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FALL 2023

The Magazine  
of Roofing and  
Waterproofing  
in Illinois  
and Beyond

Trade Show Preview  
EMR & Worker's Comp  
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# CRCA TODAY

FALL 2023



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**On the Cover:** Korellis Foreman Eric Sizemore, Project Manager Justin Roark and the Korellis Team removed 4,000 Square (400,000 Sq ft) of existing Durolast membrane and mechanically attached new 60 mil TPO membrane for the Northpoint Development project. Photo courtesy of CRCA Contractor Korellis.

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FALL 2023

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# Passing the CRCA Leadership Baton— Past, Present and Future

By CRCA Staff



Mark Duffy, 2020-2021



Mitch Rabin, 2022-2023



Mark Moran, 2024-2025

**E**stablished in 1877, CRCA has seen many, many generations of association presidents.

Most serve for two years in this role after being a board director but some have volunteered for more. What does the CRCA president do? Per the bylaws, “The President shall be the principal executive officer of the Association and shall preside at all meetings of members and of the Board of Directors.”

However, as past CRCA Presidents will tell you, there is much more to the role than this. They provide leadership in tumultuous times such as national emergencies, war, labor strikes, or more recent events such as 9-11, the Covid pandemic or material shortages. They also work with other board and committee members to provide stewardship and strategic planning. Many members don’t always understand the commitment that presidents have to the role, which takes valuable time away from their companies and families.

On January 1, 2024, the CRCA president's baton will be passed from Mitch Rabin to Mark Moran. Using the analogy of a race, passing the baton can be essential to a successful outcome. Each team member runs their respective leg of the race to the best of their ability and trust that those they pass the baton to will do the same. As

tennis legend Billie Jean King said so perfectly, “Create your legacy and pass the baton”!

Let’s take a moment to learn a bit about the past, present and future CRCA leadership with Mark Duffy (Elens & Maichin Roofing), Mitch Rabin (A-1 Roofing Co.) and Mark Moran (Knickerbocker Roofing & Paving, Co. Inc.) respectfully. It is important to note that all three individuals are multi-generational roofing contractors, with business beginnings in 1956, 1910 and 1886 respectively.

## Walking the Walk

All three leaders understand what it takes to install roofing. Duffy began working in the yard of his family roofing contractor business in 1988 and started working full time in 1994 after completing a Business Management degree from Southern Illinois University. Rabin worked on the roof one summer while attending the University of Illinois. He graduated with an Accounting degree and achieved CPA status before joining the family business.

## Mentorship Is Key

Each leader had different types of mentorship that paved the way to becoming CRCA President. Duffy attributes early mentorship to his dad, Don, who was instrumental in teaching how to run and operate a roofing business. He also recognized “I would say the first CRCA mentor was Past President Rod Petrick and all CRCA Presidents before me” to help build his association leadership skills. While Rabin leaned on his father for guidance, Robert suffered a severe medical incident that first year, so three local roofing contracting firms, that also were close family friends, helped the young Rabin keep the company open and to grow. Rabin also thanks Duffy, who proceeded him in the president’s role for association guidance. Moran acknowledges Duffy and Rabin as mentors and stated, “Both formally and informally, they have provided opportunities for me to learn what is needed to become CRCA President.” He also recognizes his uncle, Chris Cronin, both past president of CRCA and also Knickerbocker Roofing, as a trusted advisor.

## Why Be a CRCA Leader?

When asked, many past presidents will confirm that this leadership role gives back many times over from the time and effort put into it. The benefits outweigh time spent. When asked about advantages of being a CRCA board member, Moran stated "Being able to work with dedicated industry leadership." Duffy feels it's all about the relationships developed and the people this board role exposes you to. Rabin also echoes the greatest benefit with "Friendships that have grown from acquaintances and interactions with people from around the country."

## Greatest Challenges


Besides the challenge of juggling the association duties as a board member and running a roofing contractor business, Rabin's goal was to review how CRCA operated as an association and work with others to recommend tweaks for more efficient operation. Giving CRCA membership as many benefits as possible, through education or social interaction, was his focus. Duffy felt his greatest challenge in this leadership role was to learn from board members and staff all that was needed to succeed. Covid also made a huge impact during his tenure, learning to adapt and react to the pandemic, which affected CRCA, his company, his family, and the rest of the world. Moran felt that the greatest challenge is to make sure "Priorities are set and executed to provide value to CRCA Members."



## Passing the Baton Successfully

During a race, passing the baton in the handoff can be crucial to winning or losing. A dropped baton can cost the team success. A successful baton pass keeps the team moving forward towards the ultimate goal. Industry experts provide strategies to successful transition. These include transition checklists, engagement of the successor early on, preparing the team, open communication and more. Both Rabin and Duffy were asked to share advice to Moran as he steps into the CRCA President's role. Duffy's advice is simple with "Don't be afraid to ask for help from others involved with the organization . . . lean on the board, committees, staff and most important, past CRCA presidents. Rabin's thoughts were more specific with "Focus on the things that bring the most benefit to membership and do not be afraid of change."

Moran also shared his thoughts about becoming the 2024-2025 CRCA President. He stated "I look forward

to the opportunity to serve CRCA in a broader role. There is a great group of people to work with, and we will continue to build on the success of the past." 

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*Editors Note: CRCA's mission is to unite those engaged in the roofing and waterproofing industry in Illinois and beyond by providing educational programs, informational resources, and networking opportunities, as well as advocating on behalf of its members to enhance roofing industry standards. CRCA Membership thanks these individuals for their devotion to our industry as well as those who provided leadership for the past 146 years!*

# Type II Hard Hats—What Contractors Need to Know

By Frank Marino



Frank Marino

**H**ard hats in the roofing industry have typically not been a hot topic of conversation. However, that has not been the case this past year. We have received more questions regarding hard hats and roofing contractors than in the past ten years. And all of these questions have revolved around ANSI Type II Hard

Hats. This article is designed to shed some light on the subject and address the questions the roofing industry is having.

The first thing to clear up is that OSHA has NOT introduced a new rule regarding hard hats. What is changing, however, is the construction industries' expectation of the protection a hard hat should provide. Traditionally, construction tradespeople and industrial workers have relied on conventional hard hats. While these hard hats primarily offer protection against falling objects, they fall short in terms of safeguarding workers against other potential head injuries resulting from falls, slips, and trips. Therefore, they require more comprehensive head protection than what traditional hard hats can provide (Barns, 2023).

According to the Occupational Safety and Health Administration (OSHA), there were 1,008 documented fatal falls in the United States construction industry in 2020, accounting for approximately 35 percent of all construction-related accidents. Considering that more than half of the construction workforce operates on scaffolds, significantly increasing the risk of falls from heights and associated traumatic brain injuries (TBIs), this is no surprise (Barns, 2023).

In reaction, the industry is shifting its approach to head protection. For more than a century, the industry has relied on the traditional hard hat, which today must comply with the American National Standard for Industrial Head

Protection (ANSI) Z89.1 Type I standard. However, when it comes to impact protection, Type I hard hats are designed only to reduce the force of impact from the top of the head—typically from falling objects.

Now, various industrial-related industry decision makers, from plant operators to construction safety officers and other professionals, are moving toward the new ANSI Z89.1 Type II Safety Helmet as part of their personal protective equipment (PPE) arsenal.

In comparison, ANSI-certified Type II safety helmets provide comprehensive 360-degree head protection. They incorporate advanced shock-absorbing technologies and offer front, side, and rear impact protection. Additionally, they often feature chin straps and other innovations that ensure the helmet stays on the head, safe and secure, in the event of accidents (Barns, 2023).






While Type II safety helmets may require a higher initial investment compared to traditional hard hats, they provide significantly enhanced safety and overall comfort for workers. They are specifically designed to improve wearability and, most importantly, offer superior protection against severe injuries or fatalities.

