

# **AFFILIATE MEMBERSHIP 2019 APPLICATION PACKET**



**PLUMBING-HEATING-COOLING  
CONTRACTORS ASSOCIATION**

## **PHCC San Diego Chapter**

The PHCC San Diego Chapter is a collaboration between the PHCC Association of San Diego, a 501(c)(6), and the PHCC Academy of San Diego, a 501(c)(3), both nonprofit organizations advancing the Plumbing Heating Cooling Industry in San Diego and Imperial Counties.

**9920 Scripps Lake Drive, #102 | San Diego, CA 92131  
858-693-3855 | [www.phccsd.org](http://www.phccsd.org)**

# PLUMBING-HEATING-COOLING CONTRACTORS ASSOCIATION OF SAN DIEGO, INC.

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March 2019

## Dear Prospective Member:

Thank you for your interest in joining the PHCC Association of San Diego. We are excited and confident we can serve your business needs in the San Diego County area.

**Affiliate Members** are the benchmark of our chapter. YOU keep pace with industry trends, product releases, customer needs and more. With you, the PHCC gains an ever-expanding knowledge base and news our contractor members need to grow their business.

We understand you have a choice in business partnerships. Here's how we promote and support our Affiliate Members:

- **Regular Dinner Meetings** – Discounts to regularly attend, network & build relationships
- **Special Events & Galas** – Sponsor & attend large events for added recognition
- **Rewards Program** – Advertise your promotional offers on an ongoing basis
- **Marketing Promotion** – Be included on our website, provide valuable content and advertise your business online and in print material
- **Discounts** – Get member rates at events and on merchandise. Be first to learn about exhibit or sponsorship opportunities
- **Speakerships & Training** – share your knowledge and provide product, technical or business trainings via online content, webinars, classroom style trainings or speakerships
- **PHCC Recognition** – Gain awareness locally in the oldest trade association in the U.S.

The PHCC San Diego Chapter is proud of the leadership role it takes for industry education and workforce development. We can offer your company the chance to contribute to continuing education related to plumbing and HVAC services for members and the community. We are directly connected to the PHCC Academy of San Diego for access to industry training opportunities, and to help you inform and educate tomorrow's workforce.

The PHCC is dedicated to the advancement and education of the plumbing and HVACR industry for the health, safety and comfort of society, and the protection of the environment. Here is a link to our website with our Events Calendar and other important news: [www.phccsd.org](http://www.phccsd.org).

Looking forward to speaking with you soon and introducing you as our newest chapter member.

Sincerely,

Bonni Parsons Mitchell  
Executive Director



PLUMBING-HEATING-COOLING  
CONTRACTORS ASSOCIATION®  
*Best People. Best Practices.™*

# CODE OF ETHICS

PLUMBING-HEATING-COOLING-CONTRACTORS — NATIONAL ASSOCIATION

## It's Not Only the Right Thing to Do... It's Just Good Business.

How do you make sure your customers are not only satisfied with your work, but are also enthusiastic fans who recommend you to others? One of the best ways is to **keep doing what you have always done** — following the highest standards of business ethics. Adhering to these standards is a great way to separate yourself from the competition:

**To consider** our trade worthy as affording us distinct opportunities to serve society

**To improve ourselves**, increase our efficiency and enlarge our service, and by so doing attest our faith in the fundamental principles of life, that we profit most who serve best

**To realize** that we are businesspersons and ambitious to succeed; but that we are first ethical persons, and wish no success that is not founded on the highest justice and morality

**To maintain** the highest ethical standards of advertising, pricing, selling, installation and service guided by the principles of honesty and integrity

**To promote** the latest technological advances in the design, types and methods of installation of plumbing-heating-cooling systems; using equipment and materials complying with the standards recognized by this industry

**To enter** enthusiastically into the association work—to give as well as take—and do our part in elevating the industry

**To support** all progressive moves that are being carried out along the lines of trade extension, standardization and sanitation

**To conduct** our affairs that others in our business will find it wise, profitable and conducive to happiness to emulate our example

**To follow and execute** our work in conformity with federal, state, county and city building, safety, energy and water conservation, fire and housing codes; and refusing to be a party to any action that violates these regulations

**To promote conservation** of water and energy to the public we serve through improved, adequate, safe, modern installation of energy efficient equipment

### Antitrust Compliance

Antitrust compliance is the responsibility of every member. The following rules are applicable to all association activities and all oral and written communications.

No association meeting or activity will be used to bring about an agreement, whether formal or informal, among competitors with regard to prices, terms or condition of sale, sales and promotions, distribution, volume of production, territories, or customers.

