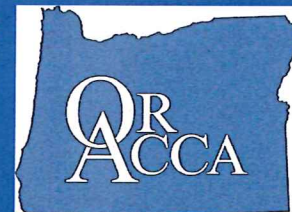


NEWS & VIEWS

June, 2017

The Pacific NW Heating Cooling Association
Serving Oregon and SW Washington

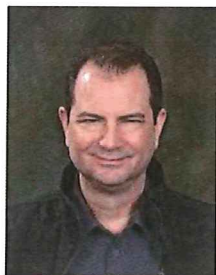


P.O. Box 87907
Vancouver, WA. 98687-7907
360-834-3805
dick@oracca.org

June 1st @ Johnson Air Clark County Incentives



1.0
CEU
Credits



DuWayne Dunham

The **June ORACCA** meeting is scheduled to be held at **Johnson Air, 2220 SE Ninth Ave., Portland, OR 97214** at 11:30AM, Thursday, June 1st.

Lunch is being provided by Johnson Air, (Honey Baked ham), so bring your appetite and join your fellow HVAC contractors to network and learn about new ways and products to help your business. Additional parking has been arranged. **This meeting offers one NATE CEU for attendees.**

Our presenter is **DuWayne Dunham**, Energy Services Supervisor, Clark County PUD.

DuWayne will address the various incentives available in Clark county for heat pumps and mini split heat pump installation. He will also pass out information on how this program is working well in Clark county. Not only in terms of customer installations, but also, in terms of energy savings

Duwayne is very active with the contractors in Clark county and a good person to know for up to date information any questions involving these rebate opportunities.

The other half of the program will feature Build Products NW with Mike McNulty and Damien Hendricks, presenting on the Ecobee

thermostat and the UEI instrument line. They will be discussing the smart thermostat market, the effect on utility rates for homeowners and the convenience offered by these technologically advanced devices.

Be comfortable in the rooms that matter. In the past, most thermostats only read the temperature in one place (usually the hallway) which can make other rooms uncomfortable. The ecobee offers room sensors to help manage hot and cold spots.



When you place sensors in your favorite rooms, ecobee4 can read the temperature and detect occupancy.

June 1st, the Ecobee 4 comes with Amazon Alexa Voice Service built inside.

Adjust temperature and comfort settings easily from the ecobee mobile app on your Android and iOS devices, including Apple Watch.



The UEI line now offers test instruments with WiFi capability, so you can read such things as motor amps with the meter inside the buttoned up furnace, via your smart phone. Now that is a useful tool in diagnosing problems.

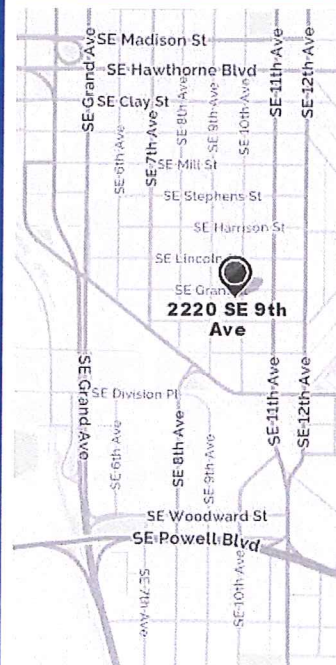
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What?

Clark County Incentives
Ecobee
UEI

When?

11:30AM, June 1st.
at Johnson Air
2220 SE 9th Ave,
Portland, OR 97214

Thursday, June 1, 2017
11:30AM
Clark County Incentives
Ecobee

Sponsored by
Johnson Air
2220 SE 9th Ave,
Portland, OR 97214



Press Release from Federated Insurance

Protecting Your Most Valuable Assets

As a business owner, you don't think twice about protecting physical assets critical to the business's operation, such as buildings, vehicles, and equipment. However, have you also considered protecting the most critical assets to your success: your key employees? The loss of a key employee could have a devastating, long-term impact on your business.

Think about which employees possess the management skills, technical know-how, experience, and customer relationships upon which you rely. How would your company handle the void left by the death or departure of a key employee?

There are different ways to look at the value your key employees bring to your business.

1. You could estimate the portion of the business profit for which the employee is responsible. If the employee dies, the most substantial impact will be in the first couple of years. Presumably, the employee will be replaced and loss to the business will decrease over time. For example, let's say you have an employee whose efforts are directly responsible for 25 percent of your profit. If your annual profit is \$300,000, that's \$75,000 lost in the first year! The total impact to the business could be \$200,000 or more over a three- to four-year period. In addition, you will have the cost of finding and training a replacement, which is estimated today to cost one to three times the employee's salary.

2. The important tasks for which the employee is responsible could be assigned a dollar value. For example, you could say customer development and goodwill are

worth \$125,000, experience and expertise are worth \$100,000, and project management is valued at \$25,000. When you total these up, you can see it is significant.

3. A final common method is to simply use a multiple of the employee's salary. Once you have estimated a value, how can you mitigate the potential costs related to the loss of a key employee? A permanent life insurance policy on the key employee's life may be a cost-effective way to provide some financial support to your business. Properly structured, the death benefit will be received by the business income tax-free if the employee dies.

