as the most significant and impactful step cities can take to meet USCM and Paris Accord emission targets.

The McKinsey & Co. analysis identified building energy efficiency measures as having “negative costs” – generating monthly utility bill savings to owners and occupants that exceed and rapidly recoup their costs – ranking these measures among the most cost-effective means of reducing carbon emissions. Homes, multi-family, commercial, and governmental buildings are currently both America's largest energy consuming sector - using 42 percent of the nation's energy, 54 percent of its natural gas and 71 percent of its electricity – and, at 39 percent, its largest source of man-made greenhouse gas emissions, making building energy efficiency a ripe target for accelerated action.

The analysis suggests using building energy codes and setting minimum efficiency requirements for all newly constructed and renovated residential, multi-family, and commercial buildings, providing measurable and permanent energy savings and emissions reductions over the century-long life spans of these buildings, and encouraging local governments to play an essential role in the development, adoption, and enforcement of the International Energy Conservation Code (IECC).

The U.S. Conference of Mayors urges mayors from around the nation to work in conjunction with NGOs and other broad-based organizations promoting greater building efficiency to unite and maximize local government support for putting the IECC on a glide path of steady progress toward net zero building construction by 2050.

Adam Oaks Appointed Chief Executive Officer at The Estimating Edge

Private investment firm KT Capital Partners, LP, announced that it has appointed Adam Oaks as Chief Executive Officer of The Estimating Edge. Over the last year, Adam has been an executive consultant which included the role of acting President during the search for the next Chief Executive Officer. Effective June 18, 2018, he assumed day-to-day leadership of The

Estimating Edge.

The past year and a half has been one of the largest transformations at The Estimating Edge in its 30-year history. Adam Oaks was first brought into the company in 2017 as a part-time executive consultant, to provide guidance and give focus towards sales, operational automation, and to enhance the overall customer experience.

During his time with the company, Oaks has proven to be an experienced leader and made meaningful progress toward the companies' priorities.

“I'm honored and grateful to the board for the opportunity to lead this exceptional organization of creative, talented and dedicated professionals,” says Oaks. “Our team is focused on taking relevant, insightful and decisive actions to innovate our product in new and diverse ways, unlocking future growth opportunities in the construction software world. Our first-class customer service is impeccable—our reviews say it all. We're growing our customer base quickly, making an incredible future for our team.”

Oaks is no stranger to the tech world, having more than 20 years of leadership experience, occupying various executive offices from start-ups to mid-market ventures. He was most recently a partner at TechCXO, which provides on-demand executive services to both start-up and high-growth companies. Prior to TechCXO, Oaks served as Vice President of Sales at IDology for 5 years, General Manager and Senior Vice President at MFG.com for 9 years, and held various roles including Director of Sales at Reed Construction Data for 14 years. Oaks was also an Aviation Officer in the U.S. Army prior to joining the corporate world.

OMG, Inc. Names Two to New Roles as Business Unit Directors

As part of the previously announced organizational change to position the company for future growth, OMG, Inc. has promoted two into new business unit leadership positions for the Roofing Products Division.

Each will oversee all facets of their respective business unit, including strategic sales and marketing activities, planning, forecasting, and manufacturing as well as business unit profit and loss.

Kevin Bramlett was named Director of the Metal



Accessories Business Unit which is predominantly OMG EdgeSystems, the company's line of fascia, coping and water control products. OMG EdgeSystems is based in Arden, N.C.

Kevin has been with the company since July 2012, most recently as the manufacturing manager for the OMG edge business. Before joining OMG, Kevin was a mechanical engineer with Thermo-Fisher Scientific. Kevin holds a BS degree in mechanical engineering from the University of North Carolina at Charlotte.

Adam Cincotta was named Director of the Adhesives/Solar Business Unit which includes OlyBond Adhesives the industry's popular line of insulation and fleece membrane adhesive, as well as it's OMG PowerGrip line of solar anchors.

Adam joined OMG Roofing Products as a product manager in 2014 and was promoted to Group Product Manager in 2017. Before joining OMG, Adam was with Lenox Tools/Newell Rubbermaid where he worked as a senior product manager. Adam holds a bachelor's degree in applied economics and management from Cornell University and an MBA from the University of Massachusetts.

Adam and Kevin will join Web Shaffer as the three business unit leaders for OMG Roofing Products. Web is the Vice President of the Fastener Business Unit – which includes roofing fasteners, drains as well as the RhinoBond and AccuTrac Systems. The three business unit leaders report to Hubert McGovern, President and CEO, as the company continues to search for a general manager for the OMG Roofing Products Division.

"These promotions are very important to the success of our new organizational model, and significant steps towards improving the way we conduct business," said McGovern. "We're confident that we have the best team possible to create long-term value for our customers and the company."

Atlas Roofing Corporation Announces New Partnership With HOVER

Atlas Roofing Corporation has announced a new partnership with HOVER, the platform that generates



accurate, interactive 3D models of any property. Atlas Roofing's shingle product lines will now be available within the HOVER platform, allowing its customer base even more flexibility when it comes to customer engagement and project estimation.

Atlas will integrate multiple roofing products, featuring Scotchgard Protector from 3M, into the HOVER platform. These products include: Atlas Pinnacle Pristine with the all-new Natural Expressions color palette, StormMaster Shake, StormMaster Slate, Legend Designer 3-tab shingles and GlassMaster Shingles.

"We are excited to have our product offering represented within the HOVER platform, providing our contractors with a powerful interface to grow their businesses and engage homeowners," says Stan Bastek, Director of Marketing and Sales Development at Atlas Roofing.

"HOVER allows contractors to use their time more strategically by eliminating the guesswork of visualizing different product options on the 3D model of a customer's actual home," explains Spencer Warden, Director of Partnerships at HOVER.

In addition to the interactive 3D model, HOVER also provides contractors with all of the detailed exterior measurements needed for an accurate estimate. This means time that was previously spent hand-measuring exterior projects can now be used to focus on the project details and establish greater relationships with customers. HOVER is available in the App Store and Google Play. Users can try out their first property for free.

R.M. Lucas Florida Production and Warehouse Facility Opens

R.M. Lucas Co., makers of professional coatings, sealants and adhesives announced the opening of an additional manufacturing facility in Orlando, FL. Located in central Florida, the facility will service the Southeastern U.S. market to reduce the purchase order lead time and increase both the production and warehouse capacities of R.M. Lucas Co.

R.M. Lucas Co. is headquartered in Alsip, IL with manufacturing in both Alsip, IL and Chicago, IL in addition to the new Orlando plant.

R.M. Lucas Co., a 106-year-old established manufacturer of premium coatings, sealants and adhesives for the professional contractor. Dedication to innovation, quality and service have allowed for another physical expansion of our production facilities, the fourth in the past eight years.

Cotney Construction Law Announces New Partners

Cotney Construction Law (CCL), a leading national law firm for construction, specialty trades, and OSHA law, is pleased to announce that Daniel Auerbach, Virgil Tray Batcher, Hilary Morgan, and Anthony Tilton have been named partners of the firm.



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“Each of these attorneys epitomizes the diverse talent our firm offers,” said Trent Cotney, CEO of CCL. “Not only have they demonstrated superb legal capabilities, but they have also shown that they are committed to both their clients and the construction industry as a whole.”

Daniel Auerbach’s practice areas encompass construction litigation and various transactional matters. Specifically, Dan focuses on contract review and drafting, contract negotiation, bond and lien law, building code violation defense, construction defense litigation, OSHA defense, bid protests, and contractor licensing defense. He currently serves as General Counsel for the Space Coast Licensed Roofers Association and the Treasure Coast Roofing and Sheet Metal Association.

Virgil Tray Batcher joined Cotney Construction Law in 2012 and represents clients in all aspects of construction law including lien law, bond law, construction defect litigation, OSHA defense, and licensing. Prior to becoming a lawyer, Tray worked in the construction industry as an estimator for a multi-million dollar structural contracting company. He currently serves as General Counsel for the Florida Refrigeration and Air Conditioning Contractors Association.

Hilary Morgan focuses her practice on all aspects of construction law, including lien law, surety bond law, litigation, arbitration, construction defects, contract review and drafting, delay claims, bid protests, design professional liability, corporate law, and administrative law. Hilary serves on Associated Builders and Contractors National Young Professional Committee and is currently General Counsel for National Women in Roofing.