No association meeting or activity will include any discussion of actual prices, costs, or any other terms of competition. No information on such subjects will be exchanged or discussed without prior approval of counsel.

No association meeting or activity will include any discussion which might be construed as an attempt to prevent any business entity from gaining access to any market or customer for goods or services, or to prevent any business entity from obtaining a supply of goods or otherwise purchasing goods or services freely in the market.

All members are expected to comply with these standards in informal discussions at the site of any association meeting.

## BEST PEOPLE. BEST PRACTICES.™

180 S. Washington Street, Suite 100, Falls Church, VA 22046

Phone: 703-237-8100 | 800-533-7694 | Fax: (703) 237-7442 | [phccweb.org](http://phccweb.org)

# PHCC San Diego Chapter EVENTS & TRAININGS



Details, registration,  
sponsorship and more  
details available at:  
[www.phccsd.org](http://www.phccsd.org)



**Saturdays**  
February 2nd & 9th  
PHCC San Diego Office



**Mondays**  
Plumbing Apprenticeship Year 1  
Accelerated Class  
January 14-August 19

register now...

next meeting...

## February 2019 Member Meeting

Riverwalk Golf Club in Fashion Valley

**WHEN:** Thursday, February 21, 2019 | 5:30pm-8pm  
**WHERE:** Riverwalk Golf Club  
**ADDRESS:** 1150 Fashion Valley Road  
San Diego, CA 92108

Join us for a presentation by Quality Service Contractors who provides specialized business management resources, services and training for plumbing and HVACR service and repair contractors.



*Presented by Quality Service  
Contractors— An Enhanced Ser-  
vice Group of PHCC-NA*



THIRD THURSDAYS...

**February 21 2019 | 5:30p –8p**  
Riverwalk Golf Course  
Fashion Valley, CA

**March 21 2019 | 5:30p –8p**  
Green Dragon | Carlsbad, CA

**April 18 2019 | 5:30p –8p**  
Riverwalk Golf Course  
Fashion Valley, CA



**Plumbing Apprenticeship  
Year 1 Accelerated Program**  
Mondays—January 14 thru August 19  
5:30pm-9:30pm + Some Saturdays  
PHCC San Diego Office

**OSHA-10 Training**  
Saturdays—February 2 & 9th 2019  
8am-2pm  
PHCC San Diego Office  
Member Price: \$100



**PHCC West 2019—HAWAII**  
April 9-12 2019  
Outrigger Reef | Honolulu, HI

**PHC Expo San Diego 2019**  
Saturday, May 4 2019  
9am-3pm  
Del Mar Fairgrounds  
Training | Seminars | Products

**PHCC Connect 2019**  
October 2-4 2019  
Indianapolis, IN

trainings & save the dates...



## Got Tools?

Ask about our Milwaukee Tool Loaner Program





# PHCC San Diego Chapter



Plumbing-Heating-Cooling Contractors Association

## FEBRUARY 2019 MEMBER MEETING

Thursday February 21, 2019 | 5:30pm-8:30pm | Riverwalk Golf Club

### *The True Cost of Running a Business You Are Probably Not Charging Enough for Your Services...*



If you are charging customers less than your costs to do the job, it's just a matter of time before your cash flow comes to an end. Key discussion points:

- Determine elements of employee costs, field productivity and billable hours
- Identify your company's breakeven rate
- Explore mark-up versus margin methods
- Your Billable Hour Price: Base it on Real Numbers.



Guest Speaker: Beth Dobkin,  
QSC Strategic Business Advisor

Agenda: 5:30pm Informal Networking | 6pm Announcements & Dinner | 6:45pm Business Presentation

**WHEN:** Thursday, February 21, 2019 | 5:30pm-8:30pm  
**WHERE:** Riverwalk Golf Club  
**ADDRESS:** 1150 Fashion Valley Rd, San Diego, CA 92108  
**SPEAKER:** Beth Dobkin, Strategic Business Advisor & Coach  
Quality Service Contractors, PHCC National Association



**PLUMBING-HEATING-COOLING  
CONTRACTORS ASSOCIATION**  
*Best People. Best Practices:*

**[Register at www.PHCCSD.org](http://www.PHCCSD.org)**

Or Contact us at: (858) 693-3855 Office | (619) 727-7897 Cell/Text | Admin@phccsd.org  
9920 Scripps Lake Drive #102, San Diego, CA 92131

### **PHCC Dinner Meeting Registration Fees:**

PHCC Contractor Members: Two free, additional \$30

PHCC Affiliate Members: \$40 | Guest: \$50

*Prospective Contractor Member Only: 1<sup>st</sup> time free for up to 2 guests*