The death benefit can help:

- Keep the business operating and growing
- Assure employees and customers that the business will continue
- Assure creditors that their loans are safe
- Recruit, attract, and train a replacement
- Replace lost profits
- Provide a benefit to the deceased employee's family

The policy's cash value is considered a business asset and grows tax-deferred. If the key employee lives until retirement (which most do), the cash value may be used to informally fund employee benefits and incentives (golden handcuffs) for the employee.

Key person life insurance can be the difference between success and failure of a business in the event a key employee dies.



ORACCA distributes NEWS & VIEWS on a monthly basis to members and selected non-members, so that all those in the HVAC/R industry can keep informed of issues regarding our trade, and Chapter activities. We hope the non-members will see this newsletter as an example of the quality services that ORACCA provides. Contributions or suggestions can be faxed to Association Headquarters at 503-914-1999 or emailed to dick@oracca.org



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TRAINING/ TESTING

Brazing Certification Test, June 16, 2017,
PCC @ Swan Island Facility

NATE Test, August 16, 2017,
NW Natural, Portland, OR.

Brazing Certification Test, October 20, 2017,
PCC @ Swan Island Facility

NATE Test, November 8, 2017,
NW Natural, Portland, OR.

Brazing Certification Test, December 15, 2017,
PCC @ Swan Island Facility

Not a member? We'd love to serve you, too.

For additional information visit www.oracca.org or call 360-834-3805. Email dick@oracca.org

<p>PRESIDENT <u>Mark DeFrancisco</u> Heat Relief 503/261-9915</p> <p>VICE-PRESIDENT <u>Dan Pfau</u> BlairCo 360-573-1331</p> <p>SEC-TREASURER <u>Loren Watts</u> Watts Heating 360-786-2858</p> <p>LEGISLATIVE-CODES - ENERGY <u>Mert Gagle</u> Gagle's Htg. & AC 503/581-2972</p> <p>IMMED. PAST PRESIDENT <u>Buck Sheppard</u> 503/ 936-9672</p> <p>EDUCATION/ APPRENTICESHIP TRADE SHOW/ PROMOTION</p>	<div> <div>Planning Ahead</div> <div>MEETING DATES</div> <div> <p>A. January 5 Utility Program Roundtable w/ ETO, PGE, NWN, etc. NATE CEU (1.0)</p> <p>A January 19 - Codes Update@NW Natural , Sherwood - NATE CEU (1.0)</p> <p>B. February 2 - Honeywell @ MarHy - NATE CEU (1.0)</p> <p>C. March 9- GENSCO Presentation @ NW Coll. of Constr. - NATE CEU (1.0)</p> <p>D. April 6 - Mfg. Reps Presentation @ NW Natural , Sherwood- NATE CEU (1.0)</p> <p>D April 20 - Codes Update@PGE Wilsonville - NATE CEU (1.0)</p> <p>E. May 2 - Thermal Training Day @ NW Coll. of Constr. - NATE CEU (7.0)</p> <p>F. June 1 - Johnson Air Presentation @ Johnson Air- NATE CEU (1.0)</p> <p>G. July 17 - Golf Tournamnet - Oregon City Golf Course</p> <p>G July 20 - Codes Update@NW Natural , Sherwood - NATE CEU (1.0)</p> <p>H. August - No Meeting</p> <p>I. Sept. 7 - ETO Presentation @ NW Coll. of Constr. - NATE CEU (1.0)</p> <p>J. Sept 9 - Shoot Out - Canby Rod & Gun Club</p> <p>K. Oct. 5 - Thermal Presentation @ NW Coll. of Constr. - NATE CEU (1.0)</p> <p>K October 19 - Codes Update@NW Natural , Sherwood - NATE CEU (1.0)</p> <p>L. Nov. 2 - Johnstone Presentation @ NW Coll. of Constr. - NATE CEU (1.0)</p> <p>M. Dec. 7 - Xmas Party @ Lennox</p> </div> <div> <p>Visit our Website for information on the association's activities.</p> <p>www.oracca.org</p> </div> </div>	<p>BOARD OF DIRECTORS <u>Mark DeFrancisco</u> <u>Clyde Burton</u> <u>Mert Gagle</u> <u>Dennis Klink</u> <u>Dan Pfau</u> <u>Nathan Phillis</u> <u>Randy Preston</u> <u>Buck Sheppard</u> <u>Travis Smith</u> <u>Loren Watts</u> <u>Kelly Wilhite</u></p> <p>ASSOC. BOARD MBRS <u>Keith Barrow</u> <u>Eric Falk</u> <u>Larry Johnson</u> <u>John Karasaki</u> <u>Stewart Mercer</u> <u>Jeff Schmidt</u></p> <p>EXECUTIVE DIRECTOR <u>Suzanne M. Stilwill</u> Association Management 360/834-3805 Fax: 503/914-1999</p> <p><i>"We Meet The first Thursday of the Month"</i></p>
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ORACCA

Oregon Air Conditioning Contractors of America
P.O. Box 87907
Vancouver, WA. 98687-7907
360-834-3805



ORACCA, June 1st
at Johnson Air Products

To:

Not a member? We'd love to serve you, too.

For additional information visit www.oracca.org or call 360-834-3805. Email dick@oracca.org