Anthony Tilton practices in all areas of construction law. He works primarily on matters relating to OSHA and licensing defense. This includes the management and development of safety and health strategies. Anthony is also a Certified Building Contractor and has been involved in the industry his whole life – he has done framing, floor installation, remodels, site supervision, and served as safety officer for various construction companies. Anthony is General Counsel for the Tile Roofing Institute.

TAMKO Names Shara Gamble as Director of Decking Sales and Marketing

Shara Gamble has been promoted to Director of Decking Sales and Marketing at TAMKO’s corporate headquarters in Joplin, Missouri. In her new role, Gamble is responsible for decking sales and marketing initiatives for



TAMKO’s Envision composite decking product line.

TAMKO’s Executive Vice President, Tim Whelan, said, “We are excited to have Shara in this role and look forward to the impact her leadership will continue to make on her team and the Envision brand.”

Gamble joined TAMKO in 2006 as a Human Resources Administrator. She has since been promoted to Human Resources Manager, Director of Human Resources, Operations Process and Project Director and her most recent position, Director of Decking Marketing.

Gamble is a member of Women in Manufacturing and Soroptimist International of Joplin and was recognized as an honoree for the Joplin Regional Business Journal’s “Fifteen Under 40” in 2016.

She holds a bachelor’s degree with a dual major in Accounting and Management from Missouri Southern State University in Joplin and has earned several professional certifications including SHRM-CP and PHR.

USG Structural Panel Concrete Roof Deck Earns Approval from Factory Mutual (FM)

USG Corporation, an industry-leading manufacturer of building products and innovative solutions, has received Factory Mutual Approval for its USG Structural Panel Concrete Roof Deck.

Factory Mutual Global is widely accepted as the leading organization that sets industry standards with a rigorous testing process for select commercial building products. An approval from FM assures contractors and building owners that the product performs to the highest standards for safety. It also verifies a product’s contribution to maintaining a structure’s integrity, keeping the occupants and the interior contents safe in the event of a natural hazard or fire.

USG Structural Panel Concrete Roof Deck is the first and only FM approved noncombustible structural panel sheathing in accordance with FM Standard 4472 for use in low-slope roof systems. In addition, it meets the FM 4475 requirements for steep-slope roof systems and is the first structural panel roof deck sheathing to meet the ASTM E136-16 fire reaction criteria.

USG Structural Panel Concrete Roof Deck resists loads from wind forces of up to 150 PSF (7.2 kPa), and ultimate gravity loads of up to 150 PSF (7.2 kPa), when framing is spaced at 48 inches on center.

FRM



FRSA President's Award

The President's Award is presented each year to the person who the FRSA President deems the most helpful during their term on the Board and Executive Committee – that's certainly a large pool of candidates to select from.

President Kennedy chose his son, Chase Kennedy, as the recipient of the President's Award. Kennedy stated "I cannot say enough about the person I have selected for the President's Award, as he has been there for me, filling in the gaps where needed. He has often stepped up to the plate while I was absent from my normal duties serving as President of FRSA this past year. Chase works hard and usually does what I ask of him. He often thinks he's getting yelled at, but I'm only trying to teach him things so one day he may run a successful roofing company and stand before you all as President of FRSA. He has grown into the man that I cannot be prouder of. I'm pleased to award the President's Award to my son, Chase Kennedy.

Congratulations to Chase Kennedy, Gainesville Roofing and Company Inc., Bronson, FL. on receiving the President's Award!



FRM

Bo Copeland Wins the Heart Award

The Earl Blank Memorial Service Heart Award was created by the Blank family in order to honor Earl through the annual recognition of an FRSA associate member who exemplifies Mr. Blank's commitment to the roofing industry. We are fortunate as an Association to have so many wonderful Associate members; picking an award winner is never an easy task.

However, this year's recipient, Bo Copeland, Gulf Coast Supply and Manufacturing, could not be more deserving. Bo has been an active member in FRSA activities since he first became involved four years ago and has made a positive impression on all of us.

Bo is South-Florida born and raised, where his father is a builder. He was introduced to construction at a young age, which is probably why he wanted to be a veterinarian when he went off to college. But, his plans changed as they often do for people of college age.

Professionally, he began his career in the industry as kind of a natural progression from his previous sales position with Purina, the dog food company. Bo was introduced to the industry when he was hired by his current employer through a family friend. Today, he excels as Inside Sales Manager with the company.

Bo is the happily married father of three young children, certainly enough to keep anyone going.



With FRSA, Bo serves on the FRSA Board of Directors and the Affiliate Council and is chair of the Young Professionals Council. He is also very active in his local Affiliate, the North Central Florida Roofing and Sheet Metal Contractors Association.

For the volunteer spirit and positive approach he exhibits in all his interactions with the Association, we are pleased that the 2018 Memorial Service Heart Award was presented to Bo Copeland from Gulf Coast Supply and Manufacturing, Newberry. Congratulations Bo!

FRM

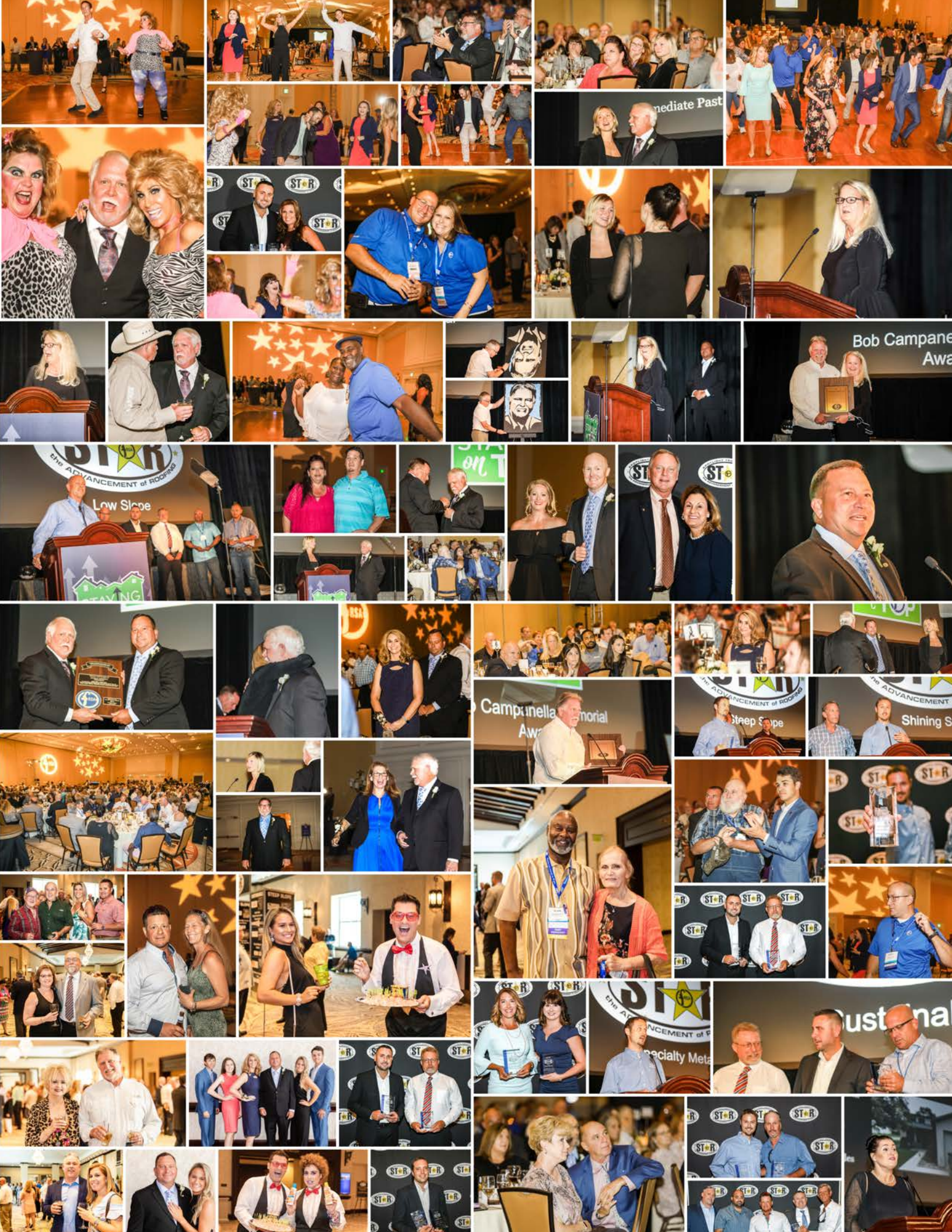












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Tom Walker Awarded Honorary Membership

The FRSA Bylaws state that any persons having proven themselves an outstanding asset to the industry shall be considered for Honorary Membership. The award is bestowed on individuals in recognition of their many years of faithful, devoted and outstanding service to the industry and the Association and was awarded to Tom Walker.