According to the Bureau of Labor Statistics (BLS), most head injuries resulting from slips, trips, or falls occur at heights of 6 feet or less. This is a primary reason why many commercial general contractors now require Type II safety helmets with chin straps, alongside other certifications and requirements, to ensure compliance on high-profile job sites (Barns, 2023).

Compared to traditional hard hats, Type II safety helmets offer superior physical and material advantages. The adoption of Type II safety helmets leads to a reduction in injuries, resulting in fewer worker compensation claims and potentially lower liability insurance costs. It contributes to an overall risk reduction within the workplace while fostering a stronger safety culture and creating an environment of care and concern for a worker's well-being (Barns, 2023).

The Roofing Industry should be prepared for the shift to continue into 2024, especially from premier General Contractors and work performed on Fortune 500 Company jobsites. Health and safety will always be evolving in the construction industry. The shift to Type II Hard Hats is a perfect example of that, and one the industry needs to prepare to embrace. 

## Reference

- *Occupational Health & Safety—Prioritizing Safety From the Top Down*, Ryan Barns, September 2023

*Frank Marino is a Partner at Safety Check Inc., a safety consulting firm in the Chicago area and CRCA Associate Member. Marino has extensive experience in roofing safety and is a co-chair of the CRCA Health and Safety Committee. He is a member of the Occupational Environmental Safety & Health Advisory Board at the University of Wisconsin, working with faculty and safety professionals on curriculum development and industry updates. He can be reached at [fmarino@safetycheckinc.com](mailto:fmarino@safetycheckinc.com).*



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# Managing Worker's Comp Costs Through EMR—MAJOR Changes in 2024

By Phil Hayes



Phil Hayes

**E**xperience Mod Rating or EMR is a term that means a lot to every member in this association and other roofing contractors. As we all know, when your EMR is below 1.00, it allows you to qualify for a contractor's credit. This saves companies up to 40% on the overall cost of work comp insurance which can be huge.

This article will give you key data points to focus on as you look to either keep your EMR below a 1.00 or drive it down over the next three years.

## 1. Frequency vs. Severity

- a. The formula hurts employers with a higher frequency rather than severity. This is because the actuaries believe frequency is a key metric in determining the risk of the overall employer. It is much easier to control frequency than severity.
- b. **Key Point:** As an employer, focus on driving down your frequency. Your mod will go down as your number of claims goes down. Severity is harder to predict and therefore is less impactful on your overall EMR.

## 2. Medical vs. Indemnity

- a. In the State of Illinois, an indemnity claim is triggered after the employee is off work for three days. An employee who is off work but continues to be paid 100% of wage on the payroll qualifies for a "medical only claim". Medical only claims are a 70% reduction on the NCCI MOD calculation.
- b. Example: Employer has a \$ 20,000 claim where \$10,000 is for medical treatments and \$10,000 is for lost wages. NCCI will factor in the full

\$20,000 to your actual loss calculation whereas if it were medical only, NCCI would use (10,000 \* 0.3) or \$3,000 towards your mod calculation.

- c. **Key Point:** Utilizing a return-to-work program is huge!!! The calculation favors medical only claims. Any chance you have, as an employer, to keep an injured worker on the payroll. Consult with your risk advisor on the potential savings to your EMR.

## 3. Payroll vs. Losses

- a. There is an inverse relationship between your payroll and experience MOD. If your losses remain constant and your payroll goes up, your MOD will go DOWN. Conversely, if your payroll goes down and your losses remain constant, your experience MOD will go UP.
- b. **Key Point:** As your company grows, strive to keep the incident rates steady. This will be an easy way to drive your EMR down, year over year.

## 4. 2024 NEW Legislation

- a. NCCI is making a BIG change for the first time in over a decade to the calculation that will affect every member in the CRCA and roofing contractors.
- b. **Change #1:** For the last five years, NCCI caps any one loss at \$18,500. Starting in 2024, the cap is going up to \$28,000!! This means that any claim on your MOD, that is over \$18,500, will incur additional loss penalties up to another \$9,500 per claim.
- c. **Change #2:** The expected loss rates are going DOWN. This means that NCCI is expecting each employer to have lower loss levels than in years past.

- d. **Key Point:** These changes will have a real effect on future EMR's starting 1/1/24. An employer with no change in losses is receiving an increased EMR because of the changes in the calculation.

These data points are key when looking to take control of your EMR. The calculation is built on your last three years of loss history, not including the current term. Impacting your EMR will take time but lean on your safety consultant and risk advisor to start attacking now!

Some risk advisors provide their clients' access to a MOD promulgation tool that allows them to see what these changes will do to their EMR. The formula is everchanging and each claim must be handled properly to avoid any surprises when your EMR is delivered. Work with your risk advisor to understand these 2024 changes and to protect your companies against unseen issues. 🏠

*Philip Hayes is with Vice President of Sales with CRCA Associate Member firm, Assured Partners and also serves on the CRCA Contracts & Insurance and Health & Safety Committees. To learn more, contact philip.hayes@assuredpartners.com or 630-888-7663.*

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# Strategies for Negotiating Bad Documents

By Mike Zimmermann



Mike Zimmermann

This year's theme for the CRCA Contracts and Insurance Committee is "Don't just sign stuff!" In the Spring 2023 *CRCA Today* article, I discussed many of the reasons it is important to actually read contracts. This may sound overly simple, but I am regularly shocked by the heavy-handedness, wrong information and poor

writing contained in construction contracts. While it is probably impossible to get rid of all the bad clauses in a contract, it is often possible to get rid of some the worst ones. In today's article, we discuss ways to deal with bad contract documents. As always, it is best to consult your attorney on any contract items. This article is not intended to be legal advice. Rather, the article is an attempt to provide practical methods for dealing with everyday contract issues.<sup>1</sup>

First, let's review the most common components of our contracts. The typical commercial roofing contract has as many as four fundamental pieces. These are (a) the business terms, (b) general terms and conditions, (c) the drawings, and possibly (d) a written specification. These parts do not reside in the same document.

The business terms are often customized to the project and tend to be the place where contractors focus. We tend to think of the business terms as the whole contract, not realizing that the contract likely has other parts. Contractors tend to ignore the general terms, which may be in the same document as the business terms or may be a separate attachment. For example, in the AIA family of documents, the general terms and conditions are a totally separate publication which is merely referred to in the body of the owner-contractor agreement.

The drawings and specifications are always separate from the contract document, yet they are usually part of the contract. This occurs because most contracts contain an

"incorporation clause" which "incorporates" (i.e. includes) the drawings and specs. So, the first and perhaps most important step is to identify which documents actually make up the contract. For the examples used in this article, we will assume that our contract is made up of the four key documents: business terms, general terms, drawings, and specs. Once we know what is in the contract, we can work on requesting some revisions. We will deal with each section in reverse order.

**The Specs.** This is an area usually riddled with errors and inconsistencies by the design professional. Design pros are human after all and use available tools to speed up the specifying process. (You didn't think that that 200-page spec book was written from scratch, did you?) Cutting and pasting from old projects and using "canned" specs from one of the cloud-based specification platforms are the common method for generating the specs. Don't be surprised to find building sections which don't exist on your project or incompatible components from multiple roof systems mentioned in the spec book. For example, flat roofers most likely won't be using a self-adhered base sheet right under their TPO membrane, but may find it mentioned in the spec book. Another example is how frequently EPDM is combined with all single-ply systems. We often see "rubber" roofs with TPO accessories spec'd or vice versa.

While reading the spec book is a huge burden, it is important to make sure it makes sense. The customer and the architect will not allow the contractor to modify the specs, so how should the contractor address glaring problems in the specs? In my opinion, the best way to deal with that is in the business terms or by attaching (and "incorporating") a scope clarification document. A single line in the business terms can often solve a lot of problems. In our mixed-up rubber roof example, such a line may say: If there are any inconsistencies between the architect's specification for the roof system and the manufacturer's specifications required to obtain the manufacturer system warranty, the manufacturer specifications shall supersede the architect's specifications.

