



PIPELINE

FUEL FOR YOUR BUSINESS

SEP/OCT 2023

THE NEWSLETTER OF UTAH'S HVACR INDUSTRY

153 SOUTH 900 EAST, #3 • SLC, UT 84102 • WWW.UTRMGA.ORG

RMGA Education Summit Wed., September 13 Hilton Downtown Salt Lake

WEDNESDAY, SEPTEMBER 13



HILTON DOWNTOWN

ON WEDNESDAY, SEPTEMBER 13, the annual RMGA Education Summit is being held at the Hilton Downtown Salt Lake City

at 225 S. West Temple in Salt Lake City.

Don't miss out on earning all 6 hours of continuing education required by DOPL by November 30, 2023, including 3 hours of HVAC and 1 hour of Energy Conservation specific training.

In addition to the education, you will have an opportunity to network with fellow contractors and building inspectors, win prizes in the Networking Challenge, enjoy a continental breakfast and hearty lunch, and everyone will go home with a raffle prize at the end of the day!

The cost is only \$100 per person, with additional attendees from the same company \$75 per person.

Sign up today by emailing Amy@utrmga.com, or by calling 801-548-8160 and she will get you registered! ■

ACCA Manual Class Series Rescheduled to November 14, 15, 16



ED JANOWIAK, ACCA's manager of HVAC design education, will be teaching "Manual in a Day" Design Practices in Manual J, D, and S at Hercules Industries, 475 N Billy Mitchell Road, in Salt Lake City

on November 14, 15 and 16 from 8:00 AM to 4:30 PM.

These classes will help you learn how to perform a proper HVAC design with or without design software. In each of these classes, Ed will discuss what is in each manual and how they apply to the design process. These classes are perfect for contractors, design personnel, Building officials, Plans Examiners, and Inspectors, who want to better understand HVAC design principals.

**3 Manuals,
lunches and ACCA**



Certification included, only \$600 for all three classes! Individual classes will be offered if space is available.

Sign up by emailing Amy@utrmga.com or by calling 801-548-8160. ■

Scott Carpenter
 scott@legendsmechanical.com
 801-599-8563 Utah
 208-466-1773 Idaho

MESSAGE FROM OUR PRESIDENT

SCOTT CARPENTER



Dear RMGA Members & Friends,

To begin, I would like to thank Jamie Schumacher for his long service and example as the president of the RMGA. As I have gotten to know a few of you, I am excited to be a part of this great organization. I look forward to getting to know more great members of our industry. I would encourage all of you to attend our Education Summit in September. I think this provides not only great training, but an amazing chance for our group to get to know one another. I would also ask anyone who has ideas or suggestions on how we can better serve our members to please reach out and stay in contact.

Moving the RMGA forward and making it a pivotal point of training and influence within the construction industry is something I look forward to. I believe that expansion and growth could be our greatest assets as we work to advance the quality and opportunity for our members and our industry.

Certainly, I think that the best way to effect change and advancement within our industry is through partnerships, education, and training.

I think that partnerships within the entire construction industry are the best way of finding solutions to problems we face now, as well as in the future.

We can do this by looking at ideas we share with other groups in our industry like the HBA as opposed to focusing on the things we disagree on. As we find common ground, within these groups, we can work together to establish change and progression in a positive manner.

Using building science in our installation practices as well as in all areas of construction is something I am passionate about. We all know that energy use is a major concern right now in this nation. I believe we should all be looking at ways to educate ourselves and be open to new ideas that can create energy savings and better quality across the board.

I'm encouraging all members to get one of their team members to attend the upcoming ACCA Manual J, D & S training. This training will allow every member to start pushing better design and correct energy efficient installation practices forward without waiting on mandatory requirements. I would also like to extend a special request to our building departments to attend as well. Again, I believe in partnerships, and this is a great opportunity for members and building officials to work on the same page.

*Best Regards, **Scott***

RMGA BOARD BRIEFING JUL & AUG 2023

At our July board meeting, Scott Carpenter with Legends Mechanical was nominated to serve as RMGA President for the next two years. In August, five new members were approved for RMGA membership (page 6).

