

# Rooftop REPORTER

NOVEMBER 2011



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## Upcoming Events

Saturday, December 3rd

Advocate Appreciation Dinner

February 22-24, 2012

International Roofing Expo

Orlando, Florida

[Click Here to Register](#)

## Our Advocate Sponsors

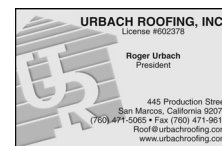
### Diamond



### Emerald



### Pearl



## President's Message

The holiday season is coming up and I hope all of you are busy. For those of you who missed it, we had a wonderful time at the SDRCA Annual Golf Tournament. Please see the article in this issue.

For 2011 the SDRCA is still looking for contractors who are interested in serving on the board. It is a great opportunity to get to know your competition and distinguish yourself and your business from other "inactive" contractors. Please help out!

Also in the planning stages is an SDRCA trip to Germany involving stops in Munich, Frankfurt and Berlin. Among other things we are planning to visit Contractors, Manufacturers and the large German National Roof Training Facility in Berlin. Anyone interested should please contact me or James Robyn at the SDRCA office. We are also exploring the possibility of visiting a solar panel manufacturing plant.

Speaking of solar, if you have not heard yet, SDG&E has requested a rate increase with the Public Utilities commission asking to add a "use of grid" charge to all solar customers. This would increase the annual cost of the average residential solar installation by ~ \$350.00 per year. This will directly cut into your business as it will stall solar installations because many of those require a new roof or roof related work. Sempra Energy, SDG&E's owner, certainly does not need that money, their net profits in the third quarter of 2011 were \$296 million or 11.5% of their revenue! Please see

<http://www.businessweek.com/ap/financialnews/D9QPDHS80.htm> and  
<http://www.signonsandiego.com/news/2011/oct/31/letters-sdge-and-solar-rates/>

I wish everyone a Happy Thanksgiving!

Ulf Waldmann

## Melvin Kruger Endowed Scholarship Program

Each year the Alliance For Progress seeks eligible candidates for their scholarship awards. Each year they have trouble getting applicants.

The Roofing Industry Alliance for Progress presents the Melvin Kruger Endowed Scholarship Program. This program is available to assist employees of NRCA contractor and supplier members. Employees and their families who plan to pursue post-secondary education in college and vocational programs are eligible for the merit-based scholarships. Scholarship recipients will receive funding for up to four years of full-time study at any accredited post-secondary institution of the student's choice.

For more information

<http://www.roofingindustryalliance.net/programs/scholarship/>

## California Air Resources Board (CARB) Regulations

Dear California Roofing Professionals,

The California Air Resources Board (CARB) has several new and existing regulations designed to reduce emissions from diesel vehicles used in California in a variety of activities including on-road commercial trucks and buses; diesel vehicle idling; transportation refrigeration units (TRU); drayage trucks used at ports; construction; mining, other off-road; and other industries. Additionally, Green House Gas (GHG) control strategies including requirements related to EPA SmartWay standards are soon to be requirements for diesel vehicles in California.

CARB is conducting training throughout California in an effort to educate employers about the diesel regulations. The course is free to attend, is designed to provide an overview of many diesel programs, and will be presented similarly at each training session.

To learn more and register, visit: <http://www.arb.ca.gov/training/courses.php?course=512>.

Marc Connerly, Roofing Contractors Association of California

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[www.rcacal.com](http://www.rcacal.com)

## 45th Annual Golf Classic



The 45th Annual SDRCA Golf Classic was held on Monday, October 24th at the Lomas Santa Fe Country Club. Thank you to those sponsors above for their generous support.

The Winning Team was Protech Roofing (Kevin Farrow, Vernon Farrow, Brad Songhurst, Tom Neer) with a score of 59.



## SDRCA OFFERS MONTHLY PAYMENT FOR DUES

The SDRCA recognizes that during this economic struggle, some members may prefer to pay the annual dues on a monthly basis.