Tom started his roofing career in 1981 at Lee County Roofing by working on the roof and moved up to an estimator position. In 1989 he went to work for GS Roofing Products, now known as CertainTeed Corporation as a territory manager, where he helped launch self-adhered roofing membrane, Flintlastic in the State of Florida. In 1995 Tom went to work for Suncoast Roofers Supply, where he started out in commercial roofing sales and was elevated to the position of commercial roofing sales manager for Florida.

In June of 2008, he started Roofing Products Inc. representing Carlisle and then sold the company in June 2009. Immediately following that, he and his wife Debbie started Walker Rep Group, representing GAF. His company has since grown and he has seven employees and runs one of GAF's largest territories in the country. Tom is most proud of his relationship with wife Debbie because without her by his side, he would not be where he is today. He will also tell you that the employees of Walker Rep Group are hands down, one of the best rep groups in the country and he credits his team of Debbie, Matt Foxenberger, Sean Ramsey, Manny Sierra, Will



Blankenship, and Morgan Hancock for making this possible.

As those of you who know him can attest, his hobbies are golf, hunting and fishing and he has served as chair of FRSA's Fishing Tournament for the last five years, helping to grow the event to over 16 boats and 93 anglers. When not working, his passion is building a summer home in Kennebunkport, Maine. FRSA is pleased to announce that Tom Walker, Walker Rep Group, Tangerine, FL has been awarded Honorary Membership.

FRM

Brad Sutter Awarded Life Membership

During the Business Luncheon at FRSA's 96th Annual Convention, the membership approved Life Membership for Brad Sutter.

The FRSA Bylaws state that any FRSA past president who has been with an FRSA member company for at least twenty-five years shall be considered for Life Membership, and based on recommendations from the general membership, is awarded to individuals in recognition of their many years of outstanding service to the roofing industry and the Florida Roofing and Sheet Metal Contractors Association.

Our newest Life Member has been in the industry for his entire life, growing up in a second-generation contractor family. He and his brother Doug are now the family's third generation of professional roofing contractors, with an emphasis on the word professional.

Over the years, Brad has served as a director on the FRSA Board and several standing FRSA committees. He currently chairs the FRSA Educational Foundation, and also serves on the Endowment Board of Governors, Advisory Committee, Building Committee and the Worker Training Subcommittee.

Brad was president when the old FRSA building was sold and was instrumental in the creation of the FRSA Training Center in Winter Park. He also does a spot-on version of the song "Baby Got Back," an observation many convention

attendees from a few years back will agree with.

The theme for his year as FRSA President was "Profiting through Professionalism," reflecting his commitment to elevating the business skills of contractors throughout the state, while increasing the stature of the industry in the public eye. For his dedication and long-time service to the industry, we are pleased to announce Brad Sutter, Sutter Roofing Company of Florida, Sarasota, is the newest Life Member!

FRM



DOUBLE DOWN
MOUNTING TECHNOLOGY



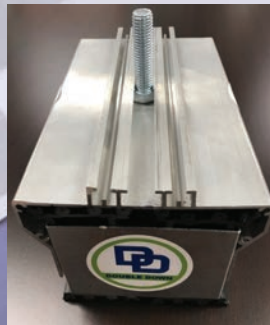
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US PATENT No 9,315,999

UF Study Confirms FRSA's Cost Impact Concerns

Mike Silvers, CPRC, Silvers Systems Inc. & FRSA Director of Technical Services

Cost Impact of 2017 FBC-EB § 707.3.2 Roof Diaphragm Reroofing Requirements

To understand the need for this study and how it can be useful, we need a little background. As part of the then new (2004) Existing Building Code adoption process, the following provisions (and many others) were adopted without the typical focused review and debate that individual FBC code modifications receive. Of particular concern, the Cost Impact portion of the modification was bypassed. When implemented, this requirement was relatively straight forward as shown below.

2004 Florida Building Code - Existing Building *(underlined for emphasis)*

SECTION 507 STRUCTURAL

507.1 General. Where alteration work includes replacement of equipment that is supported by the building or where a reroofing permit is required, the structural provisions of this section shall apply.

507.2.2 Roof diaphragm. Where roofing materials are removed from more than 50 percent of the roof diaphragm of a building or section of a building where the roof diaphragm is a part of the main windforce-resisting system the integrity of the roof diaphragm shall be evaluated and if found deficient because of insufficient or deteriorated connections, such connections shall be provided or replaced.

Over the next several code cycles many modifications were made to this provision in both the IEBC and FEBC. Cost Impact considerations were not considered or

minimized during the adoption of these changes. As you can see below, this requirement has changed drastically.

2017 Florida Building Code - Existing Building, *Sixth Edition (underlined for emphasis)*

SECTION 707 STRUCTURAL

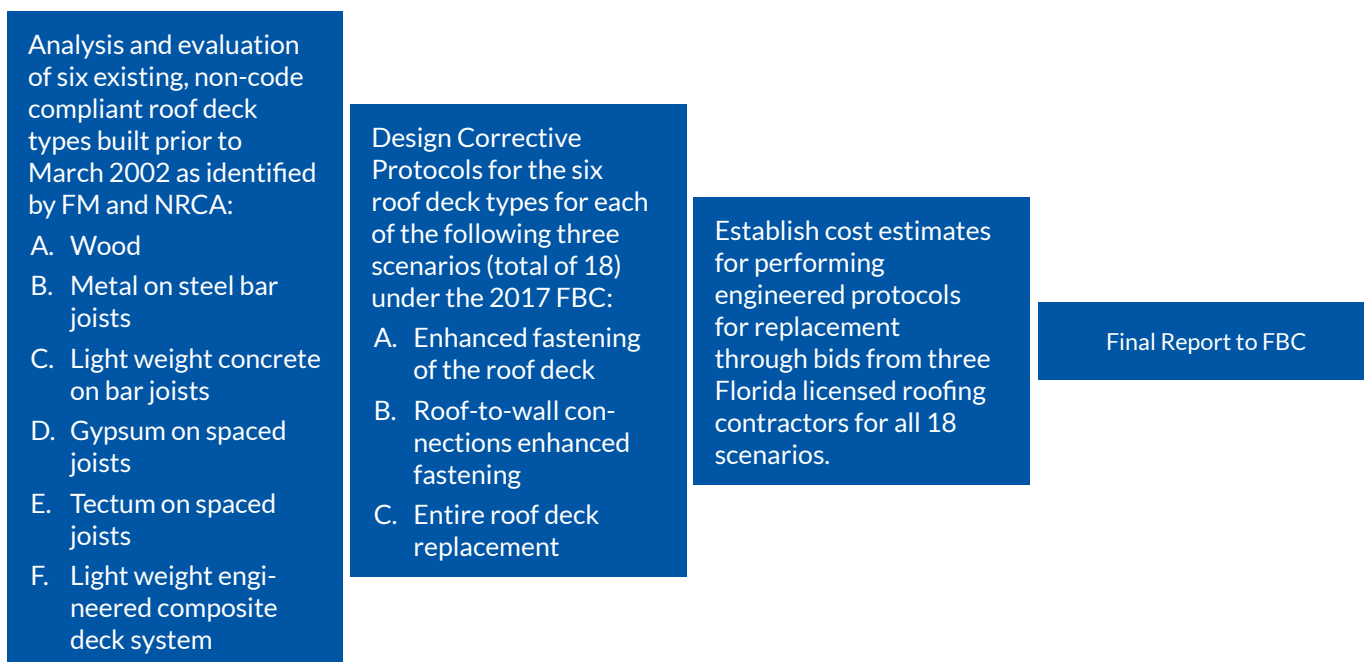
707.3 Additional requirements for reroof permits.

The requirements of this section shall apply to alteration work requiring reroof permits.