Also in August, Rick Mayer replaced Jeff Bybee as Dominion Energy's certification liaison in SW Wyoming. The Evanston County Commission approved RMGA Certification adoption for natural gas installations and has asked their attorney to work on implementation. In Rawlins, WY, progress is also being made in requiring certification for gas appliance installations.

In the RMGA Home Comfort Study, the board reviewed the final report on an Eagle Mountain home, which again identified the importance of properly sealed ductwork in the keeping homes comfortable and energy efficient. Future ideas discussed include getting building inspectors focused on ductwork installation and not so much on temperature control. It was also proposed that RMGA should teach builder-focused courses, such as: "Common New Construction Errors," and "What is a Quality Installation." The next study house will be in Tremonton, Utah.

In an effort to get the word out to non-members about the Education Summit and ACCA Manual J, D and S series of classes offered by RMGA, we requested DOPL's S-350 Contractor list (2,072 active license holders) and sent out emails inviting everyone to attend these CE accredited education opportunities. *(article continues top of page 3)*

Prior to our August meeting, the Apprenticeship Committee met to discuss 24 DOL Certification Grandfathering submissions. All but two technicians were approved; and those deemed needing more training, were entered into the formal apprenticeship program for the coming year.

The new RMGA Certification Exam has been finalized and is ready to be translated into Spanish. But implementation of the new test will be delayed until January 2024, so as not to disrupt Utah's Technical College students, who would need updated study guides before the semester ends in December. ■

RMGA GAS CERTIFICATION CLASSES

CALL 801.521.8340
OR EMAIL
RMGAUTAH@GMAIL.COM
TO REGISTER

You can now request registration on the new RMGA website: <https://utrmga.org/certification>

SEPT. IN-PERSON

(And on Zoom)

Salt Lake City

Thursday, September 14
Friday, September 15 &
Saturday, September 16
8 a.m. - 5 p.m.

Dominion Energy CTC Room
1000 West 100 South
Salt Lake City, Utah 84104

NOV. IN-PERSON

(And on Zoom)

Salt Lake City

Thursday, November 16
Friday, November 17 &
Saturday, November 18
8 a.m. - 5 p.m.

Dominion Energy CTC Room
1000 West 100 South
Salt Lake City, Utah 84104

JAN. 2024 IN-PERSON

(And on Zoom)

Salt Lake City

Thursday, January 11
Friday, January 12 &
Saturday, January 13
8 a.m. - 5 p.m.

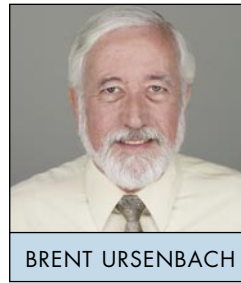
Dominion Energy CTC Room
1000 West 100 South
Salt Lake City, Utah 84104

All Certification Classes are \$400. Price includes the RMGA Study Guide, IFGC, online video access, 24 hours of instruction, and 2 attempts at the exam (if necessary). Technicians should attend ALL sessions. In-person attendees should bring lunch or plan to visit a local restaurant during the lunch hour. **Take the Pre-Test to evaluate your readiness for the exam at <https://utrmga.org/pre-test/>**

Partial funding of RMGA training programs has been provided by the Division of Occupational & Professional Licensing from the 1% surcharge funds on all building permits.

MECHANICAL CODE DISCUSSION

Thermostat, Ducts, and Supply Outlet Locations



BRENT URSEBACH

BRENT URSEBACH

HVAC EDUCATOR/
EXPERT WITNESS

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801-381-1449

WE'VE DISCUSSED Manual J, D and S many times in discussions here, as the Code requires residential systems to be designed and installed in accordance with these ACCA standards. The RMGA Board of Directors feels this is so important, it is the primary focus of the Annual Education Summit. Unfortunately, as jurisdictions attempt to require compliance with these standards, many builders, HVAC contractors, and homeowners

automatically *blame any home comfort* issues on the size limitations placed on the HVAC contractor by the jurisdiction. This is rarely the case.