Another example for flat roofers is the frequent confusion over whether a structural roof deck is sloped or whether it is flat and tapered insulation is required. Specs frequently call for tapered insulation, irrespective of whether the deck is sloped on the drawings. This conflict in the documents can mean hundreds of thousands of dollars in price differential, depending on whether tapered insulation is actually need or not. To clarify this item, consider this line in your business terms:

*The below price assumes that the structural roof deck is sloped to the drains, and we are installing flat stock insulation. The price does not include tapered insulation.*

Often in new construction, there is so much clarification needed that we attach a scope clarification document. Our practice is to place all of the clarifying lines into that document and then refer to the scope clarification in the business terms. For example, "The below price is subject to the clarifications stated on the attached scope clarification document."

**The Drawings.** At our roofing contractor firm, we approach the drawings in the same way we approach the specs. However, the drawings usually have fewer errors and inconsistencies than the specs simply because they were created from scratch for the specific project. So, while we cannot change the drawings, we can clarify items by adding lines to the business terms or a scope clarification document. CRCA has recently created a general contractor checklist which does a very good job of highlighting construction issues. I recommend that this document be considered and maybe serve as a template for your scope clarification document.

**The General Terms and Conditions (GTCs).** Because they are written to cover all projects, the GTCs are understandably vague. They often heavily favor the persons that wrote them. For example, a general contractor's form document tends to heavily favor the general contractor. A real estate investment company's form tends to heavily favor the real estate company, and so on. The documents have likely been written by lawyers, and it is also likely that the customer rep working with you to award the contract has little to no idea of what their own documents say. The keys to making this part of the contract better are prioritization, clarity, and brevity.

*First, prioritize.* You will not be able to re-write the document; so, it makes no sense to try. Find the most troublesome provisions and try to keep the list to five or fewer. Here are some which I find very troubling and put my company at great risk: liquidated damages (penalty

clause usually for delays), far away law and venue clauses (the job is in Chicago, but we can sue you in San Diego), arbitrary defects clauses, verify in field on the most basic issues, random bonding clauses (we can make you get a performance bond anytime).

*Second, be clear.* This is where a table can come in handy. Create the table and send it to your contact. By asking for revisions, you are already creating work for your customer. Minimize the work by using a clear and concise table. If you make your customer go on a fishing expedition through their own documents, you will get nowhere. So, it helps everyone to keep it simple. Here is one example of a revision request we did for a contract a few years ago:

Section	Item	Request	Reason
7.a	A Performance and Payment Bond may be required at any time during the project in Customer's sole discretion.	Delete	This is not bonded work. If a performance bond is contemplated, Customer must agree to that requirement prior to the start of work and the cost of the bond will be added to the contract price. Otherwise, we must decline to accept this project.
15	Venue. "Venue for all disputes under this agreement shall be the Superior Court of California in the County of San Francisco."	Substitute the following "Venue for all disputes under this agreement shall be the state court for the county where the project is located."	We are a regional company and cannot afford to be hailed into court 2,000 miles from our office. It seems that venue in the location of the project is fair for both parties since we are both capable of operating near the project site.



Both of these requests were granted, and we revised the agreement with a major national general contractor. The contractor's representative had no idea these items were in their agreement and felt that these technical issues should not prevent us from working together.


*Finally, be brief.* Keep it to five items or less and don't write *War and Peace*. The contract administrator, who is working with you, will have to send any revision requests to their boss or someone else with authority. Most customers do not want to re-visit their standard terms, but most are willing to make simple revisions in order to remedy glaring problems. We frequently hear, "I had no idea that was in there," from our customers when asked to revise their own documents. Keeping it simple and minimizing the added work to your customer can yield better documents.

**The Business Terms.** We rightfully spend a lot of time on this part of the contract. This is where the deal-specific terms live. Price, duration, warranty information, unit pricing and other project related items are written here. But as discussed above, this is also the best place to make scope clarifications or to mitigate the effects of bad general terms. The customer expects this piece of the contract to be edited, which makes it a natural place to add the language you need. Take advantage of this customer mindset on this piece of the contract. Add clarifying statements to mitigate some of the bad provisions found elsewhere and align the scope with the manufacturer specs.

### Why Worry About the Documents?

Many contractors believe that standard terms are not negotiable, and that may be true once in a while. But in my experience, this is mostly wrong, and I have had only one customer (an architectural firm) refuse to modify its standard terms. Other contractors believe that kind words and emails from the customer's representatives can override the awful stuff found in the documents. This is also not true. In fact, most contracts expressly say that "other communications" such as emails or verbal statements are NOT part of the contract and should be disregarded. Some contracts even state which person at the customer's company is authorized to sign change orders, thereby limiting people who can make amendments to the contract. Truthfully, in order to protect your company, you must try and improve the contract documents before they are signed.

To do that, follow these four basic steps to negotiating the contract language: (1) Read the contract; (2) prioritize the list of revisions to a manageable number,

(3) in your list, provide the reason you need each change and easy alternative language; (4) politely present the list to the customer in an easy-to-read manner. Of course, consult your attorney as necessary on legal issues and specific contract language. Following these steps hopefully leads to better documents and less confusion when the project starts. 

### Endnote

1. *This article is not intended to be nor should it be interpreted as a substitute for seeking the advice of your attorney whenever faced with contract questions and other legal issues.*

*Mike Zimmermann is the President of CRCA Contractor Member Reliable Roofing in Lake Zurich and serves on the CRCA Board of Directors and the Contracts and Insurance Committee. He is a licensed attorney and practiced law for 25 years before joining the commercial roofing industry. Prior to starting Reliable, Zimmermann was a partner and practice group leader at Tressler LLP, a national law firm headquartered in Chicago.*



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# Roof Talk—Contractor



**Company:** Reliable Roofing

**Location:** 450 E. IL Rt. 22, Lake Zurich, IL 60047

**Website:** <https://reliable-roofing.com>

**Business Founded:** 2015

**Joined CRCA:** May, 2017

**From:** Mike Zimmermann, President, Reliable Roofing

## What Services Does Your Business Offer?

Reliable Roofing is a commercial roofing contractor specializing in single ply and modified bitumen systems. We also offer maintenance, repair and inspections and also recently started offering drone services, including 3D modeling of our customers' buildings.

## Where Do You See Your Business in 5-10 Years?

We are in growth mode and would like to be 5x larger by 2029. At that time, we will explore moving into a southern market.

## What Is Your Best Business Memory to Date?

The entire 4<sup>th</sup> Quarter of 2022. The supply chain was almost back to normal and the government had (finally) declared an end to the pandemic. Without fear of another shutdown, our customers had confidence that they could invest in their commercial buildings. Business picked up dramatically.

## How Did You Learn About CRCA?

I am a big believer in the benefit of professional associations and researched the top local association for commercial roofers when I got into this business. I attended my first CRCA meeting shortly after buying this business and found it very helpful, joined the Contracts & Insurance Committee and was elected to the Board of Directors in 2023.

## If You Attend CRCA Events, Can You Describe a Benefit of Attendance?

CRCA's events have something for everyone in the industry . . . from management, regulatory and legal training for owners, safety and installation for roofers, and the list goes on. In addition, it is a great forum in which to meet and deepen relationships with suppliers and other roofers.

## What Value Does CRCA Membership Bring to You?

CRCA is full of great people. The number one benefit is that membership in CRCA reminds me to look outside my business regularly and study what is happening in the industry around us.

## What Advice Would You Give a New CRCA Member?

Attend meetings and events on a routine basis and be open to learning something every time you're there. You may already be familiar with a given issue, but there is always a nugget of new information or insight which comes from other members or speakers.