707.3.2 Roof diaphragms resisting wind loads in high-wind regions.

Where roofing materials are removed from more than 50 percent of the roof diaphragm or section of a building located where the ultimate design wind speed, V_{ult} , determined in accordance with Figure 1609.3(1) of the Florida Building Code, Building, is greater than 115 mph (51 m/s), as defined in Section 1609 (the High-Velocity Hurricane Zone shall comply with Section 1620) of the Florida Building Code, Building, roof diaphragms, connections of the roof diaphragm to roof framing members, and roof-to-wall connections shall be evaluated for the wind loads specified in the Florida Building Code, Building, including wind uplift. If the diaphragms and connections in their current condition are not capable of resisting at least 75 percent of those wind loads, they shall be replaced or strengthened in accordance with the loads specified in the Florida Building Code, Building.

Figure 1. Research Plan



SEPTEMBER 24-25, 2018

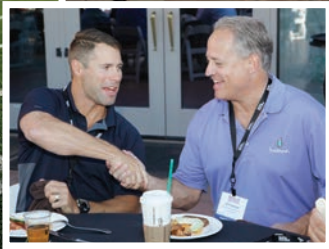
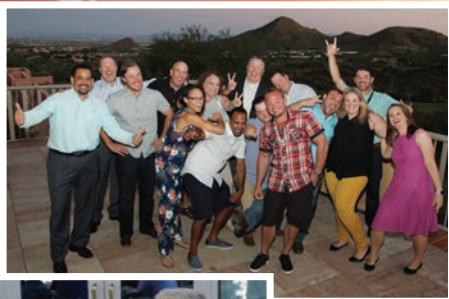
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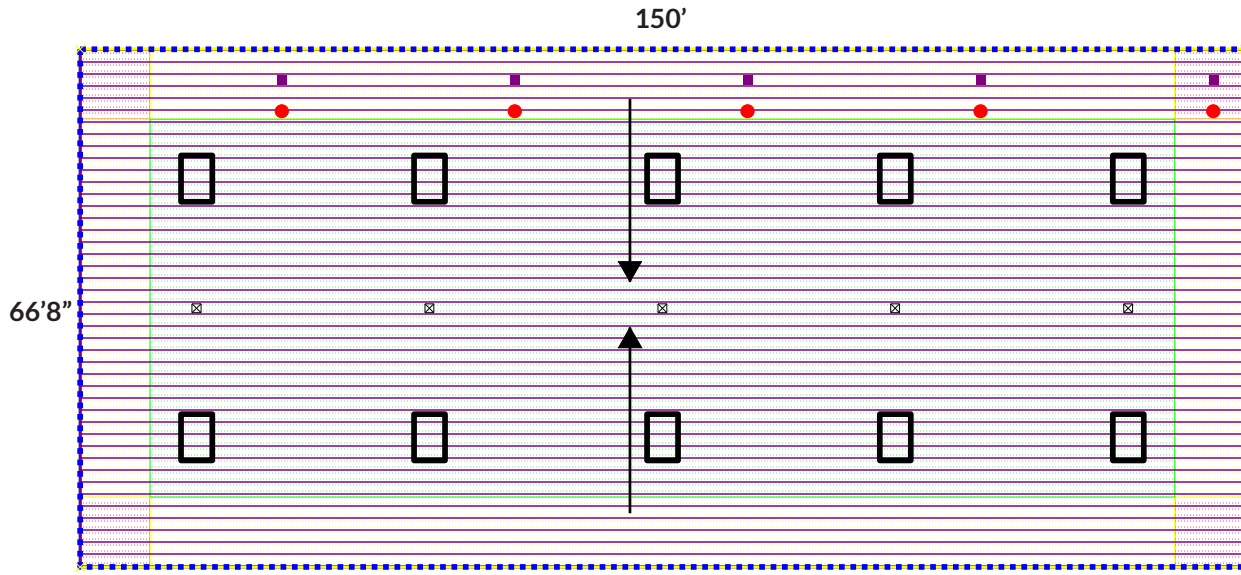


Exceptions:

1. This section does not apply to buildings permitted subject to the Florida Building Code.
2. This section does not apply to buildings permitted subject to the 1991 Standard Building Code, or later edition, or designed to the wind loading requirements of the ASCE 7-88 or later editions, where an evaluation is performed by a registered design professional to confirm the roof diaphragm, connections of the roof diaphragm to roof framing members, and roof-to-wall connections are in compliance with the wind loading requirements of either of these standards or later editions.
3. Buildings with steel or concrete moment resisting frames shall only be required to have the roof diaphragm panels and diaphragm connections to framing members evaluated for wind uplift.
4. This section does not apply to site-built single-family dwellings. Site-built single-family dwellings shall comply with Sections 706.7 and 706.8.
5. This section does not apply to buildings permitted within the HVHZ after January 1, 1994 subject to the 1994 South Florida Building Code, or later editions, or where the building's wind design is based on the wind loading requirements of ASCE 7-88 or later editions.

FRSA feels that in its current form this requirement puts building owners, roofing contractors and building officials all in an untenable position. A simple roof covering replacement (reroof) should not trigger a requirement that may increase the cost of the roof replacement by many times. Or worse, the work may be so expensive that the building is no longer viable. When a building was constructed it met

Figure 2: Roof Plan Example



Built 1974 | 16' Elevation | ILWC Creates Slope

Legend	Pitch	Description	Square Feet	Linear Feet	Each
—	<none>	Perimeter		433.33	
▨	0.25/12	Remove Mod Bit	10,002.17	433.43	
▨	0.25/12	Glass Base Nld (ILWC)	324.07	144.03	
▨	0.25/12	Glass Base Nld (ILWC)	3,252.71	794.84	
▨	0.25/12	Glass Base Nld (ILWC)	6,425.39	361.41	
▨	0.25/12	Mod Bit, Ply Bs, GMS (Bs Sht)	10,002.17	433.43	
—	<none>	1/2 Sht Flsh & Cant @ Curbs		200.00	
—	<none>	Flsh & Cant (ms) 24" High Wall		300.00	
—	<none>	Flsh & Cant (ms) 33" (Avg) High Wall		133.33	
⊠	0.25/12	Roof Drain Flashing			5.00
●	0.25/12	VTR Flashing w/ 3" Lead Boot			5.00
■	0.25/12	Vent 10" GRV			5.00
⋯	<none>	Coping Cap @ Parapet		433.33	
×	0.25/12	Coping Miter			4.00

Table 7: Bid Prices for A-F Roof Type and A-C Repair Scenarios**

Repair	LWC on Bar Joists	Wood Deck System	Metal on Steel Bar Joists	Gypsum on Spaced Joists	Tectum on Spaced Joists	LWEC Deck System
Base Bid (incl. in A-C Repair Scenarios)	1:\$129,940 2:\$109,688 3:\$138,000	1: \$128,540 2: \$105,931 3: \$139,000	1: \$153,300 2: \$128,773 3: \$149,000	1:\$129,940 2:\$118,311 3:\$143,000	1:\$128,570 2:\$118,311 3:\$146,000	1:\$128,540 2:\$106,334 3:\$141,000
Bid Line No.	1	1	1	1	1	1
A. Enhanced fastening of the roof deck	1:\$134,440+ 2:\$157,556 3:\$164,400	NA	1:\$156,800+ 2: \$140,092 3: \$163,425	NA	NA	1:\$133,040+ 2:\$118,753 3:\$155,900
Bid Line Nos.	1,2,3,4 & 8	-----	1,2,3,4 & 8	-----	-----	1,2,3,4,5 & 9
B. Roof-to-wall connections enhanced fastening	1:\$146,940+* 2:\$128,208 3:\$164,990	1: \$131,040+ 2: \$123,631 3: \$158,560	1: \$169,300+* 2: \$147,293 3: \$173,200	1:\$145,940+ 2:\$134,231 3:\$134,575	1: \$144,570+ 2: \$134,231 3: \$179,075	1: \$145,540+* 2: \$125,954 3: \$165,675
Bid Line Nos.	1,2, 4,5 & 8	1, 2, 3 & 7	1,2,4,5 & 8	1,2,3,4 & 7	1,2,3,4 & 7	1,2,3,5,6 & 9
C. Entire roof deck replacement	1:\$284,440+ 2:\$265,188* 3:\$173,790	1: \$158,540+ 2: \$148,431* 3: \$196,600	1: \$231,800+ 2: \$219,273* 3: \$230,150	1:\$293,440+ 2:\$226,211* 3:\$207,795	1:\$282,070+ 2:\$226,211* 3:\$246,815	1: \$283,040+ 2: \$252,934* 3: \$235,075
Bid Line Nos.	1,2,4,7 & 8	1, 2, 6 & 7	1,2, 4,7 & 8	1,2,3,6 & 7	1,2,3,6 & 7	1,2,3,5,8 & 9

