

Volume 19, Issue 7, July, 2022

The Tool B

Serving the Electrical, HVAC & Plumbing Industries Since 1912

What's inside...

Leadership When the Heat is On

Leadership When The Heat		
Is On	1-2	Three years ago, Ukraine's president, Volodymyr Zelensky, was a comedian with a young family
Mechanical Member	3	and a popular television show. Today he moves around in bunkers, rallying his battered nation, inspiring freedom-lovers the world over.
Associate Member	3	Leaders like Zelensky fit a certain pattern. Often ordinary people, they get thrust into a vortex. Yet
Tool Box Talks	4	they rise when all about them there is chaos. The moment of crisis becomes their moment of truth. It brings out strengths they may never have needed before. It galvanizes others to give their all.
MCASC Word Scramble	4	it orings out strongens they may never have needed object it garrantzes outers to give their unit
Members' Birthdays	5	I don't mean to be a "Debbie Downer," but in the VUCA world (volatile-uncertain-complex-
Anniversaries	5	ambiguous) we are now living in, it may be only a matter of time before you face a defining moment of crisis. It might already have arrived in the form of a pandemic, or a war, or an insurrec-
	_	ment of crisis. It might an easy have affired in the form of a pandeline, of a war, of an insurfec-

a defining moor an insurrec-Condolences tion. But it might show up in the form of a wildfire, hurricane, or other natural disaster. It might come as a coup attempt in your nation's leadership. It might be an existential threat to the organiza-Health Insurance Program 6 tion you lead.

Summer Convention Registration form 7-8 The question is: How will you rise up to meet that crisis? How will you lead? And what can you do right now today to prepare? Recently, I gained insight into these questions from an educational **Summer Convention** leader in North Carolina. Sponsorship Opportunities

> 10 In the early days of the coronavirus outbreak, Dr. Andrew Smith was serving as the Chief Strategy Planning Officer for the Rowan-Salisbury school system in Salisbury, North Carolina, 44 miles 11 12

north of Charlotte. It was his task to help his fellow leaders deal with a multi-pronged crisis, with dimensions that none had ever experienced before.



Mark Your Calendars

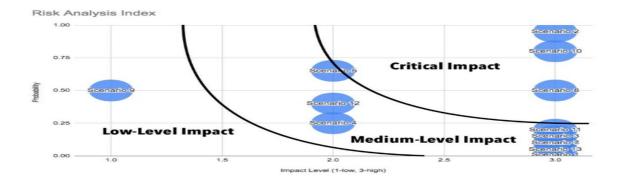
Recruitment Challenge

Vision/Mission Statement

"For the first month, we were making poor decisions left and right," Smith told me in a recent zoom interview. "They were all very much emotionally driven and reactive. I told the team: 'We can't move forward because all we do is talk about what ifs'."

With his strategy and business-school background, Smith brought a different perspective to public education. He had long observed that schools were woefully unprepared to make dramatic changes in service delivery and business model. Suddenly Covid 19 had made that a necessity, as parents, teachers, stakeholders and the kids themselves faced an existential health and safety threat that demanded action. What to do?

Smith's first move may have been his most critical. He requested permission from his boss to take two days out to clear his head, come up with an approach. During his mini-sabbatical, he came across notes from a risk management and contingency planning course he'd taken at Wake Forest University. A chart from the course gave him the insights he needed to lead during a difficult period.



Back at the office, and with the full support of his boss, superintendent Dr. Lynn Moody, Smith convened the district's leadership crisis team. He challenged the group to write down everything they were worried about: "Every scenario for the next six months that's causing you heartburn," is the way he described it to me.

They wrote them all down. Doing so had a clarifying effect. Next, Smith led the group in winnowing down the bulky list to focus in on 13 "most likely" scenarios. "They quite frankly scared the hell out of us," Smith recalls. We realized we needed to really think through them."

Smith used a risk analysis tool he'd learned at Wake Forest to assign variables to each of the likeliest scenarios. The team assigned a probability that each scenario might come to pass and recorded it on the "Y" axis. They assigned a probability of impact on the organization to the "X" axis. In this way, the impact represented the district's ability and current infrastructure to address the scenario. Based on the probability and likely impact on the kids, and on all stakeholders, they created a Risk Analysis Index graph to help them visualize the highest risk scenarios, and to surface the most likely scenarios.