# Roof Talk—Associate



**Company:** Industrial Cork Company, Inc.

**Location:** 848 Larch Ave., Elmhurst, IL 60126

**Business Founded:** 1935

**Number of Employees:** 15 Employees on the roofing distribution side

**Joined CRCA:** 1975

**From:** Jeff DeJong, President, Industrial Cork

## What Services Does Your Business Offer?

Industrial Cork is a commercial/industrial low slope roofing and waterproofing materials distributor as well as a controlled environment contractor. We partner with contractors and building owners throughout Northern Illinois as well as nationwide. We specialize in tapered insulation design and custom cutting of polystyrenes.

## Where Do You See Your Business in 5-10 Years?

We hope to continue steady growth while providing high quality work and outstanding customer service. We will continue to structure our product portfolio and align ourselves to provide our customers with products from top-tier manufacturers.

## What Is Your Best Business Memory to Date?

After almost 30 years in the industry, there have been so many over the years it's hard to pinpoint one.

## How Did You Learn About CRCA?

Our company joined CRCA almost 50 years ago, in 1975! I started with Industrial Cork in 1994 and was introduced to the CRCA through Industrial Cork's existing membership.

## If You Attend CRCA Events, Can You Describe a Benefit of Attendance?

CRCA helps us stay on top of industry trends and brings clarity to industry issues that impact our day-to-day business activities as well as maintain relationships with contractors, engineers, architects, and consultants all within one organization.

## What Value Does CRCA Membership Bring to You?

For me CRCA has provided me with a wealth of industry knowledge, networking opportunities and friendships. After being an associate board member and sitting on several committees, I really appreciate the hard work and determination of this organization.

## What Advice Would You Give to a New CRCA Member?

Make sure to attend as many events as your time allows and get involved with committees.

## Did You Know?



Industrial Cork's founder, Paul Charles Simonini entered the roofing industry almost 90 years ago with a tie to the Blackhawks!

In 1925, while working for Luse-Stevenson, he heard of a large indoor stadium to be erected on Chicago's Madison Street. Simonini utilized his University of Illinois graduation thesis on "Extended Season Ice Rink design", worked with the project's architect and was awarded the contract to furnish and install both the roof and rink insulation.

After several locations in Chicago and Melrose Park, Industrial Cork opened a new location in Elmhurst in 1966 and became the CRCA member firm many of you work with today. Industrial Cork was also one of the founding exhibitors of the CRCA Trade Show & Seminars, having a booth in all 40 shows, including the one to be held this coming January 18-19, 2024!



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CRCA's Trade Show & Seminars continue to build its national reputation for cutting edge programming through the hard work of CRCA's Trade Show Committee Members: Ryan Petrick, Greg Dedic, Matt Adler, Tony Clausen, Chris Demro, Dave Good, Kim Good, Mark Duffy, Jason Peterson & Ross Ridder.

On behalf of CRCA's Trade Show Committee and our Board of Directors, CRCA thanks our dedicated Exhibitors and Sponsors. Because of your time, efforts, and dedication, our annual CRCA Trade Show & Seminars continues to be a monumental success!

As CRCA President, I invite you to be active in our industry by joining CRCA as a member and volunteering for a CRCA committee. We look forward to seeing you in January.

*Mark Moran, Knickerbocker Roofing & Paving Co., Inc.*  
**2024 CRCA President**



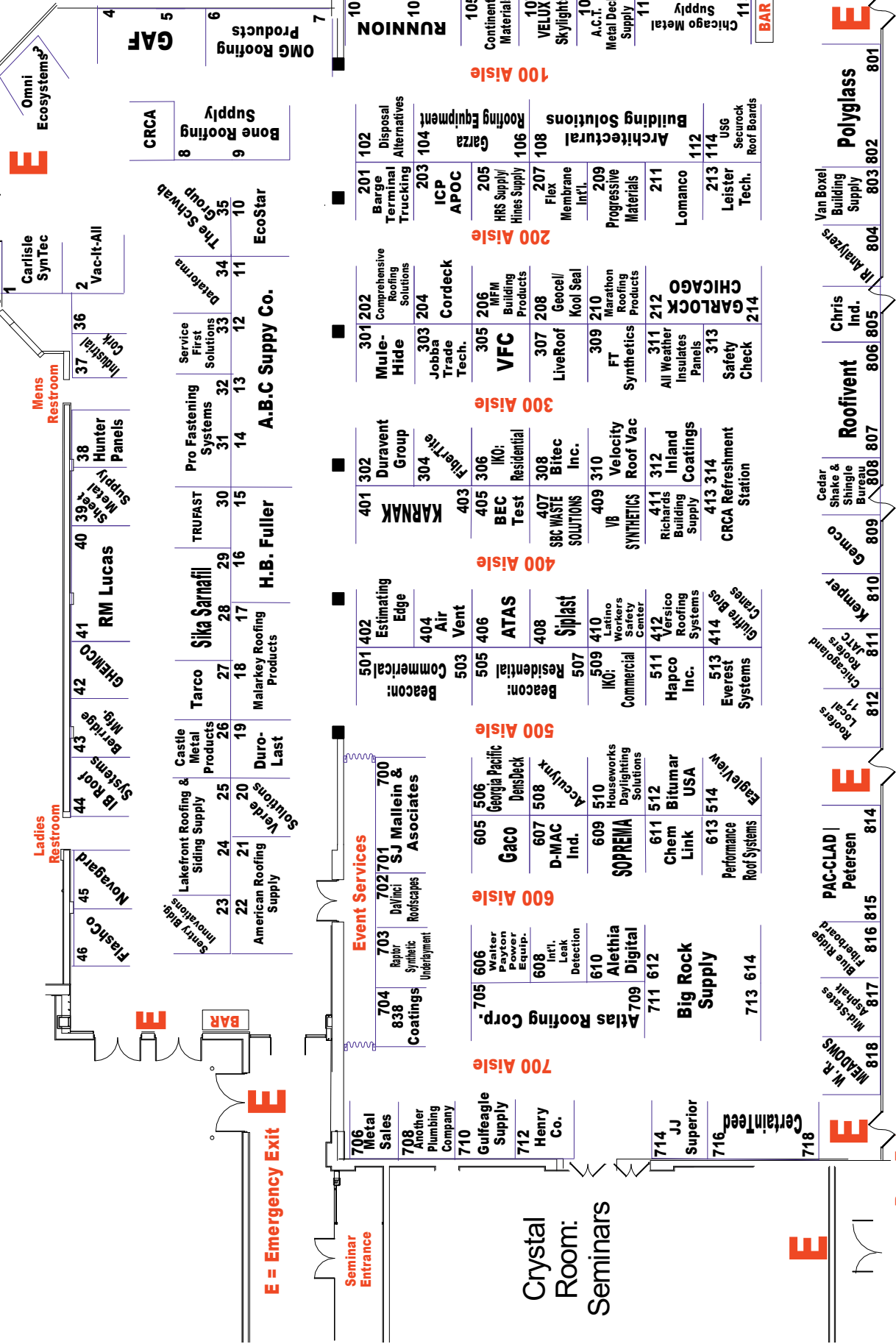




**2024 CRCA Trade Show Exhibit Floor Plan**  
**January 17-19, 2024**  
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**Entrance to Drury Ln. Theater**  
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**Registration**

**Trade Show**  
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# Selling the Benefits of Solar: How Your Customers Can Get the Most Out of Illinois Solar Rebates and Incentives

By Sahas Rathi, CertainTeed



Sahas Rathi, CertainTeed

Thanks to Illinois' clean energy goals, the Solar Energy Industries Association forecasts more than 1,700 percent growth in solar capacity installed across the state over the next five years.<sup>1</sup> And this trend is mirrored nationwide, with the market for solar roofing products expected to reach 716,000 squares, valued at \$965 million, as soon as 2025.<sup>2</sup> Roofing contractors should act now to be part of this roofing market segment growth.