+ = No Bid Items; * = Condition/Exclusions

COST NOTES:

- For all 6 deck types the following cost items need to be also taken into consideration:
 - 1: Cost for relocation if needed of occupants, contents, etc. (Depends on use)
 - 2: Cost for loss of business (Depends on use)
 - 3: Cost for isolating dust from occupied area if contents are not relocated (Depends on use)
 - 4: Cost to repair or replacing ceilings (Depends on use)
 - 5: Cost to keep temporarily watertight or phasing of work to do the same (Factored in Bid)
 - 6: Cost of engineering for each protocol (\$8,250).
- For deck types with rigid insulation for replacement (A, B, D, E & F) the Cost for the cover board that is required over the polyisocyanurate insulation is factored in bid and cost if replacement triggers energy code requirements would apply across the boards regardless of diaphragm frame.
- For light weight insulating concrete deck type (A) the cost for required tapered insulation for replacement of LWIC fill is factored in bid.
- For gypsum deck type (D) cost for relocation (mandatory) depends on building use type and the cost for removal and replacement of ceiling, ductwork, wiring etc. depends on building use type and cannot all be pinned on diaphragm roof type.

all the requirements of the building code. Is it reasonable for the building owner who just wants to preserve their building to be faced with these costs? Consider the plight of a roofing contractor that needs to convince the owner that they should enter into an open-ended contract for a roof replacement that may require an unknown amount of work including engineering services, and the cost associated with that work. The building official needs to consider the difficulty enforcing an unclear code provision that will cause understandable push back from building owners.

To help demonstrate the validity of our cost concerns we needed something more than our opinion. The Florida Building Commission funded a research project to better understand the potential cost implications. The information gleaned and the conclusions reached as a result of the study reinforces our belief that we must make some major changes in these requirements. The following is a synopsis of the UF report. The entire report is available at www.floridabuilding.org/fbc/commission/FBC_0518/Structural_TAC/InterimRoofingReport.pdf.

Cost Impact of 2017 FBC-EB § 707.3.2 Roof Diaphragm Reroofing Requirements

RINKER-CR-2018-105 Final Report 1 June 2018

Submitted to: Mo Madani, Department of Business and Professional Regulation

Executive Summary

This research provides an assessment of the cost impact of the 2017 Florida Building Code (FBC) - Existing Building (EB) § 707.3.2 Roof Diaphragm Reroofing Requirements under the provisions that require that the whole roof be replaced or strengthened where more than 50 percent of the roof diaphragm is removed in zones where the ultimate design wind speed exceeds 115 mph and the diaphragms and connections in their existing condition are not capable of resisting at least 75 percent of those wind loads. Roofing subcontractor bid data were collected for six roof types (A-F) covering the base bid and three repair scenarios (A-C). Unit costs were also collected for partial roof replacement options. The collected data was used to make cost comparisons between different replacement scenarios among three roofing subcontractors and determine mean base bid costs and repair/replacement costs for three scenarios: enhanced fastening of the roof deck; roof-to-wall connections enhanced fastening; and entire roof deck replacement. In general, based solely on the three bids received, the wood deck system was the least costly system to bring in compliance with 2017 FBC-EB § 707.3.2, while the LWC on bar joists was the most expensive.

Overview

This research provides an assessment of the cost impact of the 2017 Florida Building Code (FBC) - Existing Building (EB) § 707.3.2 Roof Diaphragm Reroofing Requirements under the provisions that require that the whole roof be replaced or strengthened where more than 50 percent of the roof diaphragm is removed in zones where the ultimate design wind speed exceeds 115 mph and the diaphragms and connections in their existing condition are not capable of resisting at least 75 percent of those wind loads. The goal shall be to determine the practical feasibility of this code compliance requirement for roof repair. Figure 1 shows the general process used to conduct this research.

Scope of Work - Task

1. Analysis and Evaluation of existing, non-code compliant roof deck types built prior to March 1, 2002 as identified by Factory Mutual (FM) and the National Roofing Contractor Association (NRCA) for this research:
 - A. Light weight concrete on bar joists
 - B. Wood
 - C. Metal on steel bar joists
 - D. Gypsum on spaced joists
 - E. Tectum on spaced joists
 - F. Light weight engineered composite deck system
2. Design corrective protocols for the six roof deck types as selected under Task 1 for each of the following three scenarios each (total of 18) under the 2017 FBC:
 - A. Enhanced fastening of the roof deck
 - B. Roof-to-wall connections enhanced fastening
 - C. Entire roof deck replacement
3. Establish cost estimates for the cost of performing aforementioned engineered protocols for replacement through bids from three Florida licensed roofing contractors for all scenarios (total 18).

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Table 8: Mean Bid Prices for A-F Roof Type and A-C Repair Scenarios**

Repair	LWC on Bar Joists	Wood Deck System	Metal on Steel Bar Joists	Gypsum on Spaced Joists	Tectum on Spaced Joists	LWEC Deck System
Base Bid (incl. in A-C Repair Scenarios)	1: \$129,940	1: \$128,540	3: \$149,000	1: \$129,940	1: \$128,570	1: \$128,540
A. Enhanced fastening of the roof deck	2: \$157,556	NA	3: \$163,425	NA	NA	1: \$133,040+
% Cost Increase over Base Bid	21.3 %	----	9.7%	----	----	3.5%
B. Roof-to-wall connections enhanced fastening	1: \$146,940+*	1: \$131,040+	3: \$173,200	1: \$134,575	1: \$144,570+	1: \$145,540+*
% Cost Increase over Base Bid	13.1%	1.9%	16.2%	3.6%	12.4%	13.2%
C. Entire roof deck replacement	2: \$265,188*	1: \$158,540+	3: \$230,150	2: \$226,211*	3: \$246,815	2: \$252,934*
% Cost Increase over Base Bid	104.1%	23.3%	54.5%	74.1%	92.0%	96.8%

+ = No Bid Items; * = Condition/Exclusions

COST NOTES:

- For all 6 deck types the following cost items need to be also taken into consideration:
 - 7:** Cost for relocation if needed of occupants, contents, etc. (Depends on use)
 - 8:** Cost for loss of business (Depends on use)
 - 9:** Cost for isolating dust from occupied area if contents are not relocated (Depends on use)
 - 10:** Cost to repair or replacing ceilings (Depends on use)
 - 11:** Cost to keep temporarily watertight or phasing of work to do the same (Factored in Bid)
 - 12:** Cost of engineering for each protocol (\$8,250).
- For deck types with rigid insulation for replacement (A, B, D, E & F) the Cost for the cover board that is required over the polyisocyanurate insulation is factored in bid and cost if replacement triggers energy code requirements would apply across the boards regardless of diaphragm frame.
- For light weight insulating concrete deck type (A) the cost for required tapered insulation for replacement of LWIC fill is factored in bid.
- For gypsum deck type (D) cost for relocation (mandatory) depends on building use type and the cost for removal and replacement of ceiling, ductwork, wiring etc. depends on building use type and cannot all be pinned on diaphragm roof type.

Methodology

A prototype building with a 10,000 sq. ft. roof, as shown in Figure 2, was designed for the purpose of getting cost estimates from three contractors for the six roof types (A-F). The repair protocols and invitations to bid for the six roof types were developed by Quest Engineering. The bid documents are shown in the corresponding Appendices A-F.

Conclusions

Roofing subcontractor bid data were collected for six roof types (A-F) covering the base bid and three repair scenarios (A-C). Unit costs were also collected for partial roof replacement options. The collected data was used to make cost comparisons between different replacement scenarios among three roofing subcontractors and determine mean base bid costs and repair/replacement costs for three scenarios: enhanced fastening of the roof deck; roof-to-wall connections enhanced fastening; and entire roof deck replacement. In general, based solely on the three bids received, the wood deck system was the least costly system to bring in compliance with 2017 FBC-EB § 707.3.2, while the LWC on bar joists was the most expensive. Future work should address the following:

- a. Setting minimum deck attachment criteria (similar to wood decks) and standardizing this for all NOA/Product Approval tests. This will eliminate non-applicability of approved products for several field conditions and streamline the roofing permitting process.
- b. On properties valued over a certain threshold (say \$500,000), requiring scenario B (roof to wall connections and enhanced edge supports) up to a pre-set

percentage (say 15%) of re-roofing cost.