As events unfolded, the top three most likely scenarios were amazingly accurate predictors of what would transpire. Because they monitored the news and were in constant touch with the Governor's office on the issue of school closings/re-openings, they were able to forecast one of the parameters with greater precision.

"We ranked at a 95 percent chance of happening that schools would be closed for the remaining school year for students and staff," said Smith. "In April 2020, barely a month into the crisis, the team realized "we should stop worrying about returning to in person and start worrying about next school year because we're already behind the game here."

Another key to the team's leadership through a fast-changing healthcare and social crisis was its willingness to do research. To inform their decisions, the team conducted daily, sometimes hourly media monitoring research into what other organizations were doing to confront the crisis.

Denmark's approach to reopening its schools was particularly innovative. Their strategy included staggering arrival and departure times, requiring students to wash their hands every two hours, disinfecting surfaces twice daily, and splitting students into smaller groups. They reorganized classrooms so that desks were at least six feet apart. Outside education, the team examined business models for reopening to triangulate best practices for bringing students back into schools; including examining Disney's model.

For each of the most likely scenarios, the team built a contingency plan, ready to go into effect: If X happens, we'll be ready to do this, this and this. The tools of contingency planning literature was helpful in their thinking through a range of eventualities. Public schools were in the harsh light of second guessing and criticism for missing important developments. So as part of his facilitation role, Smith urged the team to revisit core values and focus on those that would come into play with the execution of each plan. The goal was to create a shared vision for how best to institute re-entry plans, and communicate both the vision and the game-plan to stakeholders to build trust and ensure buy-in, and constantly seek feedback through focus groups to gauge community and parent reaction.

The plan needed to take into consideration the overall probability, impact, and risk of various scenarios, to ensure the continuity of learning and overall strength of the organization. It needed not only to ensure the health and safety of students, but also teachers, staff and the general public. It needed to honor and serve the students, families and employees, and address the inequities that exist among students' access to content and instruction during school closure period.

And it needed to meet challenge with a spirit of innovation.

Jim Mathis, is The Reinvention PROTM, an International Platform Certified Speaker (IPCS), Certified Speaking Professional (CSP), Certified John Maxwell Team Speaker & Trainer (CSJMT), and best-selling author of Reinvention Made Easy: Change Your Strategy, Change Your Results. To subscribe to his free professional development newsletter, please send an email to: subscribe@jimmathis.com with the word SUBSCRIBE in the subject. An electronic copy will be sent out to you every month. For more information on how Jim and his programs can benefit your organization or group, please call 404-922-8199, or visit our web site at: www.jimmathis.com.

Mechanical Member



Whaley Foodservice, a CFESA (Commercial Food Equipment Service Association) certified company, is the largest commercial kitchen equipment service in the southeast United States. Whaley's parent company, PT Holdings, also owns the largest parts distribution company for commercial kitchen equipment in the world. At present, Whaley has twenty facilities positioned throughout North and South Carolina, Georgia, Florida, Alabama, Louisiana, Kentucky, and Tennessee that offer service and parts support. Our corporate office is located in Lexington, SC. The company employs 488 team members, 348 of which are service technicians.

Whaley was founded in 1944 by Ben Whaley as an electrical services and motor rewinding operation, and later evolved under the direction of Frank Whaley into specializing in foodservice equipment parts and repairs. After joining CFESA in 1975, Frank became active serving on the board as well as chairing several committees that worked to develop marketing pieces and training videos for the association. After Frank retired, Wells Whaley, the grandson of Ben Whaley, took over running the company. Wells joined the business in 1991 and became President in 2000. Wells has served on the board of directors for CFESA. In 2016, Wells sold the business to PT Holdings.

Whaley Foodservice began opening branch locations under Frank's leadership to serve an ever increasing and expanding customer base. This trend has continued as opportunities to enter new markets have presented themselves; for example, Whaley has organically opened branches supporting all of Alabama, the Florida panhandle and most of Kentucky in the last few years. Whaley also acquired Heritage Service in Pompano Beach, FL and New Orleans, LA. Over the years we have added to our service offerings; first to include refrigeration and later the addition of an HVAC division. This provides us the ability to be a one stop shop for our customers.