To ensure they don't miss out on solar roofing's rapid expansion, roofers can educate customers on the short and long-term value of solar. While homeowners are increasingly aware of the energy-efficiency benefits of solar, they may not be aware of the many programs in place to make solar more affordable and accessible. Familiarize yourself with state and federal tax credits, exemptions, rebates, metering, and more so you can pass these powerful incentives on to homeowners.

## The Federal Solar Tax Credit Is a Major Boon to Illinoisans

Homeowners may be able to claim state incentives in addition the federal solar investment tax credit (ITC), which gives back 30 percent of the total value of their solar roofing system. To calculate the total value, residents may add up the following:

- Solar panels
- Inverters, wiring, and mounting hardware
- Labor costs for installation
- Fees related to permitting and inspections
- Solar batteries and other energy storage devices powered by the solar panels
- Sales taxes paid for some solar installation expenses

The federal ITC has been around for nearly 20 years and was originally set to decrease the credit to zero by 2024. However, the federal government changed its guidelines in 2022 under the Inflation Reduction Act, giving homeowners until 2032 to claim the full 30 percent.

The process is easy and straightforward. Homeowners fill out form 5695, available on the IRS website, with information about their solar system and the installation company. This form is filed along with their taxes for the year the solar energy system was installed. The credit earned is applied to the taxes they owe for that year, not given as a tax refund, but if they owe less than the credit, it will be rolled over year after year so they can still claim the full benefit.

## Illinois State Solar Incentives and Rebates

Illinois offers some of the best solar roofing rebates and incentives in the country, making the transition accessible to residents who couldn't otherwise afford the conversion to renewable energy. This is largely driven by the Illinois Power Agency Act's Renewables Portfolio Standard (RPS)<sup>3</sup> goal of sourcing 25 percent of its energy from renewable technologies, including solar thermal and solar photovoltaics (PV), by 2026. The law also requires a shift to 100 percent sustainable energy by 2045, which includes a specific carveout for solar energy sources.

You can find a full list of incentive programs for renewable energy and energy efficiency—90 of them to be exact—at the Database of State Incentives for Renewables and Efficiency® (DSIRE) website<sup>4</sup>. While every homeowner should evaluate the most advantageous programs for them based on their property location and solar system, several programs stand out as offering the best credits and savings in the near and long term. These programs to support solar expansion are making PV equipment affordable for a greater number of Illinois residents.

## Illinois Shines

Illinois Shines incentivizes solar projects with a Solar Renewable Energy Credit (SREC) program. For every



1,000 kilowatt-hours produced by their solar panels, residents generate one SREC. These credits can then be sold to local power companies, which are also incentivized to generate more and more of their power from renewable sources over time.

Illinois homeowners receive the savings through an approved solar vendor. Their SRECs are transferred to their solar vendor, who is then paid for them from utilities. The vendor passes on the value of these payments in the form of lower purchase, installation, and leasing costs. Though it may seem like an indirect benefit, Illinois Shines requires vendors to disclose the SREC values homeowners will receive for their solar system, empowering residents to compare offers from different vendors to get the best savings. To learn more, visit <https://illinoisshines.com/>.

### **Illinois Solar for All: Residential Solar Program**

Illinois Solar for All (ILSFA) operates in a very similar way to the Illinois Shines program but is targeted to households whose income is less than 80 percent of the area medium income. Income-eligible residents can benefit from solar roof installations with no upfront costs and guaranteed savings. Even tenants in large multifamily buildings can receive benefits in the form of reduced or stabilized rents, unit upgrades, and more. To learn more, visit <https://www.illinoisfa.com/programs/residential-solar/>

The first step for any homeowner or building owner to participate is to contact an ILSFA approved solar vendor. Approved vendors can sell the SRECs they receive from the solar systems they install, and they pass on the savings to their customers.

### **Solar Net Metering**

Illinois residents who install a solar energy system may be eligible to interconnect to their electric company's grid

and get paid for any excess electricity produced by their home. Payment comes in the form of credits on their utility bill. In other words, they will only be charged the amount of electricity used minus the amount they generated.

ComEd, Ameren, and MidAmerican customers can participate if they use an on-site renewable electric generator powered by solar PV energy to power their home. The companies must credit consumers for the energy they send to the grid at the same rate they are charged, making it a one-to-one credit system. And if they generate more power than they used in a month, the excess credits rollover to the next month's bill. To learn more, visit <https://ag.state.il.us/environment/netmetering.html>.

### **Solar Property Tax Exemption**

Illinois homeowners who install a residential solar system receive a valuable property tax exemption. While the addition of solar panels to the roof will increase their property value, that increase will not be taxed. Essentially, residents benefit in two ways: their home value goes up, but their property taxes do not.

By exempting new solar panel installations from property tax assessments, the state is improving the long-term cost-benefit ratio of renewable home energy, making the decision to solar an easier one for homeowners. To learn more, visit <https://programs.dsireusa.org/system/program/detail/138>.

### **How to Choose the Best Solar System to Maximize Incentives and Savings**

In addition to researching their state and federal solar rebate and incentive options, Illinois residents should carefully consider which solar system will enable them to maximize these benefits. The best solar system for




Solstice® Shingle by © CertainTeed, Photograph by Mark Bealer | Studio 66

homeowners should not only generate the greatest amount of energy at the highest efficiency, but it should also last the longest with the least potential for problems and costly repairs needed along the way. After all, even the most powerful solar panels won't yield much value for homeowners if they prove defective in a few years and require expensive rework or replacement.

That's why quality, durability, and a reputable, comprehensive warranty from a trusted provider are just as essential as high-performance energy conversion. It is key to work with a provider that devotes years of research and real-world testing to create solar options for homeowners and to ensure that the provider's solutions are eligible for the federal solar tax credit as well as multiple Illinois incentive programs.

### What Should a Solar Warranty Include?

To properly protect a solar roofing investment, the warranty should cover all solar components, including microinverters, optimizers, racking, and more. It should also cover the underlying new or existing roof and installation workmanship.

It is a huge relief to homeowners when they realize they don't have to worry about voiding the warranty on their roof when they install solar. And they gain even more confidence in their decision when they can have complementary warranties for their solar system and asphalt roof from a single company. 

Sahas Rathi has been working in the field of Sustainable construction materials at CRCA Associate Member CertainTeed for the last decade to help bring new innovations to the market to help make the world a better home. Currently, as the Market and Product manager at the Solar business of CertainTeed, he is working on bringing beautiful, simplified and dependable solar solutions to the market to help contractors offer the best-in-class solar roofing solutions to homeowners.

CertainTeed developed its Solstice® Shingle and Solstice® Panel solar roofing systems to help contractors offer best-in-class solar roofing to homeowners. These beautiful, simplified, and dependable solar solutions were designed by a global team of building science experts. And they are backed by an attractive 25-year comprehensive warranty. The heavyweight backing of CertainTeed, a trusted manufacturer of high-quality roofing solutions since 1904 and a subsidiary of Saint-Gobain, a worldwide leader in sustainable construction materials, makes its warranty the most bankable in the solar industry. To learn more, visit [certainteed.com/solar](https://www.certainteed.com/solar).

### Endnotes

1. <https://www.seia.org/state-solar-policy/illinois-solar>
2. <https://www.businesswire.com/news/home/20220615005557/en/United-States-Solar-Roofing-Market-Growth-Forecasts-to-2030-Climate-Actions-Plans-Boost-Solar-Installations-Even-in-Less-Sunny-States---ResearchAndMarkets.com>
3. <https://programs.dsireusa.org/system/program/detail/584>
4. <https://programs.dsireusa.org/system/program/il>

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# Understanding Consumer Rights in Illinois

By Trent Cotney



Trent Cotney

Contractors who do business in Illinois likely know that general construction contracts in that state do not have specific requirements, according to Illinois law. However, if a contract involves a residential property project worth more than \$1,000, the Illinois Repair and Remodeling Act does include certain

standards that protect consumers and require compliance.