**SAVE  
the Date!**

**Saturday, May 4th, 2019**  
**Exhibit Hall Hours 9am-3pm**  
**Del Mar Fairgrounds | Del Mar**

# 27th Annual PHC Expo San Diego

## San Diego County's Largest One-Day ONLY Plumbing-Heating- Cooling Industry Expo & Training

**SAVE THE DATE!** The PHC Expo San Diego is back at the Crosby Hall at the Del Mar Fairgrounds **Saturday, May 4th, 2019**. Hosted by the PHCC Association of San Diego for its 27th year, the PHC Expo San Diego meets the needs of local contractors, service professionals and businesses that drive the Plumbing-Heating-Cooling Industry in San Diego and Imperial counties.

## BOOTH SALES & SPONSORSHIPS

**NOW OPEN | Apply Today!**

**858-693-3855 | [admin@phccsd.org](mailto:admin@phccsd.org)**

**[www.PHCCSD.org](http://www.PHCCSD.org)**

## FOR CONTRACTOR OWNERS & INDUSTRY PROFESSIONALS...

### ONE DAY ONLY SPECIALS & DISCOUNTS

**FREE!** Business Seminars & Workshops  
Newest Office Technology & Automation  
Industry Trends Effecting Your Business  
The Latest In Legislative Updates  
Membership Discounts  
**Family-Friendly Kids Corner!**

## FOR SERVICES TECHNICIANS...

**FREE!** Technical Certifications & Trainings  
Latest Tools & Technological Advances  
Apprentice Speed Contest  
Supply House & Show Specials  
Cash & Carry Product Sales



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# PHCC San Diego 2018 Annual Sponsorships



Level	Events & Activities	Value	Commitment
<b>Platinum</b>	<ul style="list-style-type: none"> <li>Affiliate Membership</li> <li><b>Trade Show Platinum Level</b></li> <li>Golf Tournament</li> <li>Winter Gala</li> <li>Special Events Budget</li> <li>Marketing &amp; Promotion                             <ul style="list-style-type: none"> <li>✓ Spotlight article in newsletter</li> <li>✓ Premium position for online logo</li> <li>✓ Premium listing in directory</li> <li>✓ Logo included phccsd emails</li> </ul> </li> <li>(3) Dinner Meeting Sponsorships</li> <li>Dinner Meeting Attendance for 2 guests (6 meetings)</li> </ul>	<ul style="list-style-type: none"> <li>\$1000</li> <li><b>\$4000</b></li> <li>\$2000</li> <li>\$1500</li> <li>\$1500</li> <li>\$1500</li> <li>\$1500</li> <li>\$480</li> </ul>	<b>\$12,000</b> <i>(value \$13,480)</i>
<b>Gold</b>	<ul style="list-style-type: none"> <li>Affiliate Membership</li> <li><b>Trade Show Gold Level</b></li> <li>Golf Tournament</li> <li>Winter Gala</li> <li>Special Events Budget</li> <li>Marketing Promotion                             <ul style="list-style-type: none"> <li>✓ Spotlight article in newsletter</li> <li>✓ Gold position for online logo</li> <li>✓ Gold listing in directory</li> <li>✓ Logo included phccsd emails</li> </ul> </li> <li>(2) Dinner Meeting Sponsorships</li> <li>Dinner Meeting Attendance for 1 guest (6 meetings)</li> </ul>	<ul style="list-style-type: none"> <li>\$1000</li> <li><b>\$2000</b></li> <li>\$1500</li> <li>\$1500</li> <li>\$1500</li> <li>\$1500</li> <li>\$1000</li> <li>\$240</li> </ul>	<b>\$9,000</b> <i>(value \$10,240)</i>
<b>Silver</b>	<ul style="list-style-type: none"> <li>Affiliate Membership</li> <li><b>Trade Show Silver Level</b></li> <li>Golf Tournament</li> <li>Winter Gala</li> <li>Special Events Budget</li> <li>Marketing Promotion                             <ul style="list-style-type: none"> <li>✓ Special online logo placement on website</li> <li>✓ Silver listing in directory</li> <li>✓ Logo included phccsd emails</li> </ul> </li> <li>(1) Dinner Meeting Sponsorship</li> <li>Dinner Meeting Attendance for 1 guest (6 meetings)</li> </ul>	<ul style="list-style-type: none"> <li>\$1000</li> <li><b>\$1500</b></li> <li>\$1000</li> <li>\$1000</li> <li>\$750</li> <li>\$1000</li> <li>\$500</li> <li>\$240</li> </ul>	<b>\$6,000</b> <i>(value \$6,990)</i>
<b>Bronze</b> <i>(Perfect for New Affiliates)</i>	<ul style="list-style-type: none"> <li>Affiliate Membership Credit</li> <li><b>Trade Show</b></li> <li>Golf Tournament</li> <li>Winter Gala</li> <li>Special Events Budget</li> <li>Marketing Promotion                             <ul style="list-style-type: none"> <li>✓ Article on website</li> <li>✓ Special online logo placement on website</li> <li>✓ Bronze listing in directory</li> </ul> </li> <li>Dinner Meeting Attendance for 1 guest (6 dinner meetings)</li> </ul>	<ul style="list-style-type: none"> <li>\$500</li> <li><b>\$900</b></li> <li>\$500</li> <li>\$250</li> <li>\$380</li> <li>\$500</li> <li>\$240</li> </ul>	<b>\$3,000</b> <i>(value \$3,270)</i>
<b>Dinner Meeting</b>	<ul style="list-style-type: none"> <li>Shared Dinner Meeting Sponsorship</li> <li>Exclusive Meeting Sponsorship</li> </ul>	<ul style="list-style-type: none"> <li>\$500</li> <li>\$1500</li> </ul>	
<b>Philanthropic</b>	Copper For Kids Scholarship Fund & Program * Tax deductible as a charitable contribution	Based on your budget	