- c. Conducting a cost impact analysis for future code changes, before implementation, except in the case of life and/or fire safety requirements.

When reviewing the cost shown on the tables, look closely at the Cost Notes. The items described would in many cases substantially increase cost. The study recommends addressing three areas in the code. The first (a.) setting minimum deck attachment criteria would be relatively simple for wood decks, somewhat more challenging for metal decks and difficult or impossible for other deck types. The next (b.) setting a property value threshold and cap on the value of the work would be similar to the hurricane mitigation standard for single-family site-built structures. This would help to define when this work is reasonable. The third (c.) conducting cost impact analysis is already part of the modification review process. This study clearly points out how substantial these cost impacts can be.

FRSA Codes Subcommittee members and staff will be preparing code modifications over the next several months. The requirements of 707.3.2 are among the most important to clarify and make more consistent. Watch this space for updates.

FRM

Mike Silvers, CPRC is Director of Technical Services. Mike is an FRSA Past President, Life Member and Campanella Award Recipient, and a Florida Licensed Certified Roofing Contractor, who brings over 40 years of industry knowledge and experience to FRSA's team. Mike is available to FRSA members who have codes or technical questions and can be reached at 800-767-3772 ext. 169 or by email at silvers@floridarroof.com.

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Charlie Raymond Membership Award

The Charlie Raymond Membership Award is presented to an FRSA member for outstanding achievement in the area of membership promotion and recruitment during the past year. Each year, Charlie's grandson, Jason Carruth of Advanced Roofing Inc., assists the FRSA President in presenting this award.

The membership award is named after Charlie Raymond because Association membership was one of his true passions, both with FRSA and at the national level where the NRCA annual membership award also bears Charlie's name. Charlie was hard to say "no" to and he used his charm on potential members for many years.

This year's recipient of the Charlie Raymond Membership Award, Phillip Lane, also has shown that membership recruitment is in his blood. He "walks the walk" when it comes to his determination to see FRSA grow, and his efforts are definitely paying off.

Phillip moved to Florida while in middle school after growing up in New England. He is a UCF Knight, graduating in 2002 with two majors and a minor under his belt. Phillip worked for the Florida Department of Children and Families for a couple years before embarking on the career that introduced him to FRSA.

He is a happily married father of three girls and numerous pets and is a surfer in his spare time, which it is hard to imagine he has much of. Phillip tends to volunteer a lot and



spearheaded the #SorryCharlie Membership Campaign this year.

Phillip is a director on the FRSA Board, chairs the Membership Committee, and also serves on the Affiliate Council, Governmental Affairs Committee, the FRSA Credit Union Board and the Young Professionals Council.

FRSA is a larger and stronger Association because of this gentleman's efforts. Congratulations to Phillip Lane, from JW Edens Insurance and Bonds, Indialantic, FL on winning the 2018 Charlie Raymond Membership Award!

FRM



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Matt Criswell Awarded Enthusiasm Award

For those of you who knew Bill Bieler when he was working in the roofing industry, it is very clear why an award associated with his family name would have to be for enthusiasm. Bill was excited about everything he did with FRSA, and this year's recipient of the Bieler Award, Matt Criswell, is cut from the same cloth.

Matt has been involved with the industry for a long time for such a young guy. He was able to purchase his own business in 2005 and joined FRSA in 2013 as a contractor member after first getting his feet wet as the owner of a roofing company.

Matt must need the energetic attitude that he displays at FRSA functions in his personal life too. He is the happily married father of two children, ages three and five that undoubtedly keep him busy at home. He likes to golf, but I'm sure doesn't get on the course as often as he would like, with those two youngsters around.

Matt's involvement with the Association currently has him co-chairing the Young Professionals Council and serving on the FRSA Board of Directors. His lively spirit is also on display at FRSA social functions, including the January 2018 Board meeting reception, where he skillfully ran the Young Professionals fundraiser, a heads or tails game that not only raised \$1,700 for this year's Charity of Choice, the Sarcoma Foundation of America, but was a heck of a lot of fun.



FRSA is a much stronger Association because of the involvement of younger members like this gentleman. FRSA is pleased to announce that Matt Criswell from Weather Shield Roofing Group, Altamonte Springs, FL is the winner of the 2018 Bieler Enthusiasm Award!

FRM

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FRSA Affiliate Competition Winners

In keeping with the Convention theme, the Affiliate Council opted for a Jenga Competition, to see which affiliate possessed the building skills for "Staying on Top." Hopefully you had the opportunity to walk the expo, and watch the FRSA Affiliates use their skills to stack the highest tower. Thanks to the FRSA Self Insurers Fund for sponsoring the Affiliate Competition!

It is important to mention that each affiliate made a significant monetary contribution to FRSA's Charity of Choice, the Sarcoma Foundation of America. For those who don't know, sarcoma is a type of cancer that develops from certain tissues, like bone or muscle. The mission of the Sarcoma Foundation of America is to advocate for sarcoma patients by funding research and by increasing awareness about the disease. The organization raises money to privately fund grants for sarcoma researchers and conducts education and advocacy efforts on behalf of sarcoma patients.

In addition to the Affiliate Competition, FRSA also raised funds for the Sarcoma Foundation through a game of heads or tails sponsored by the Young Professionals Council, where Phillip Lane donated his winnings from the competition to the charity, through donations made to the #SorryCharlie Campaign, a Calcutta at the annual fishing tournament, a donation from Donnie Harp from his Grand Prize winnings and from donations made online with convention and expo registrations. Thanks to our extremely



generous industry, we were able to raise \$9,320 for the Sarcoma Foundation!

The Affiliate Competition Winners

- First Place – RCASF**
Roofing Contractors Association of South Florida
 - Second Place – SCLRA**
Space Coast Licensed Roofers Association
 - Third Place – TCRCA**
Tri-County Roofing Contractors Association
- Congratulations to all!**

FRM

Convention & Expo by the Numbers

3,477
Convention and Expo Registrations

500 Gallons of water for the dunk tank

1,681 Welcome Reception Drinks Served

500 Gallons of water for the dunk tank

364 Booths Sold

217 Exhibiting Companies

82 Event Sponsors

16 Recipients of the **STAR** SPOTLIGHT TROPHY for the ADVANCEMENT OF ROOFING

46 Submissions

1,823 total room nights at the Gaylord Palms Resort

27 The number of times an elevator broke

16 Kids made Pizza Dough in the FRSA Kids' Program

214 Items | **\$27,000** Raised

754 ducks used to promote #SorryCharlie Membership Campaign

18 Educational Seminars

25 CE Unit Hours

96 People in Largest Seminar

30 People in NRCA for Foremen Program

\$9,320 Raised

\$1,000 Square Challenge Winners

\$1,000 Expo Cash Winner

\$1,000 Grand Prize Winner

\$17,000 Largest Ever Scholarship Distribution

12 Scholarship Recipients

214 Items | **\$27,000** Raised

128 for Golf, **93** for Fishing, and **77** for Clay Shooting

27 The number of times an elevator broke

16 Kids made Pizza Dough in the FRSA Kids' Program

2019 Expo Hall

82% Full

310 Booths



Silent Auction Donors Support FRSA Educational and Research Foundation

Each year the FRSA Educational and Research Foundation Trustees look forward to an exciting FRSA Convention and Expo, and this year was no exception. It's a great place to see the latest industry products, network with industry professionals, attend quality seminars and, of course, win big at the Foundation's Silent Auction.

This year's Silent Auction included 214 items! We are so grateful to all the valuable donors that made this event possible and supported our education and research programs. The Silent Auction raised over \$27,000, directly supporting the Foundation's programs and services.

Thank you to the following companies and individuals for their generous donations!

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FRM

Campanella Award, continued from page 6

she worked at an alligator farm in St. Augustine. They dated for five years. Margaret states "I finally married St. Augustine's most eligible bachelor," to which he comments, "I just gave up!" Well, you'll be happy to know that blind date worked out well and they have been happily married for 34 years.

Dick and Margaret have one child, a daughter Kerstin,

and he just became a proud grandfather to baby Lyanna Grace. I think she will be a game-changer for him!