## Consumer Rights Brochure

One key requirement relates to the Consumer Rights Brochure. Before executing a contract, the contractor must provide the customer with a copy of the brochure. The

customer must sign the brochure to acknowledge receipt, and the contractor should retain that signed acknowledgment.

This brochure offers essential guidelines for contractors and consumers:

- **Project Specifications:** Consumers have the right to a written contract for a home repair project estimated at more than \$1,000. It should detail the work to be done and the total costs, as well as necessary parts and materials.
- **Contractor Information:** If contractors work under names other than their real names, those businesses must be incorporated or registered under the Assumed Business Names Act. Consumers are advised to verify this information with the Secretary of State.
- **Additional Requirements:** The contract should include the contractor's business name, as well as its residential address, if the contractor receives mail at a P.O. box.



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- **Cancellation:** Consumers have three business days after the contract is signed to cancel any contract if the sale is completed at their home and is more than \$25. This stipulation is valid even if work has started. In addition, customers who file a claim with their insurance company to fund the work are allowed to cancel the contract in either of these timeframes (whichever is first): 1) within five business days of receiving written notice that the insurance company has denied the claim; or 2) within 30 days after sending a claim to the insurance company.
- **Schedule and Payment:** The contract should state the timing for the work to be completed, and it should list a payment schedule outlining the down payment, additional payments, and final payment.
- **Termination:** The contract must state the permitted reasons for terminating the contract, but the consumer will be responsible for the completed work. However, the consumer may cancel and receive a refund if the contractor fails to start or complete the work in the agreed-upon time period.
- **Arbitration:** If the contract includes arbitration clauses, contractors must explain that to customers before they sign the contract. This provision requires customers to submit contract disputes to binding arbitration rather than to a court judge and to waive the right to a jury trial. Customers must be allowed to accept or reject the binding arbitration clause, as well as the jury trial waiver. However, the contractor can decline the contract if the customer does not approve those terms.
- **Mechanics Lien:** Consumers are advised to obtain from the contractor a written, signed, notarized list of all companies and individuals that the contractor used on their project. This list should include their contact information and the amount of money they are owed. Under the Mechanics Lien Act, these parties have the right to file a lien on the consumer's property if the contractor does not pay them for their work or materials. Consumers are advised to contact everyone on that list and request lien waivers.

### Advice for Contractors

As you can see, Illinois is serious about protecting consumers from unfair practices or fraud. If you are a contractor in Illinois, be certain to follow the requirements for providing the Consumer Rights Brochure and have your customers sign it. That way, you can be sure they understand their rights and obligations. 

### Reference:

- <https://www.ilga.gov/legislation/ilcs/ilcs3.asp?ActID=2359&ChapterID=67&Print=True>
- <https://ag.state.il.us/consumers/homerep0505c.pdf>

*Trent Cotney is a partner and Construction Team Leader at the law firm of Adams and Reese LLP and CRCA General Counsel. You can contact him at [trent.cotney@arlaw.com](mailto:trent.cotney@arlaw.com) and 1.866.303.5868.*

*The information contained in this article is for general educational information only. This information does not constitute legal advice, is not intended to constitute legal advice, nor should it be relied upon as legal advice for your specific factual pattern or situation.*

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# Industry News

By CRCA Staff

## CRCA Members Give Back



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Lakefront Supply organized an annual supply drive in late summer, just in time for school to start. Both CRCA's Chicagoland Women in Roofing (CWIR) and the CRCA Foundation

donated funds to the effort to help provide inner city kids with the necessary items to be successful this year in school such as backpacks, shoes, socks, notebooks, calculators, markers, water bottles and more. Thanks, Lakefront, for helping the community!

## September Meeting—New Format

CRCA's Program Committee introduced a new format for the September 12 Membership meeting. The networking event was sponsored by A.C.T. Metal Deck Supply, Acculynx, Architectural Building Solutions, Chicago Metal Supply, Jobba and Velux. CRCA members were able to spend time learning about these member companies in a casual and relaxed setting.

## CWIR / Emerging Leaders Join Forces!

On Thursday, November 2<sup>nd</sup>, CRCA held an important panel discussion on "Elevating Your Roofing Career: Exploring the benefits of Involvement in CRCA". Sponsored by the Chicagoland Women In Roofing and Emerging Leaders, the speakers included: Troy Wormley (WBR Roofing), Jennica Garza (Garza Roofing Equipment and Supply), Kyle Ferenc (ATAS), Matthew Adler (Adler Roofing & Sheet Metal) and Kim Good (S.J. Mallein & Associates.) Bryan Adams (DSP Insurance Services) did an excellent job of moderating this powerful panel to learn how each got involved with CRCA and how CRCA

has impacted their career in our industry. Watch for another panel like this one in 2024!



CRCA Photo

## Emerging Leaders Take "Fore" to New Level

On September 28, CRCA's Emerging Leaders sponsored a networking event at Schaumburg's Topgolf. Attendees competed in this golfing adventure with Hunter Panels providing Lobsters to the winning team. A Big thanks to Capital One, Henry and Karnak for sponsoring.



CRCA Photo



## CRCA Trade Show To Celebrate 40 Years!

The first CRCA Trade Show committee sat down in 1983 to plan a roofing and waterproofing event that would provide industry education as well as detailed one-on-one straight from exhibiting companies. In March of 1984, our industry learned about Steep Slope Roofing from leaders such as Rick Rosenow, John Megall and Tom Tuscher, Asphalt / BUR from Joe Adler, PVC/EPDM from Paul Shah and Larry Wolf and Modified Bitumen from Bob Petrick and Jim McNamara and specific products and service info from the small group of 70 exhibitors.

We fast forward to the January 17-19, 2024, event to continue this industry collaboration. With 160 exhibiting companies and over 2,500 attendees, we celebrate these last 40 years of history. CRCA would also like to recognize the fifteen exhibitors who have exhibited in each and every trade show! These include:

- Barge Terminal Trucking
- Beacon (Allied Building Products)
- Big Rock (The Frey Company)
- Bone Roofing Supply, Inc.
- CertainTeed Roofing Products
- Chicagoland Roofers JATC
- Comprehensive Roofing Solutions (Byrnes & Associates)
- Industrial Cork Company, Inc.
- Karnak (NRG)
- OMG
- Petersen Aluminum / PAC CLAD
- Pro Fastening Systems, Inc.
- R.M. Lucas Company
- Richards Building Supply
- Runnion Equipment Company

Visit [CRCA.org](http://CRCA.org) to learn more and register.

## Important Mental Health Presentation Education Provided

At the November 7, CRCA Membership Meeting, Counseling Professional Matt Blair, discussed some frightening statistics of suicide rates in our trade. He then provided important education on how to support our staff, both in the office and in the field with mental health struggles, suicide prevention and intervention. Blair discussed strategies for creating trust with co-workers and staff, the importance of having a plan in place to address concerns, the "ACE" model of "Asking open ended questions", "Caring through thoughtful conversations" and providing "Escort" options in time of crisis. He also provided an extensive list of support network contacts. To learn more, visit [CRCA.org](http://CRCA.org) / Resources / Useful Links.

This important seminar was the collaboration of CRCA's Contracts & Insurance Committee and the Health & Safety Committee.

## CRCA Annual Dinner Right Around the Corner!

Registration is open for December 2<sup>nd</sup>, 2023, CRCA's Awards Dinner at the Doubletree in Oakbrook. This annual event honors those CRCA members who provide leadership as well as the other volunteers who provide countless hours of volunteer time and talent. New this year will be an award to the CRCA Member firm who raised the bar in promoting a culture of wellness through physical health and safety. Learn more about these recipients in the Winter *CRCA Today* issue. To register for the dinner and any CRCA events, visit [CRCA.org](http://CRCA.org) to learn more.