## Sponsorship Details:

- Sponsorship Packages can be customized to meet your seasonal and promotional marketing needs, and are on a first come, first serve basis.
- Monthly and quarterly payment plans are available.
- The Sponsorship Form commits your company to a full year calendar based on your needs.
- In the event the PHCCSD cancels or reschedules an event you commit to sponsor, you may apply your Sponsorship Budget to another event or request a refund for that particular event.
- Cancelling your sponsorship requires a 30-day written notice before your next committed event. PHCCSD may retain 10% of future sponsorship dollars.
- Contact the PHCC San Diego Office for more details at 858-693-3855 or [bonni@phccsd.org](mailto:bonni@phccsd.org).



# YOUR BUSINESS CAN **GROW** WHEN YOU'RE IN THE **KNOW**

**JOIN PHCC TODAY!**



## You Have a Choice. Choose to be the Best.

As a member of PHCC, you have access to all of the tools you need to thrive in the changing p-h-c industry. Choose to be the best for your business, for your customers and for your future.

**JOIN PHCC TODAY! 1-800-533-7694 | [www.phccweb.org](http://www.phccweb.org)**



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# PHCC Association of San Diego

## 2019 Affiliate Member Application



COMPANY INFORMATION	
<input type="checkbox"/> <b>Industry Affiliate Membership*</b> <b>Check One:</b> <input type="checkbox"/> \$1,000.00 Per Year   <input type="checkbox"/> \$99.00 Per Month	<input type="checkbox"/> <b>Business Affiliate Membership*</b> <b>Check One:</b> <input type="checkbox"/> \$500.00 Per Year   <input type="checkbox"/> \$50.00 Per Month
Company offers products or services <u>exclusively in construction or plumbing/hvac industry</u> , such as: wholesaler/supplier, dispatch/technology, manufacturer reps, restoration & testing, equipment rentals, water filtration, or other construction-based services.	Company offers products or services in <u>multiple industries or to varying client types</u> , such as: financial/insurance services, print shops, merchandise, uniform services, general marketing services, commercial truck sales or fleet services.
<b>Company Name:</b>	
<b>Local Contact Name:</b>	<b>Title:</b>
<b>Mobile Phone:</b>	<b>Office Phone:</b>
<b>Email Address:</b>	<b>Website:</b>
<b>Local Rep Address:</b>	<b>Billing Contact:</b> (contact name, email & mailing address)
<b>Business Type (select all that apply)</b> <b>Industry Affiliate:</b> <input type="checkbox"/> Plumbing/HVAC <input type="checkbox"/> Wholesaler <input type="checkbox"/> Manufacturer or Rep <input type="checkbox"/> Restoration <input type="checkbox"/> Software <input type="checkbox"/> Other _____ <b>Business Affiliate:</b> <input type="checkbox"/> Financial Services <input type="checkbox"/> Marketing <input type="checkbox"/> Truck or Fleet Services <input type="checkbox"/> Printer <input type="checkbox"/> Insurance <input type="checkbox"/> Other _____	

PHCC Association of San Diego Board of Directors reviews membership applications. In advance of this action, I affirm:

1. I accept and will comply strictly with the laws and regulations stated in the By-Laws of the Association;
2. I have read and agree to uphold the PHCC Code of Ethics and will do what I can to fulfill the mission statement;
3. I agree to attend Association meetings regularly.
4. Should this membership be terminated at any time, I will cease any use of PHCC decals or seals, and marketing of membership.