Whaley Foodservice continues to evolve as the industry changes and we remain grounded in the fact that providing superior customer service is the cornerstone of our business. We take great pride in delivering quality service on cooking equipment, refrigeration and HVAC to our customers while growing our team both by numbers and knowledge. At Whaley Foodservice, we truly believe that "people make the difference."

Associate Member



Border States was established in 1952 in Grand Forks, North Dakota, to serve the electric utility market and has grown into a 100% employee-owned company with over 2,500 employees and 101 branches in 24 states. We understand that our choices in the markets we serve — construction, industrial, utility — have consequences. In doing this, we connect the work we do to the greater good. We provide products and services to construction, industrial and utility customers in multiple segments, including commercial, communications, education, electrical construction, government, health care, mining, oil and gas, plumbing and renewable energy.

We move our customers forward and promise to treat your business as our own through accountability, flexibility, expertise, transparency and relationships. We are the employee-owners you can rely on in your unstoppable world. Your success is our success, and we don't rest until you and your customers are taken care of..

Our customer service and responsiveness allow us to act quickly for our customers' needs. As employee-owners, we go the extra mile with a broad range of exceptional products, knowledgeable service, materials management solutions and delivery and logistics know-how.

We are also focused on giving back and making a positive difference in the communities where we work and live, and we have a robust volunteer program that provides every employee-owner paid leave to dedicate to the non-profit of their choice.

In June, 2021, Electrical Wholesaling magazine ranked us as the 6th largest independent electrical distributor in the United States. We also have been named a 2021 US Best Managed Company, sponsored by Deloitte Private and The Wall Street Journal.

Active employees own 100% of the company under the Employee Stock Ownership Plan (ESOP), and we are one of the largest private ESOP companies in America. The Branch Support Center (corporate office) is located in Fargo, North Dakota.

Border States for the unstoppable. Visit us at <u>borderstates.com</u> and on our social media sites: Facebook, LinkedIn, Instagram, Twitter and YouTube.

"Tool Box Talks" - Safety Tip

ARE TRENCH EXCAVATIONS CONFINED SPACES?

The answer to this question is not as obvious as you may think. Let's review some terminology. By OSHA definition, a confined space means the space is: large enough and so configured that an employee can enter and perform assigned work; has limited or restricted means for entry or exit; is not designed for continuous employee occupancy.

A trench excavation would certainly seem to meet the confined space criteria. By OSHA definition, a trench excavation means a narrow excavation (in relation to its length) made below the surface of the ground; in general, the depth is greater than the width; but the width of a trench (measured at the bottom) is not greater than 15 feet. How does a permit required confined space relate to a trench excavation? A permit-required confined space has one or more of the following characteristics:

- 1. Contains or has the potential to contain a hazardous atmosphere. Oxygen deficient, toxic, or flammable atmospheres can occur in trenches, displacing the normal air. Some of the most common gases of concern are carbon monoxide, methane, and hydrogen sulfide. These gases should be suspected whenever trenches are near combustion engines, sewage lines, landfills, swamps, leaking underground storage tanks, or when decomposing organic matter is nearby. Hydrogen sulfide is heavier than air and may fill the trench starting from the bottom. OSHA law states that if hazardous atmospheres could reasonably be expected to exist, the atmospheres shall be tested before employees enter excavations greater than 4 feet in depth.
- 2. Contains a material that has the potential for engulfing an entrant.
- 3. Has an internal configuration such that an entrant could be trapped or asphyxiated by inwardly converging walls or by a floor which slopes downward and tapers to a smaller cross-section. Trenches without adequate sloping, or other protection from collapse, create potential for entrants to be engulfed in a cave-in of the surrounding earth. Excessive rain water, ground water, or liquid from leaking or damaged pipes also may create conditions for engulfing trench entrants, which meets the criteria for both 2 and 3 above.
- 4. Contains any other recognized serious safety or health hazard. In addition, access into trenches over 4 feet in depth can usually be accomplished only by ladder, which poses known risks of slipping and falling. Entrants could also be struck by excavation machinery or by falling materials from overhead. By now you realize that a trench excavation may indeed present many of the hazards of a permit-required confined space. In general practice, all trench excavations over 4 feet in depth should be considered as confined spaces until all of the potential, associated hazards have been ruled out by a competent person.

