

ACCWPA

Air Conditioning Contractors Western Pennsylvania

August
2020

Inside:

- 2020 General Meeting Topics
- Golf Outing Cancelled
- Apprenticeship Registration

Volume 15, Issue 8

2020 General Meeting Dates

Mark your Calendar!

August 14th

ACCWPA Golf Outing –

CANCELLED

SEE YOU 2021

Conley Resort & Golf Club

Sept. 10th

2020 ACCWPA

Apprentice

Graduation

How to Live a

Meaning Full Life!

Speaker: Bert Dorazio

Place: Celebration's

Imperial, PA 15126

October 7th (Wednesday)

ACCWPA Trap Shoot

North Side Sportsmen's Club

Warrendale

Nov. 12th

Speaker – TBD

Topic – TBD

Carmody's Grill – (Neville

Island)

ACCWPA
Air Conditioning Contractors Western Pennsylvania

hello
august

Apprentice

ACCWPA Apprentice Program Registration for 2020-2021 classes are OPEN!

Registration Eligibility for 1st and 2nd year classes.

To qualify for 2nd year classes, you will need to test out by August 16th)

ACCWPA's classes will start
September 15th (unless otherwise stated)

Pittsburgh Technical College (PTC)

This is a four-year program that combines 3200 hours of classroom and lab training with 8,000 hours of On the Job Training, (OJT). Upon completion, the successful student will be awarded an ACCWPA Diploma, PA State Journeyman's certificate, attain a CFC certification and NATE core/heat pump certification.

If you have a potential candidate for the upcoming school year or would like to learn more about the program call the ACCWPA office at 724-687-7860.

First year classes are designed for entry level students who may or may not have some field experience or formal training. Second year students must have either completed the 1st year class OR If you have an employee who has entry level experience and training but needs more training and help to advance, you can have them "test out" of the first year and start in the 2nd year.

Visit our website at www.accwpa.org
For a full description brochure.
Registration Form available by calling
ACCWPA Office 724-687-7860

Have you taken steps to ensure a smooth transition of your business after you are no longer involved? Many business owners think about what they would like to happen to their business, but fail to actually put a succession plan in place. According to a 2019 PricewaterhouseCoopers Survey, only 18 percent of family businesses have a documented transition plan in place¹.

So how do you create a succession plan? One of the first questions that needs to be considered is who is going to take over your business. For some business owners, it might be a son, a daughter, or more than one child who has been working in the business and is ready and willing to step in at any time. Others may have a key employee with years of service who has expressed an interest in taking over someday. In any case, finding the right person is a very important decision. It can mean the difference between financial security and financial hardship for you, your family, and even your employees if your successor is not able to keep the business operating successfully.

Once you have identified who you would like to take over your business, the next step is to figure out the details — the when and the how of your transition plan. There are basically two ways ownership of a business can be transferred — by sale or by gift/inheritance.

- **Sale** — A sale of the business provides the departing owner (or his/her family) with financial resources to meet ongoing income needs during retirement or after the death or disability of the owner. The future sale of a business is documented using a written buy-sell agreement that outlines when the sale will take place (at the owner's death, disability or retirement), the purchase price, and the terms of the sale. The sale is often funded with insurance on the life of the owner.
- **Gift/Inheritance** — Transferring the business through a lifetime gift or by inheritance will most likely be reserved for close family members and generally only where the business owner (or family) does not need proceeds from the transfer to meet retirement or income needs. These transfers may be subject to federal and/or state gift or estate taxes to the extent the value exceeds the owner's available exclusions or lifetime exemption. If you are contemplating a gift (or a series of gifts) of your business interests, consult with your legal advisors to review the tax consequences of doing so and draft the appropriate estate planning documents.

The best option for your business — whether it's a sale, a gift, or a combination of the two — will depend on a variety of considerations and your individual circumstances. When you're ready to put your plan in place, or review an existing plan, your Federated marketing representative can refer you to an independent attorney who specializes in estate and business succession planning to help.