If you would like to take advantage of the monthly plan, simply contact the SDRCA office to make arrangements.



## SDRCA General Liability Program for Members

The San Diego Roofing Contractors Association (SDRCA) and Coronado Insurance Wholesale Services are proud to present a new General Liability option for contractors who are members.

The construction industry is critical to any growing economy. The nation has experienced a decrease in the economic environment while at the same time the insurance industry has become more competitive. Insurance is now available and cost effective for many contractors in California. Competitive programs providing lower premiums, varied coverage limits, and financially stable carriers are the foundation for the current marketplace.

Through Coronado Insurance Wholesale Services, roofing contractors who are members of the SDRCA will have access to premium discounts, a loss control program and financially stable carrier.

At Coronado Insurance Wholesale Services, our fundamental goal is to provide a new, unique and stable market for contractors through profitable underwriting, superior claims service, and risk management programs through your local independent agents and brokers.

Risks Insured: Residential & Commercial Roofing Contractors

Program Features:

- Admitted, Rated Carrier
- \$1200 Minimum Premium
- Tracts, Apartments, Condos & Town homes, & Hot Work available CG 20 10 11/85 available - Commercial Work only

Coverage: Limits of Coverage: Up to \$1 million per Occurrence  
\$2 million General Aggregate

- Deductibles: as low as \$2,500 per claim
- Rating Basis: Gross Receipts
- Maximum Policy Term: 1 (one) Year

Inspections: A telephone inspection is made on all accounts

- Completed & Executed applications only

Download application at [www.SDRCA.com](http://www.SDRCA.com)

Completed Jobs: Jobs completed prior to policy date are not covered

### Board of Directors

**Ulf Waldmann**, President  
Unique Solar, Inc.

**Michael Merry**, Director  
Allied Building Products

**Sid Scott** Director  
RSI Roofing

**Patricia Mosteller**, Director  
Gaslamp Insurance

**Gary Gilmore**, Director  
RSG San Diego

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Top Line Roofing

**Debra Sweet**  
Sweet Marketing Solutions

**Michael Kearney**, Director  
GAF

**James Robyn**, Executive Director

# Enhance your company's bottom line!

## Introducing NRCA University's Business Management Webinars



NRCA  
University

NRCA University is excited to offer a series of eight new business management webinars designed to enhance your company's success. By participating, you will be able to expand on your current business practices and learn new ideas that can be implemented into your company immediately. The webinar topics and presenters have been selected to give you a unique experience that is specifically tailored to roofing professionals.

### Dates and Topics

NRCA University's business management webinars will take place from 2 p.m. – 3 p.m. CST. Attendees must register by 1 p.m. CST to participate.

Nov. 2:	<b>Creating a Marketing Plan</b>
Nov. 16:	<b>When OSHA Comes Calling</b>
Nov. 30:	<b>Customer Relations and Satisfaction</b>
Dec. 14:	<b>Maintenance Programs</b>
Jan. 11:	<b>Setting Up a Job Folder</b>
Jan. 25:	<b>International Green Construction Codes (IgCC)</b>
Feb. 8:	<b>Getting Paid</b>
Feb. 28:	<b>Recruiting and Hiring</b>

**Purchase the Business Management Webinar Package and *save money!***

Register before Nov. 2 to receive all eight business management webinars at a discounted price!

Member Price: \$350.00  
Retail Price: \$500.00

### Don't wait. Register today!

**Price:** \$55 per webinar for NRCA members; \$75 for nonmembers

**Register:** To register, go to [www.nrca.net/nrcauniversity](http://www.nrca.net/nrcauniversity) or contact NRCA's Customer Service Department at (866) ASK-NRCA (275-6722) or [info@nrca.net](mailto:info@nrca.net)

To purchase multiple webinars and receive discounted pricing, contact Bryan White, NRCA's director of marketing and business development, at (800) 323-9545, ext. 7554 or [bwhite@nrca.net](mailto:bwhite@nrca.net).