MCASC June Word Scramble Answers:

1.	Service	11.	Surge
2.	Industry	12.	Magnetic
3.	Tools	13.	Induction
4.	Sanitation	14.	Frequency
5.	Resistors	15.	Technician
6.	Safety	16.	Plumb
7.	Amp	17.	Spanner
8.	Bundle	18.	Polarity
9.	Delta	19.	Electrician
10.	Poles	20.	Torque

Happy Birthday Members!

Greg Berry	7/2	Ferguson Enterprises, Inc.	
Al Simpson	7/3	Honorary Life Member	
Margaret Allen	7/8	H.R. Allen, Inc.	Wife of Rod
Glenn Greer	7/9	Gregory Electric Company, Inc.	
Caitlin Heyward	7/19	W.B. Guimarin & Company, Inc.	Wife of Carroll, Jr.
Anne Campbell	7/21	Gateway Supply Company	
Wayne Kimball	7/21	Kimball's Plumbing, Heating & Electrical	
Leslie Whitehurst	7/21	JMP Equipment Company	
Kim Richardson	7/22	Atlantic Electric Company	Wife of Mike
Darrell Durham, Sr.	7/27	Honorary Life Member	
Michael "Scat" Scaturro	7/28	Eastern Industrial Supplies, Inc.	
Tim Whitehurst	7/28	JMP Equipment Company	Husband of Leslie
Ray Merritt	7/31	Honorary Life Member	

We would like to announce your Birthday tool If you would like to be listed, please call 803-772-7834.

Anniversaries

Mr. & Mrs. Lee Richardson	7/1	Susan
Mr. & Mrs. Jim Brewer	7/8	Eve
Mr. & Mrs. Manuel Hendrix	7/18	Laura
Mr. & Mrs. John Minor	7/20	Mary Pat
Mr. & Mrs. Cole Dwight	7/21	Susanne
Mr. & Mrs. Bob Jacques	7/23	Tami

Condolences

Dale Prosser & Family
For the loss of his mother, Marilyn Prosser
June 18, 2022

we can help you fit the right group plan for your business



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Enjoy the cost savings of level-funding, without taking on added risk, with Allstate Benefits. Our program gives your employees access to broad, national networks — like the Aetna® Signature Administrators PPO Network and the Cigna PPO Network — while providing quality health benefits to all of your group's members.

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- An experienced team is always ready to provide expertise before, during, and after you've chosen your plan.
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The Road To Success Is Always Under Construction ... Come Draft Your Plans!

The 177th Mechanical Contractors Association of South Carolina Summer Convention

August 4-7, 2022

MCASC Registration Form

Please complete form <u>By Friday, July 1, 2022</u>

and email to <u>mflowers@mcasc.com</u>, fax to
(803) 731-0390 or mail to

P. O. Box 384, Columbia, SC 29202



PALM COAST FLORIDA

Please List Names of All Attendees (Including Children / Friends) & Indicate who will be playing Golf, Tennis, Fishing or Poker by circling a (G) for Golf, a (T) for Tennis, a (F) for Fishing or a (P) for Poker.

Name:	G T F P Name:	G	T	F	P
Name:	G T F P Name:	G	T	F	P
Name:	G T F P Name:	G	T	F	P
Name:	G T F P Name:	G	T	F	P
Please List Any Food Allergies:					
City/State/Zip:	Phone No.: ()				
Billing Information:					
Please Invoice Company:	My Check Is Enclosed:				

Hotel Information:

MCASC attendees will receive a group discounted rate if reservations are made by Friday, July 1st

The Resort Service Fee is 12.5% Daily & Includes: Pool & Beach Towel Service, Fitness Center With Sauna & Steam Room, In-Room Complimentary Bottled Water Upon Arrival, Wireless Internet Access, Shuttle Service To Hammock Beach Amenities, 9-Hole Putting Course, 1-Hour Bike Rentals, And Self-Parking. This is subject to 7% Sales Tax & 5% Occupancy Tax.

Reservations can be made after the deadline date at regular prices & depending on availability.

Make your reservations by going to this Link: Click Here or by Calling: 877-834-8862

(Be sure to mention MCASC Group Code MCASC2 to get our Group Rate)

Call Or Go Online To The Above Link To Make Your Hotel Reservations!