In recent years, I've been involved in numerous investigations regarding HVAC system performance and comfort, including this past year, working with the RMGA to identify comfort complaints in new homes. I've written about many of the issues I've observed and will continue to do so. In this issue I'll focus on a couple of simple issues which dramatically impacted the comfort of a new homeowner.

The homeowner complained that the bedrooms located on the upper floor were never comfortable, and the main bathroom tub/toilet room was freezing in the winter and hot in the summer. (Please see the floor plan to left.)

With the assistance of others from the Board, I visited this home for an initial survey, followed by a technician checking system operation, and finally testing for air leakage and airflow. We found

the systems working generally well except for a slight undercharge (leak?) on the main floor system —not the system with issues. Here's what we found:

1. The thermostat was located as indicated with a red T on the floor plan, where it is influenced by the temperature of the main floor air below and not the temperature inside the bedrooms. With bedroom doors closed, the temperature inside the bedrooms is not sensed by the thermostat. Typically, in homes like this, locating the thermostat in the master bedroom works well...and

you're keeping the homeowner happy.

2. Notice the location of the supply air in the main bathroom, in the interior vanity room. With the system in operation, heated or cooled air flow towards the return, never conditioning the exterior tub/toilet room. I've encountered this even in multi-million dollar homes.
3. Bedrooms 2, 3, and 4 all had 8" supply flex duct ran to the boots/registers, I assume to ensure proper airflow through the restrictive duct. The airflow was great in these rooms, each at about 60 CFM higher than the design. The young children are always cold in the summer and hot in the winter. Ideally, the duct size to each room should vary according to the design CFM; however, I realize 4-, 6-, 7-, 8-, and 9-inch branch duct sizes may be impractical, especially in production building. Balancing, even with a flow hood may be needed. Educating the homeowner on this is also important.

We'll continue this 'simple issues' discussion in future editions. **PLEASE feel free to share your thoughts, photos, and experiences with me at bursenbach@gmail.com —Brent** ■

SECOND FLOOR



Meet and Get to Know RMGA's President: SCOTT CARPENTER



SCOTT CARPENTER
& FAMILY

Q. Tell us about your company?

A. Legends Mechanical was formed in 2013 with four partners. We specialize in residential new construction, service and retro fit replacement. We have 60+ employees with two branches located in Bluffdale, UT and Nampa, ID.

Q. What is your position within the company?

A. Administrative & Design Partner.

Q. If you weren't an HVACR Contractor, what would you like to be?

A. A football coach.

Q. What was your most unusual work experience?

A. Getting an opportunity to teach local building officials in the application of new energy designs within the HVAC industry.

Q. What are your favorite aspects of your job?

A. Learning new and different design and energy options. I also enjoy networking with others in our industry.

Q. What is a motto that you live by?

A. Why Not?

Q. If you could travel anywhere in the world, where would you go?

A. Moorea, Tahiti. I have been there before and I loved it.

Q. What is your favorite hobby and when did you last do it?

A. I have two hobbies I love. #1 Steelhead fishing on the Clearwater River. #2 Driving my race car. I do them as often as possible.

Q. What is your hidden talent?

A. I can fix just about anything.

Q. Do you have a favorite movie?

A. Right now, Ford Vs. Ferrari.

Q. If you could invite any three people to dinner (dead or alive), whom would you invite and why?

A. My grandfather, great grandfather and great great grandfather. I would love to hear about their lives firsthand..

Q. If you won a \$50,000,000 lottery, what would you do?

A. Build a race car team and travel.

Q. People would be surprised to know...

A. I play the drums.

Scott can be reached at Legends Mechanical:

801-599-8563 (Utah), 208-466-1773 (Idaho), or by email:

scott@legendsmechanical.com. ■

RMGA Certified Tech Sticker Promotion

HELP BUILD AWARENESS among Utah consumers that RMGA Certified Technicians are required on all HVAC system installations and repairs.

The 5" x 7" **Certified HVAC Tech On Board Vehicle Stickers** have a web link: RMGACertified.com that directs internet searches to the RMGA Website's list of contractor members.

Order stickers for all your service vehicles by contacting Amy@utrmga.com; they are **free** to RMGA members!



Ask The Expert

JOHN P. HILL
ATTORNEY AT LAW



Question:

Does a Buy-Sell Agreement make sense for Business Succession Planning?