In good faith on this date \_\_\_\_\_, I hereby agree to the above and affix my signature:

Signature of Applicant\*: \_\_\_\_\_ Printed Name: \_\_\_\_\_

First payment will be charged to a credit card with submittal of application.

Check one: ☐ Visa ☐ MasterCard ☐ AmEX ☐ Discover ☐ ACH Transfer (see attached form)

Credit Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_ CSV: \_\_\_\_\_

Name on Credit Card: \_\_\_\_\_ Cardholder Signature: \_\_\_\_\_

Billing Address for Card: \_\_\_\_\_

☐ I give permission to the PHCC Association of San Diego to charge my credit card for recurring dues as checked above and have completed the QuickBooks Credit Card Authorization Form (attached), which is required to pay dues using a credit card.

*\* I affirm my company is applying for membership to the PHCC Association of San Diego Chapter for one year, paid in full at time of acceptance, or in 12 monthly installments on the credit card listed on the attached credit card authorization form. I understand membership continues thereafter until the PHCC San Diego office receives a written cancellation notice from me or a representative from my company. I will receive regular communication from the PHCC, and by participating at events, my likeness may be shared in print or online promotional material. PHCC dues are not reimbursable or considered a charitable contribution for tax purposes, but can be deducted as a business expense.*

Rev Dec 2018



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## Recurring Payment Authorization Form

PHCC offers the option to pay dues in monthly, quarterly or semiannual installments. Monthly installments require an automatic recurring credit card or ACH payment. Complete this Authorization form and we will automatically process your payment as requested and email a confirmation receipt. Please **print** all information except signature line and return this form, along with the list of members, dues amounts and installment option **via fax** to 858.693.3852 or **via email** to [admin@phccsd.org](mailto:admin@phccsd.org) attention Bonni Parsons Mitchell.

### Here's How Recurring Payments Work:

You authorize regularly scheduled charges to your checking/savings account or credit card. You will be charged the amount indicated each billing period. A receipt for each payment will be emailed to you and the charge will appear on your bank statement as an "ACH Debit." You agree that no prior notification will be provided unless the date or amount changes, in which case you will receive notice from us at least 10 days prior to the payment being collected.

### Please complete the information below:

I Name authorize PHCC Association of San Diego, PHCC of California and PHCC National to charge my credit card

indicated below on the \_\_\_\_\_ of each \_\_\_\_\_ for the recurring dues payments as

Day

Frequency

listed in my Annual Dues Renewal Letter dated January 01, 2019. The frequency I select for

payments is: (circle one) MONTHLY | QUARTERLY | SEMIANNUAL | 1-TIME PAY IN FULL

Billing Address \_\_\_\_\_

Phone# \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Email \_\_\_\_\_

### Checking/ Savings Account

☐ Checking ☐ Savings

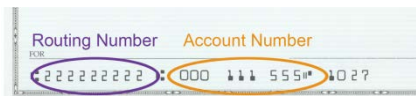
Name on Acct \_\_\_\_\_

Bank Name \_\_\_\_\_

Account Number \_\_\_\_\_

Bank Routing # \_\_\_\_\_

Bank City/State \_\_\_\_\_



### Credit Card

☐ Visa ☐ MasterCard

☐ Amex ☐ Discover

Cardholder Name \_\_\_\_\_

Account Number \_\_\_\_\_

Exp. Date \_\_\_\_\_

SIGNATURE \_\_\_\_\_

DATE \_\_\_\_\_

I understand that this authorization will remain in effect until I cancel it in writing, and I agree to notify the contact listed above in writing of any changes in my account information or termination of this authorization at least 15 days prior to the next billing date. If the above noted payment dates fall on a weekend or holiday, I understand that the payments may be executed on the next business day. For ACH debits to my checking/savings account, I understand that because these are electronic transactions, these funds may be withdrawn from my account as soon as the above noted periodic transaction dates. In the case of an ACH Transaction being rejected for Non Sufficient Funds (NSF) I understand that PHCC Association may at its discretion attempt to process the charge again within 30 days, and agree to an additional \$25.00 charge for each attempt returned NSF which will be initiated as a separate transaction from the authorized recurring payment. I acknowledge that the origination of ACH transactions to my account must comply with the provisions of U.S. law. I certify that I am an authorized user of this credit card/bank account and will not dispute these scheduled transactions with my bank or credit card company; so long as the transactions correspond to the terms indicated in this authorization form.