In 1986, Dick left teaching to pursue a career in the roofing industry and opened his own business. He has been very active in FRSA, serving on the Board of Directors, as Chair of the Credit Union Board for many years, and on various committees like the Disaster

Preparedness, Codes and Convention Committees. And I have it on good authority, that he has turned down the chance to serve on the Executive Committee several times. He has also earned the prestigious Certified Professional Roofing Contractor designation from FRSA - one of only 53 FRSA members to receive it.

Dick is also very active in his local affiliate, the Northeast Florida Roofing Contractors Association, where he has been a member for many years. He served on the St. John's County Board of Review for 11 years and after taking a short break, will be back on the board again soon.

Dick loves the water and has been living on the St. John's River for 39 years. In fact, he's an avid fisherman who loves to fish right from his dock! He also likes wade fishing, boating and cruising on the St. John's River, where he'll tell you that he watches the most beautiful sunsets. Dick and Margaret often go out boating and enjoy docking and dining at Corky Bells Seafood in Palatka or at Redneck Riviera on the St. John's

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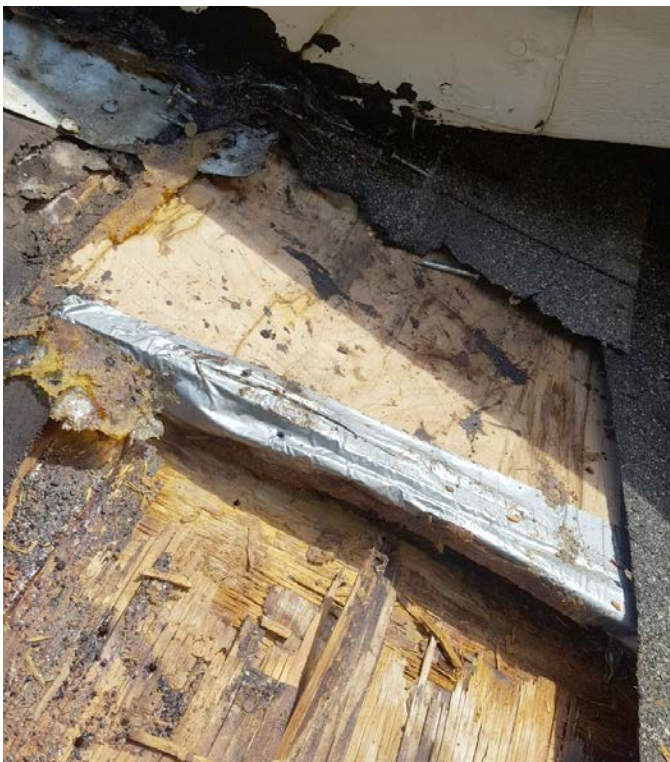
River. His second favorite place is sitting on his front porch in Franklin, North Carolina looking at the Smokey Mountains. In addition, Dick is an avid reader and a member of the Elks Lodge.

Loretta stated, "I'm proud to be able to call Dick my friend and will tell you that this gentle giant is indeed strong like a War Eagle." In 2016, the home that he loves on the St. John's River was flooded by Hurricane Matthew, and made uninhabitable, but that didn't stop him. Remember those beautiful sunsets and the fishing he loves? Dick and Margaret rebuilt and after 20 long months, will soon be moving back into their home.

Congratulations to FRSA Honorary Member, Dick Pittman, CPRC of Dick Pittman Roof Services, on winning the 2018 Bob Campanella Award!

FRM

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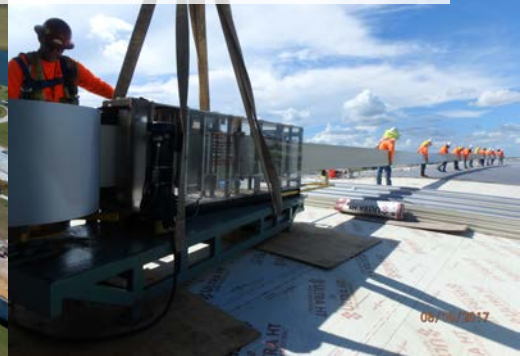
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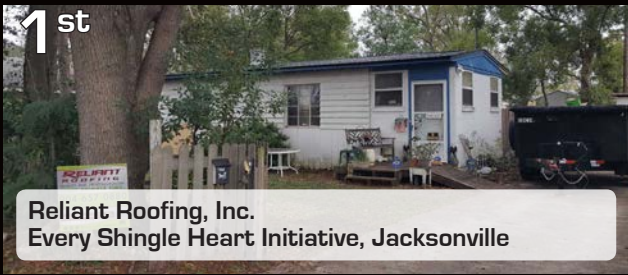
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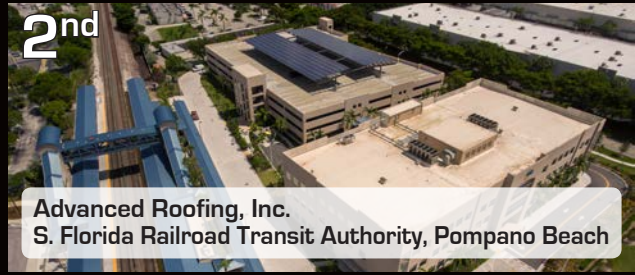
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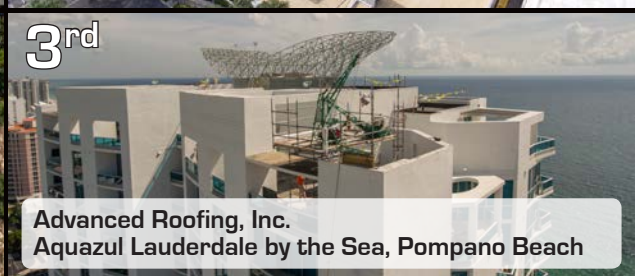
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Foundation Scholarships Awarded

Since its inception, the FRSA Educational and Research Foundation has awarded over \$215,000 in scholarships to deserving students. This year, we awarded \$17,000 in scholarships to 12 outstanding students, the largest amount awarded in one year since the Foundation was established in 1982.

We wanted to give an update on one of our past scholarship recipients, Allie Brown, who at just 14 years old, was the youngest person to receive an FRSA Educational and Research Foundation scholarship. Allie graduated from Mary Baldwin College with a Bachelor's of Science in Applied Mathematics at 18 years old. She next enrolled in a Master's program at the School of Computational Science and Engineering within Georgia Tech University. This month, Allie now 20, started her career as a Level One Engineer with ComTech Mobile DataCom Corporation in Germantown, Maryland. ComTech provides secure satellite-based packet-data communication systems; location, force tracking, and situational awareness; and messaging services through advanced communications and network technology to military, government and commercial interests. Congratulations to Allie on all of her accomplishments! We're honored the Foundation could be just a small part of her educational journey!

The Educational Foundation Trustees receive completed application submissions and grade them based on multiple criteria, carefully reviewing academic performance, honors, community involvement and more; a very challenging process considering the number of applications submitted. Scoring sheets are submitted to staff to compile and the Foundation Trustees then hold a conference call and award scholarships based on final scores.

The Educational Foundation also has an Endowment Fund, in which contributors have the opportunity to designate the industry-related recipient of the earnings from their gifts. This year's scholarships were funded and made possible by endowment contributors who designated their earnings to benefit scholarships. Thanks to the Bowen, Hilson and Turner Chairman Level Endowment, Edwards

Roofing Company Governor Level Endowment, the FRSA Self Insurers Fund's Chancellor Level Endowment, the Charlie Raymond Governor Level Endowment, the George Pepin Family Governor Level Endowment, and the Mason E. Liftig Governor Level Endowment for their contributions.

This was the final year for the Joe Rutkoski scholarship, honoring Joe's legacy as an FRSA Life Member, Past President, SIF Trustee and Campanella Recipient.

Two new scholarships were established this year – the Trent Cotney scholarship and the Austin Ebersold Memorial scholarship fund set up in memory of Austin Ebersold, son of George and Kara Ebersold.

Congratulations to the 2018 Scholarship Recipients!