Answer:

Using a **buy-sell agreement**, also known as a buyout agreement, is a legally binding agreement between co-owners of a business that governs the situation if a co-owner dies or is otherwise forced to leave the business, or chooses to leave the business.

It may be thought of as a sort of premarital agreement between business partners/shareholders or is sometimes called a “business will”.

An insured buy-sell agreement (funded with life insurance on the participating owners’ lives) is often recommended to ensure that the buy-sell arrangement is well-funded and to guarantee that there will be money when the buy-sell event is triggered.

A buy-sell agreement is used to buy a departing partner’s or shareholder’s share of the business, and is usually triggered by death, disability or retirement of a company owner. It also establishes what price will be paid or how the price is determined for a partner’s or shareholder’s interest in the partnership.

Contact John Hill, Esq., an estate planning specialist.

He can help you prepare a complete estate planning portfolio, which can include a family trust, or simply wills and powers of attorney for you and your loved ones.

Go to www.johnhillattorney.com or call 801-521-8340 today! ■

WELCOME OUR NEW RMGA MEMBERS:



FERRELLGAS

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It's Your Life

Why is Knowing the Value of Your Business So Important?

DETERMINING THE VALUE of your business is the first step to Succession planning. Usually, your business is the largest asset you own, and a value is needed when drafting a buy-sell agreement, estimating your future retirement income needs, or creating an estate plan.



Knowing the value, you can help ensure that in the event of an unforeseen death, you will receive a

fair price for the business that you spent a lifetime building. Additionally, it can help to avoid conflict with other owners, family members, and the IRS.

- Earnings Before Interest Taxes Depreciation & Amortization (EBIDTA)
- Multiplier of sales
- Straight capitalized earnings

The method that makes the most sense for your company will depend on your specific type of business. It might be based on assets and liabilities, or on the profits that the business produces.

Reach out to your local Federated® marketing representative for more information about our Value Estimator™ service, which can provide you with a value that may be used as a starting point with your attorney and other advisors for business succession or estate planning discussions. ■

Where do you begin?

Formal business valuations can be expensive, costing as much as \$1000 to \$10,000 or more depending on the complexity of the business. Also, there are different methods that can be used to value a business, such as:

- Book Value
- Adjusted book value





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RETURN SERVICE REQUESTED



How Do You Retain Your Top Talent?

Private bonus plans provide strong incentive for top team members to remain with your business — while also helping you stand out among other employers.



AN ASSOCIATION MEMBER BENEFIT FOR 119 YEARS
DIRECT, LOCAL MARKETING REPRESENTATIVES AUTO
PROPERTY AND CASUALTY SELF-INSURED RETENTION
POLICYHOLDER SURPLUS LIVE VOICE CUSTOMER SERVICE
MYSHIELD* TAILORED, INDUSTRY-SPECIFIC COVERAGE
BUSINESS SUCCESSION AND ESTATE PLANNING STABLE
FACE-TO-FACE RELATIONSHIPS FINANCIAL STRENGTH
MUTUAL COMPANY DIRECT CLAIMS REPRESENTATIVES
500+ EXCLUSIVE ASSOCIATION RECOMMENDATIONS
ESTATE PLANNING ATTORNEY NETWORK ANNUITIES

IT'S OUR BUSINESS TO PROTECT RMGA MEMBERS

WE'RE BETTER TOGETHER LIFE AND DISABILITY INCOME
PRIVATE BONUS PLANS KEY PERSON COVERAGE
WORKERS COMPENSATION HIRING PRACTICES
FEDERATED DRIVESAFE™ TELEMATICS SOLUTION
RISK MANAGEMENT RESOURCE CENTER
EMPLOYMENT RELATED PRACTICES LIABILITY
EMPLOYMENT LAW ATTORNEY NETWORK
BONDING EMPLOYEE SAFETY TRAINING
RISK MANAGEMENT ACADEMY
CLIENT CONTACT CENTER
FIELD RISK CONSULTANTS
CERTIFICATE CENTER
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CYBER

Scan to learn
more about PRIVATE
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and other employee
retention strategies.



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