2019 U.S. Family Business Survey, PricewaterhouseCoopers.
This article is for general information and risk prevention only and should not be considered legal or other expert advice. The recommendations herein may help reduce, but are not guaranteed to eliminate, any or all risk of loss. The information herein may be subject to, and is not a substitute for, any laws or regulations that may apply. Qualified counsel should be sought with questions specific to your circumstances. © 2019 Federated Mutual Insurance Company.

**ACCWPA
Corner**



*Integrity is the
essence of
everything
successful.*



SmartWords
**One Kind
Word can
change
someone's
entire day!**

Inspiration

*Be*LIEVE

IN
*You*RSELF

ACCWPA GOLF OUTING CANCELLED -

ACCWPA Members,

The goal of our golf outing has always been simple. To bring our organization together, let the world slow down and enjoy a fun relaxing day on the links. Dealing with the challenges of the pandemic and keeping everyone's health and safety in mind, with the restrictions in place due to COVID-19 and the current demand of our businesses, we felt we weren't able to reach the goals we had set forth for an enjoyable outing. For these reasons it is with great regret that we as an organization have decided to cancel the 2020 Annual Golf Outing. We have every intention of a 2021 outing at this time and hope to see everybody there. Thank you for your understanding and continued support.

ACCWPA Board of Directors

ACCWPA Golf Outing
CANCELLED
Friday, August 11th
Make plans to join us in 2021!

ACCWPA Golf Outing

CANCELLED

Friday, August 11th
Make plans to join us in 2021!

ACCWPA Apprentice Graduation

Hope you can Join us. . .

September 10th

2020 ACCWPA Apprenticeship Graduation
"Living a Life of Purpose"
Guest Speaker: Bert Dorazio
Celebration's – Imperial, PA 15126

Watch for September's Newsletter for more information.

Air Conditioning of Western PA

will continue to be your local industry partner,
as we have been since 1950.

Annual Membership Brings You the Following Benefits:

- Networking events
- Discounts on seminar
- Current info from local suppliers
- Legislative efforts
- Local website
- Technical training courses
- Apprenticeship program
State recognized
- Monthly newsletter
- Information of industry news
changes within the industry
- Insurance for member's company discount
- Code enforcement updates • Local lobbying
- Indoor Air Expo
- Voice for the local contractors
- Golf Outing
- Education opportunities for your technicians
office staff
- Advocacy agenda promote contractor interest
- Labor and HR legal advice before utilities
- Helping members to stay ahead of the curve
- 8 Monthly informative meetings

ACCWPA
Air Conditioning Contractors Western Pennsylvania

Upcoming Meetings!

2020

August 14th (Friday)
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CANCELLED
SEE YOU 2021
Conley Resort & Golf
Club

Sept. 10th
2020 ACCWPA
APPRENTICE GRADUATION
How to Live a Meaning
Full Life!
Speaker: Bert Dorazio
Place: Celebration's
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North Side
Sportsmen's Club
Warrendale

Nov. 12th
Speaker – TBD
Topic – TBD
Carmody's Grill – Neville
Island

ACCWPA
Air Conditioning Contractors Western Pennsylvania

**Work Hard in
Silence,
Let Success
make the
Noise!**

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"Be There Fund"

(Must be an ACCWPA member to Win!)

September 2020 - \$240.00

ACCWPA

Air Conditioning Contractors Western Pennsylvania

Not a member?

We'd love to serve you, too.

For additional information visit

www.accwpa.org

or call 724-687-7860

Email: accwpa@zoominternet.net

Additional reasons for membership are:

- Company membership applies to all employees of your firm
- Monthly meetings with informative presentations that benefit both the Contractor and Supplier.
- Relevant technical training and educational classes.
- 4-year Apprenticeship School with curriculum that is focused only on the HVAC industry!
- Monthly newsletters and email communications filled with industry information and updates.
- Networking!!!
- Insurance for member's company discount.
- Social Outings that everyone can participate in.
- And much more to come!

**Join ACCWPA today
and be a part of the**

**Indoor Environmental &
Energy Professionals!**

**Reliability. Reputation. Responsiveness.
Pick All Three**



Being confident in the brand you sell, makes the sale a little easier. And working with the Trane Pittsburgh DSO can give you that assurance by providing you with all the resources and materials you need, when you need them.