## HERC Rentals Offers Training

Sponsored by the CWIR, forty CRCA members received a three-hour training and certification for Powered Industrial Lift Trucks including Mobile Elevated Work Platforms and Forklifts. CRCA extends a big "thanks" to HERC Rentals in Naperville and Chicago for providing this important safety education free of charge to CRCA Members.



CRCA Photo



CRCA Photo

Did you know what three important documents are required to be on the lift at all times? Hint: Manufacturer's Operating Manual, Association of Equipment Manufacturer's (AEM) Safety Manual and the ANSI/SIA Manual of Responsibilities.

### Casino Night A Huge Success!

CRCA held a member networking event on October 12 with the fourth annual CRCA Casino Night. With the largest turnout in recent history, members spent the evening seeing old friends and making new ones! Thanks to the CRCA Membership committee for organizing. A huge "Hat's off" to Casey Fraher, Kim Good and Brad Schwab.



CRCA Photo



CRCA Photo



CRCA Photo



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### CRCA Board Elections Held

CRCA has elected the following to the 2024 Board with terms to begin on 1/1/24:

#### **Executive Board—Terms Expiring 12/31/24**

- President - Mark Moran
- 1<sup>st</sup> VP - Ryan Petrick
- 2<sup>nd</sup> VP - Shawn Sullivan
- Secretary - Kevin Froeter
- Treasurer - Casey Fraher
- Past President - Mitch Rabin

#### **New Directors—Terms Expiring 12/31/26**

- Luke Duffy, Elens & Maichin Roofing & Sheet Metal, Inc.
- Jennifer Grove, TORI Construction LLC
- Dan Henshaw, Riddiford Roofing Company

#### **Contractor Directors with Terms Continuing Include:**

Matthew Adler, Dominic Dunlap, Kevin Filotto, Larry Marshall, Bob Prette, and Mike Zimmermann

#### **Associate Director Elected:**

Dave Good (Bone Roofing Supply) was elected as the 2024-2026 Associate Director. Other nominees in the very tight race were Tom Carlson (GAF), Chris Demro (Aadvanced Building Products), Joe Kauffmann (Flameproof Companies), John McDermott (KARNAK), Monica Perez (Lakefront Roofing Supply), Adam Petry (Architectural Building Solutions), and Ronald Sweeney (ABC Supply). Thanks all!



## CRCA Heads South

CRCA Contractors and Associates traveled south to Springfield in late October to meet with IL Legislative representatives and senators to discuss roofing and construction issues. Legislators Blaine Wilhour (R-Effingham), Seth Lewis (R-Bartlett), Paul Jacobs (R-Carbondale), Diane Blair-Sherlock (D-Villa Park), Harry Benton (R-Plainfield), Norrine Hammond (R-Macomb), House GOP Minority Leader Tony McCombie (R-Savana) and Anthony Deluca (D-Chicago Heights) gathered with CRCA on October 24, 2023.

## CRCA Building Video and Tech Library

Looking for Roofing and Waterproofing technical info for your crews in one easy location? Visit [CRCA.org/](https://CRCA.org/)

Manufacturer-Videos from over 45 CRCA Contractor Members. Does your company have any to add to this heavily visited site? Any in Spanish? Contact [info@crca.org](mailto:info@crca.org) today.

## Other CRCA Member Announcements:

**Raincoat Roofing—New President:** CRCA congratulates Eric Sues in his new role as President at CRCA Member Contractor firm, Raincoat Roof Maintenance, a division of Raincoat Roofing. To learn more, visit <https://raincoatroofing.com>.

**Seaman Corporation (FiberTite)** announced that Frank Castagnoli was recognized as the FiberTite Rookie of the Year at the October sales meeting. Great job Frank!

## Soprema Adds New Chicago Sales Rep

Soprema, part of Performance Roof Systems, a leading manufacturer of Roofing, Waterproofing, Air Barrier, Roof Coatings, and other construction products announced the addition of Jake Tresslar to the sales team. Tresslar began his career in San Francisco with a residential roofing manufacturer and now will be working in the Chicago market. Welcome Jake!

## A.C.T. Adds Orlando Distribution Center

A.C.T. Metal Deck Supply announced in September the addition of its fifteenth distribution center in Orlando, FL. "This location will help us serve our customers in the entire state of Florida," stated Marketing Director Carm Termini. Other locations include Albany, NY, Atlanta, GA, Aurora, IL, Columbus, OH, Ft. Worth, Houston and San Antonio, TX, Greensboro, NC, Hagerstown, MD, Indianapolis, IN, Jacksonville, FL, Kansas City and St. Louis,



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MO and Knoxville, TN. To learn more, visit [cgreen@metaldecksupply.com](mailto:cgreen@metaldecksupply.com).

### CRCA Member Recognized in Who's Who

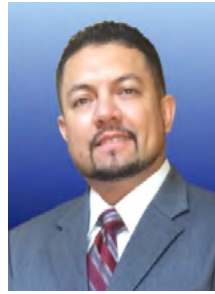


CRCA Photo

CRCA member Kevin Froeter (Sterling Commercial Roofing) was recognized by Marquez Who's Who Top Professional Series. This honor will also

include a feature in *The Wall Street Journal*. Froeter, started his roofing career in 1974 and today is President of Sterling Commercial Roofing, Inc., a commercial and industrial roofing contractor. Criteria such as prominence in the field, visibility, noteworthy accomplishments, and other factors were considered. He has served on the CRCA board since 2018, as Officer, Director and also Health & Safety Co-Chair. To learn more, visit <https://www.24-7pressrelease.com/press-release-service/502249>. What a great honor!

### Latino Worker Safety Center Welcomes Executive Director



The LWSC announced that Gilberto Saucedo Jr. has filled the role of executive director with the retirement of Dan Ramir. Saucedo holds a Masters' Degree from Morris Graduate School of Management in Business and Human Resources and holds several safety certifications from NIU's

Safety Education Center. He has over 30 years of safety management and training experience. With the mission of providing quality workplace safety training and development, CRCA Associate Member LWSC's goal is to prevent and mitigate workplace injuries. For more information, contact [info@lwsc.org](mailto:info@lwsc.org).

### Korellis Continues to Grow

CRCA Contractor Member Korellis announced the addition of Renato (Ronnie) Strain as Director of Operations and Tom Shanahan to the Korellis board. Strain will oversee the daily field, yard, and shop operations of the organization for roofing, sheet metal, masonry, and carpentry. Shanahan served NRCA as VP of Enterprise Risk Management and Executive Education until his recent retirement and will be an important addition

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to the Korellis board leadership. They also announced that VP of Operations Juli Tattersall was recognized as one of the Times Media Company's "20 Under 40" Inductees. Tattersall is an advocate for the roofing industry and is involved in NWIR and CRCA's Chicago Women In Roofing. Way to go Juli! 🏠

### Other Industry News



City of Chicago Building Commissioner Matthew Beudet announced the launch of Chicago's Express Permit Program on November 6, 2023. This program replaces the paper-based application process for building permits including roof repair (limited to 25% of roof area), roof recover over one existing layer of roof covering and roof replacement (no structural work.). To learn more about the permit process and roofing, visit [www.chicago.gov/city/en/sites/guide-to-building-permits/home/instructions/EPP/ROOF.html](http://www.chicago.gov/city/en/sites/guide-to-building-permits/home/instructions/EPP/ROOF.html). To provide feedback, contact [DOBCommissioner@cityofchicago.org](mailto:DOBCommissioner@cityofchicago.org).