For more Hotel Information visit their website at www.hammockbeach.com

MCASC Fees For:

The Road To Success Is Always Under Construction ... Come Draft Your Plans!

Cost: \$400.00 per person, which includes the following:

- *Daily Social Gatherings at The Hospitality Suite (hors d'oeuvres and your favorite adult beverages)
- *Poker Tournament On Thursday Evening At The Hospitality Suite
- *Breakfast Meetings Friday Morning
- *Members' Breakfast Friday Morning
- *Humorist & Inspirational Speaker, Glen Ward "More Than Numbers" Friday Morning
- *Educational Workshops (2), Friday Morning

Mike Richardson – "Deep Dive: Successful Tracking of Labor Productivity On Construction Projects"

Jim Mathis "The 5 Levels of Mechanical Contracting Leadership And Ethics"

*Past Presidents' Reception, Dinner, Awards & Dancing Saturday Evening With A Live Band

Note To Parents: There Will Be A Planned Event For The Children Ages 0-12 On Saturday Evening While The Adults Attend The Past Presidents' Reception, Dinner, Awards & Dancing. We Will Need Their Age & Gender If Participating!

Optional Activities:

Golf (Ocean Course): \$160.00 per person plus service fees and tax, Total of \$179.76

Sat., August 4th 12:10 PM Modified Shotgun. All Green Fees Include: The Use of Resort's World-Class Practice Facilities (1) One Hour Prior To Scheduled Tee Times, In-Cart GPS System, Ice Cold Bottled Water, Hand Towels, Club Cleaning & Storage. To Book Personal Tee Times On Other Days Call 1-386-447-4611. You Will Need To Order Your Lunch At The Hammock House (Next ToThe Driving Range By No Later Than 11:30 AM To Have By Tee Time)!

*Golf Fees & Lunch will be billed to individual rooms!

Tennis: \$40.00 Per Court For 90 Minutes Til 1:00 PM & \$25.00 After 1:00 PM

8 Lighted Hydro-Grid Clay Courts - Call 1-386-597-5020 To Reserve

Fishing: Four (4) Hour To Twelve (12) Hour Charters Are Available

Go To www.fishingbooker.com For More Details

Prepare Yourself For An Adventure In Relaxation & Renewal At The Spa

Guests should make their own reservations by calling Chandon Johnson At 1-386-246-5580

Kids Crew Programs For Ages 4-12 – Reservations Are Required By 5:00 PM The Day Prior.

For More Details Call 1-386-246-5661 Or Email kidscamp@hammockbeach.com

For Additional Information, Please Visit Their Website At www.hammockbeach.com

For Additional Information Call MCASC State Office At (803) 772-7834

NOTE: A full refund of MCASC Convention Registration Fees will be made on cancellations received prior to Friday, July 1, 2022. After that date, only 50% will be refunded up until Friday, July 15, 2022.

Substitutions will be allowed.

Your Presence and Presents

Are Highly Sought After....

Become a Sponsor for the

THURSDAY:

MCASC 177th Semi-Annual Summer Convention – August 4-7, 2022

Hammock Beach Resort - Palm Coast, Florida

By becoming a sponsor, your presence will be seen and known to all members and associate members through our "Tool Box", website, upcoming meetings, convention materials and events. And your Presents will allow the MCASC Summer Convention to be memorable. Don't miss this wonderful opportunity for you and your company to be promoted during the next couple of months.

DON'T DELAY BECOME A SPONSOR TODAY!

Sponsorship Packages Include the following opportunities. Please choose the one(s) you wish to sponsor, complete the form and email or fax to Mona at mflowers@mcasc.com or (803) 731-0390.