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Air Conditioning Contractors Western Pennsylvania

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with the thought that
something wonderful is
about to happen.**



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GREENSBURG.....990 Broad St.724-836-8319
MONROEVILLE.....1616 McClure Rd.724-733-7577
PITTSBURGH.....952 Noblestown Rd.412-922-0500
WHEATLAND.....10 Mill St.724-347-3774
WASHINGTON.....84 Stewart Ave.724-222-6720

ACCWPA

Air Conditioning Contractors Western Pennsylvania

LENNOX

Now with 2 locations in the Pittsburgh Area!

EAST

706 Seco Road
Monroeville, PA 15146
412-457-7000 – phone
412-373-0195 – fax
Mgr. – Gregg Geis

WEST

110 Parkway View Drive
Pittsburgh, PA 15205
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412-788-5291 – fax
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Clarksburg: 304-622-4328

DEEPEST SYMPATHY

Erleen Louise (Dye) Boehmer

September 11, 1930 ~ April 18, 2020

Mother of David and Steve Boehmer – Boehmer Heating

Erleen Boehmer, age 89, passed away on Saturday, April 18, 2020 at Friendship Village of the South Hills in Upper St. Clair Township, Pittsburgh, Pennsylvania. She was born, on September 11, 1930 in Pittsburgh, one of two children of Ellis and Mary (Adams) Dye. She grew up in the Carrick section of Pittsburgh and later during her married life, lived in the Baldwin Borough area of Pittsburgh.

She is survived by three children, son, David E. (Barb) Boehmer of South Fayette Township, daughter, Susan (Dave) Lewis of Baldwin Borough and son, Steve (Jeanne) Boehmer of Upper St. Clair; six grandchildren, Heather (Bill) Boehmer, Stephanie (Chris) Hinerschietz, Katie Boehmer, Brooke and Lauren Boehmer and Matthew Lewis.

Joan C. Dumm

June 27, 2020

Mother of Rege Dumm, ACCWPA's President

Joan C Dumm, 89, of Washington, formerly of Monroeville and Fort Lauderdale, Fla., for 25 years, died Saturday, June 27, 2020, in the Bridgeville Rehabilitation and Care Center.

Surviving are two sons, John (Kelly) Dunn of Freeport and Regis (Kristy) Dumm of Moon Township; three daughters, Kathy Price of Blawnox, Carolyn (Dan) Falleroni of Washington and JoAnn (Karen) Casey Russell of North Carolina; a sister, Margie Kerlin; 13 grandchildren; nine great-grandchildren; and many nieces and nephews.

Robert S. Keingstein

June 20, 2020

Longtime Friend of ACCWPA

Bob lost his battle with cancer on June 20th. Bob was a true industry professional with a passion for the knowledge of the HVAC industry for over 51 years. At the age of 23, he started his first HVAC company and never looked back.

He became involved with ACCA (Air Conditioning Contractors of America), President of Greater New York Chapter, on the board of Region II and became the National Associate (ACCA) President from 1999-2000 and a great friend of our Chapter and our ACCWPA Executive Director. The HVAC Industry has lost a great advocate.



Misc. Info

ACCWPA Newsletter and all notices:

If you like to get our
ACCWPA Newsletter, send
your
email address to:
accwpa@zoominternet.net

Every Job is a
**SELF-
PORTRAIT**
Of the Person
who does it.
Autograph your
work
with
Excellence!

AUTHOR UNKNOWN



ACCWPA
Air Conditioning Contractors Western Pennsylvania

Indoor Environmental & Energy Professionals



ACCWPA Apprentice Graduation

Thursday, September 10th



Celebration's, Steubenville Pike, Imperial, PA 15126



ACCWPA Golf Outing
CANCELLED
SEE YOU IN 2021!
 Conley Resort & Golf Club



ACCWPA Upcoming Events

August 14th

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How to Live a Meaning Full Life!
 Speaker: Bert Dorazio
 Place: Celebration's
 Imperial, PA 15126

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