Emily Belcher – recipient of the FRSA Self Insurers Fund scholarship
Kelsey Campanelli – recipient of the Bowen, Hilson and Turner scholarship
Morgan Curry – recipient of the Mason Liftig scholarship
Olivia Hepworth – recipient of the Trent Cotney Scholarship
Kristen Schwartz – recipient of the Joe Rutkoski Memorial scholarship
Abby Logan – recipient of the Austin Ebersold Memorial scholarship
Sydni Dorman
Erin Eatmon
Michael Jacobazzi
Grace Kennedy
Lillian Romine
Alyssa Sims

Scholarship applications for 2019 will be available in January. FRSA members and their families and employees are eligible for scholarships.

FRM





\$6,500,000 – Now That’s a Big Number!

The FRSA Convention and Expo is always an exciting event and this year at the Gaylord Palms Resort and Convention Center one of the many highlights of the show was the FRSA Self Insurers Fund’s announcement of another incredible dividend to its member workers’ compensation policyholders.

Trustee Chairman Ralph Davis, II made the announcement of the \$6,500,000 dividend at the annual Business Luncheon to an excited crowd of attendees. Davis explained that the dividend being paid represented an average return of premium of 24 percent based on the 2017 policy year and to the eligible member participants who were insured with the Self Insurers Fund as of December 31, 2017.

Davis congratulated the FRSA-SIF Members in attendance and encouraged them to continue stressing safety in their workplaces for the health and benefit of their employees.

You can find out if you qualify for membership with the FRSA Self Insurers Fund for your workers’ compensation insurance needs by going to their website at www.FRASASIF.com or by calling 800-767-3772, extension 246.

Here are a few of the HAPPY recipients!!

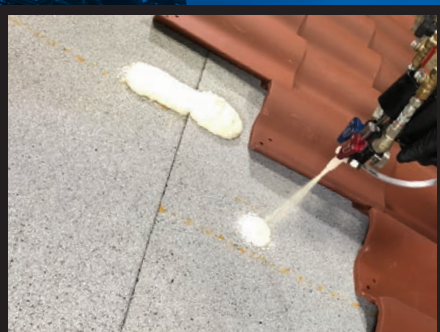




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FRSA Convention Sports Tournament Winners

Each year, during FRSA's Annual Convention, three sports tournaments are held on Wednesday, which include fishing, golfing and clay shooting, and officially kick-off the convention events.

Fishing Tournament

This year, we had a record number of participants in the fishing tournament sponsored by Walker Rep Group. The tournament took place in Cape Canaveral with 93 anglers on 16 boats.

Tournament Winners

- Largest Fish First Place - Luke Ewels
- Largest Fish Second Place - Randall Pritchett
- Largest Trash Fish - Jim Connolly
- Largest Fish Lady Angler - Brittany Hughes

Clay Shooting Tournament

The clay shooting tournament, held at Tenoroc Shooting Range in Lakeland, was sponsored by SEMCO and also hosted a record number of participants with 77 people.

Tournament Winners

- First Place - Scott Langenegger
- Second Place - Chris Estep
- Third Place - Steven James

Golf Tournament

The golf tournament, held at Celebration Golf Club, was sponsored by Furman Insurance and Bonds and Sunniland Corporation, and hosted 128 golfers.

Tournament Winners

First Place Team

- David Eubanks
- Rich Hanratty
- Gary Moser
- Billy McVay

Second Place Team

- Arry Housh
- Stephen Housh
- Steve Musha
- Paul Schick

Closest-to-the-Pin

- Jeremy Goldschuding

Longest Drive

- Nick Vaden

Putting Contest

- Arry Housh



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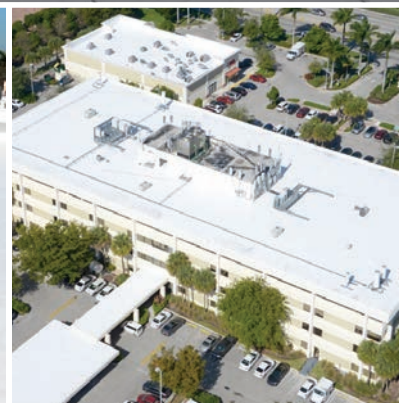


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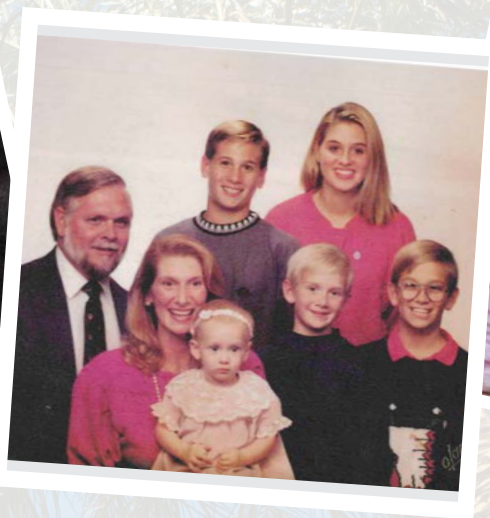
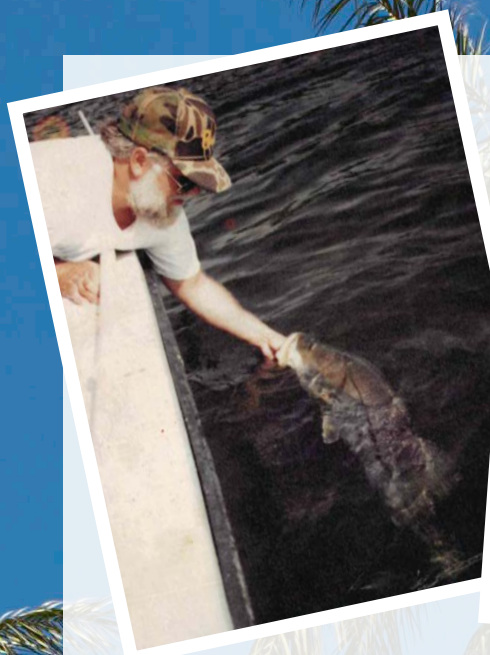
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Meet FRSA's New President Bruce Manson Manson Roofing Inc.

Bruce Manson was installed as President during FRSA's Annual Convention on June 28 at the Gaylord Palms Resort in Kissimmee, FL. He has been an active member of FRSA for 34 years and has served on numerous committees over the years. Bruce has served as President of Manson Roofing Inc., Bradenton for the last 42 years.

How did you get started in the roofing industry?

In 1975, I was working at a condominium as a maintenance man. A friend, Jeff Hillard, asked if I wanted to shingle a house with him. He said we could make ALL the money we wanted! We were paid \$6 per square.

What's your favorite part of the job?

Working with a team of experienced and dedicated professionals. Many of our team members have been with us for 10-plus years, and some for 20-25 years. It makes the job easier when everyone jumps in.

What's the most unusual roofing project that you've been a part of?

The reroof of Ruth Eckerd Hall in Clearwater. All work had to be craned up and down. Tile off and a modified and shingle on the slope, tapered and FiberTite on the flat. The waterproofing of the trellis at the perimeter was the most challenging.

What do you consider a waste of time?

Spending time looking at Smart phones, computers and living in cyberspace instead of living life.

What's your favorite vacation?

Barbara and I love going to Hawaii, the Mediterranean and Italy – especially Rome.

What's your dream job?

Doing what I do now but with more time to travel with Barbara, spend time with my grandchildren and golf.

If you could spend time with three people (living or not), who would they be and why?

My mother, Gail Manson, a truly compassionate person who passed away from cancer 35 years ago. Robert E. Lee – read his book and you'll see what a man of integrity is. Leonardo DaVinci, we have seen many of his paintings and my daughter recently gave me a book about him and his painting genius.

What do you personally find most rewarding about being involved with FRSA?

The wide variety of people with all kinds of experience. Anything you need to know about roofing or business, you can find here.

What advice would you give to someone interested in joining the roofing industry?

Get involved in FRSA and the NRCA. It is a must to try to stay current in order to be successful and stay out of trouble.

What's your favorite pastime activity?

Cruises, going to dinner, going to the movies with Barbara and spending time with my family. Golf is always a favorite pastime.

What would be your ideal place to live and why?

It's got to be here in Bradenton! This is paradise.

What other activities and organizations are you involved with?

SMRSMCA, NRCA, daily work outs at the gym, Tai Chi, fishing, family and cooking. (I make a great Caesar Salad!)

What would surprise others to learn about you?

I am a Civil War buff. My parents took us kids to many battle fields when we traveled. As an adult, I have gone to many battlefields with my dad and family.

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