Hospitality Suite	\$2,000.00
Surcies & Prizes	\$500.00
	,
FRIDAY: Associate Member's President Meeting	\$3,000.00
Associate Member's Breakfast Meeting	\$2,000.00
Past President's Breakfast Meeting Member's Breakfast	• •
	\$5,000.00
Educational Workshop(s)	\$2,500.00
Hospitality Suite	\$1,500.00
Surcies & Prizes	\$500.00
SATURDAY:	
Board Of Directors Meeting	\$2,000.00
Ladies / Spouse Surcies	\$1,500.00
Golf Tournament (4 Sponsors - 2 For Front Nine & 2 For Back Nine)	\$300.00
Tennis Tournament	\$300.00
Fishing Tournament	\$300.00
Children's Program & Dinner (Ages 0-3)	\$500.00
Children's Program & Dinner (Ages 4 & Up)	\$500.00
Cocktail Reception Honoring Past Presidents	\$2,500.00
Dinner Honoring Past Presidents	\$6,000.00
Entertainment	\$5,500.00
Awards & Prizes	\$700.00
Hospitality Suite	\$1,500.00
Surcies & Prizes	\$500.00
Yes, I Would Be Happy To Sponsor The	
Please Invoice My Company For: \$ Phone No	
Company Name:	
By: Date:	
Mechanical Contractors Association of South Carolina	 _

Post Office Box 384, Columbia, SC 29202-0384
Phone: (803) 772-7834 Fax: (803) 731-0390
Email: mflowers@mcasc.com Website: www.mcasc.com

MARK YOUR CALENDARS

Area Meetings & Up Coming Events

Piedmont Area

Tuesday, September 20, 2022 Location & Speaker TBD

Pick a Winner for Education - Winner of Drawing was Hayes & Lunsford



Midlands Area

Thursday, September 1, 2022 Location & Speaker TBD

Pick a Winner for Education - Winner of Drawing was Gerald Edwards



Pee Dee Area

15th Annual Pee Dee Blast Sporting Clays Event Friday, September 16, 2022 Back Woods Quail Club, Georgetown, SC

Pick a Winner for Education - Winner of Drawing was Paul J. Trembath



Coastal Area

Tuesday, September 27, 2022 Location and Speaker TBD Pick a Winner for Education - Winner of Drawing was Bill Poole



MCASC requires that all attendees follow the CDC and OSHA Guidelines when attending.



2022-2023 RECRUITMENT CHALLENGE!!

Effective NOW through May 31st, 2023!

ALL MEMBERS ARE ELIGIBLE TO COMPETE FOR A CHANCE TO WIN:



TWO COMPLIMENTARY



Registrations to the 2023 Summer Convention!

We are counting on you to break out your networking boots and inform prospective members about the benefits of being part of the

Mechanical Contractors Association of South Carolina!

We look forward to welcoming our new members and as a reminder; here are some of the benefits we continue to provide:

an ongoing effort to offer free training opportunities for both professional & craft personnel

(Participation in our training program means "WE pay YOU to be a member!")

- a proactive political/legislative agenda
- current business/technical information & support
- a joint industry collaboration to improve relative business practices
- development of industry related career opportunities & work force development
- networking opportunities
- Group Health Insurance Program

Help us to continue to enhance the future of the construction industry in South Carolina!



P.O. Box 384, 29202 1504 Morninghill Drive Columbia, SC 29210 Phone: (803) 772-7834 Fax: (803) 731-0390 E-mall: mflowers@mcasc.com www.mcasc.com

Serving mechanical contractors in South Carolina since 1912.

Executive Board & Staff

Jim Hearn President

Karen Linden Vice-President

Dale Prosser Treasurer

Randall Owens Secretary

Mac Doyle **Associate President**

Mona Flowers

Managing Director

Congratulations to our Associate & Mechanical Members who will be highlighted in the next issue of

"The Tool Box"

Associate Member



Mechanical Member



Update Your Outlook

Let us know if we need to update your Outlook or if you know someone who does!

MCASC Vision Statement

The Mechanical Contractors Association of South Carolina (MCASC) will be the leading construction association in South Carolina for specialty contractors and suppliers in the electrical, mechanical (HVAC), and plumbing fields by serving its membership, the industry, and the Community in a vibrant and harmonious fashion.

MCASC Mission Statement

The Mechanical Contractors Association of South Carolina (MCASC) will provide its membership with:

- current business/technical information and support
- a proactive political/legislative agenda
- a joint industry collaboration to improve relative business practices
- an ongoing effort to offer training opportunities for both professional and craft personnel
- educational scholarships for deserving students
- the development of industry related career opportunities

The Associations objective for this mission is to enhance the future of the Construction Industry in South Carolina.