## CRCA Welcomes the Following Upgraded CRCA Members!

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**GAF Materials Corporation**

**Platinum**

**Gold**

**AAdvanced Building Products**  
**Integrated Electric**  
**Roofivent**  
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**Silver**

**Brown & Brown Inc.**  
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**Industrial Cork**  
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**\*Dardon Construction Inc.**  
**Flameproof Companies**  
**Leading Edge Safety**  
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\*Contractor Member

Learn more about CRCA's Member Upgrades and all this includes! Contact [info@crca.org](mailto:info@crca.org) today!

# CRCA Contractor Members

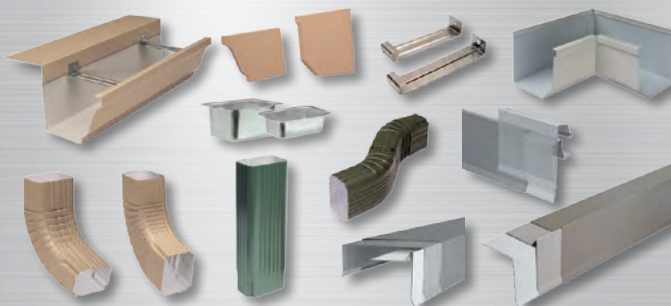
The Contractor Members of the Chicago Roofing Contractor Association install all types of roofs, including reflective single ply, modified bitumen, built up, gravel, reflective coatings, shingle, shake, slate and tile, vegetative garden or photovoltaic coverings. From formation following the Great Chicago Fire of 1871, CRCA Members have moved with the times and technology, yet continue to maintain some of the same goals set forth over 140 years ago. To find a CRCA Professional Contractor, visit [www.CRCA.org](http://www.CRCA.org).

<b>1st Home Improvement</b> .....(847) 496-5530	<b>Dunne Roofing Company</b> .....(847) 696-1643	<b>Foremost Improvements Inc.</b> .....(847) 376-8617
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<b>A-1 Roofing Co.</b> .....(847) 952-3600	<b>E. Ariel Roofing Solutions LLC</b> .....(224) 357-8745	<b>Galewood Tuckpointing &amp; Roofing Co., Inc.</b> .....(708) 452-7900
<b>Active Roofing LLC</b> .....(773) 238-0338	<b>Elens &amp; Maichin Roofing &amp; Sheet Metal, Inc.</b> .....(815) 727-2689	<b>GC Roofing LLC</b> .....(773) 766-3421
<b>Adams Roofing Professionals, Inc.</b> .....(847) 364-7663	<b>Elite Home Restoration, Inc.</b> .....(630) 823-8580	<b>Gluth Brothers Roofing Co.</b> .....(219) 844-5536
<b>Adler Roofing and Sheet Metal, Inc.</b> .....(815) 773-1200	<b>F &amp; G Roofing Company, LLC</b> .....(708) 597-5338	<b>Great Lakes Roofing</b> .....(708) 862-1550
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<b>Aegis Construction Group, Inc.</b> .....(630) 709-8121	<b>Filotto Roofing, Inc.</b> .....(815) 740-5461	<b>Happy Roofing</b> .....(630) 234-8331
<b>Air Pressure Damp Proofing</b> .....(847) 394-4100		
<b>All American Exterior Solutions</b> .....(847) 438-4131		
<b>All in 1 Home Improvement</b> .....(630) 388-9060		
<b>All Sealants, Inc.</b> .....(708) 720-0777		
<b>Allendorfer Roofing Co., Ltd.</b> .....(773) 463-7808		
<b>Anderson &amp; Shah Roofing Inc.</b> .....(815) 741-0909		
<b>Anthony Roofing Tecta America LLC</b> .....(630) 898-4444		
<b>Apex Exteriors, Inc.</b> .....(847) 531-8960		
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<b>Bismark Roofing LLC</b> .....(773) 758-7077		
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<b>Connelly Roofing, Inc.</b> .....(630) 941-8598		
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<b>Culture Construction and Consulting LLC</b> .....(234) 285-8873		
<b>Custom Roofing Contracting LTD</b> .....(847) 639-8400		
<b>Dardon Construction Inc.</b> .....(866) 327-3661		
<b>DCG Roofing Solutions Inc.</b> .....(847) 296-6611		
<b>Deady Roofing &amp; Construction, Inc.</b> .....(708) 672-0874		
<b>Deluxe Roofing Inc.</b> .....(847) 404-9775		
<b>Distinctive Roofing, Inc.</b> .....(815) 986-0831		
<b>Domain Corporation</b> .....(773) 628-0001		
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**KBC Exteriors LLC** ..... (708) 497-3737  
**Knickerbocker Roofing & Paving Co., Inc.** ..... (708) 339-7260  
**Korellis**..... (219) 844-1400  
**Kreiling Roofing**..... (309) 673-3649  
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**Langlois Roofing, Inc.** ..... (815) 933-8040  
**Licitra Roofing Inc.**..... (708) 485-4848  
**Lindholm Roofing** ..... (773) 283-7675  
**Local Roofing Co., Inc.**..... (847) 244-0500  
**M&T Exteriors Inc.** ..... (331) 240-2911  
**M. Cannon Roofing Company, LLC**..... (847) 519-0698  
**M. W. Powell Company**..... (773) 247-7438  
**Malcor Roofing of Illinois, Inc.** ..... (630) 896-6479  
**Matthews Roofing Company, Inc.** ..... (773) 276-4100  
**McDermaid Roofing & Insulating Company** ..... (815) 963-8458  
**Metalmaster Roofmaster** ..... (815) 459-6415  
**MidAmerica Roofing, Inc.**..... (630) 759-7500  
**Mortenson Roofing Co., Inc.**..... (815) 464-7300  
**Naperville Roofing and Construction**..... (630) 541-4998  
**NIR Roof Care, Inc.**..... (800) 221-ROOF

**Nombach Roofing & Tuckpointing**..... (708) 388-1090  
**Norton Sons' Roofing Company, Inc.**..... (630) 257-8180  
**Olsson Roofing Company, Inc.**..... (630) 892-0449  
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**Pine Roofing Company**..... (773) 539-9595  
**Pine Waterproofing & Sealants**..... (847) 678-5700  
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**Prate Roofing & Installations LLC**..... (847) 526-6402  
**Premier Construction, Inc.**..... (630) 590-9305  
**Preservation Services, Inc.**..... (815) 407-1950  
**Pro-Tech Roofing, Inc.**..... (847) 759-1970  
**Prusak Construction & Roofing, Inc.**..... (708) 422-2624  
**R. B. Crowther Company**..... (815) 942-6623  
**R. E. Burke Roofing Co., Inc.**..... (847) 675-5010  
**Raincoat Roofing Systems, Inc.**..... (708) 681-5757  
**Rako Roofing Inc.**..... (773) 780-5482  
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**Seal Tight Exteriors, Inc.**..... (708) 755-3555  
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**SMART Roofing, Inc.**..... (773) 992-5100

**Solaris Roofing Solutions, Inc.**..... (630) 639-5400  
**South Shore Roofing of Illinois, Inc.**..... (708) 620-8130  
**Sta-Dry Roofing** ..... (770) 849-0079  
**STAR Roofing & Siding Co. Inc.**..... (773) 588-6550  
**Sterling Commercial Roofing, Inc.**..... (815) 626-7744  
**Stewart Roofing Company**..... (773) 264-1754  
**Style Exteriors Inc.** ..... (847) 865-3069  
**Sullivan Roofing Inc.** ..... (847) 908-1000  
**Superior Roofing and Renovations**..... (773) 791-2279  
**Tecta America Illinois Roofing**..... (630) 554-2200  
**Tidwell Roofing & Sheet Metal**..... (847) 437-2710  
**Tolberts Roofing & Construction Services, Inc.**..... (708) 389-7779  
**Tori Construction, LLC**..... (708) 389-1530  
**Total Roofing & Construction**..... (708) 201-7550  
**Total Systems Roofing Inc.**..... (815) 455-7663  
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# CRCA Associate Members

The Associate Members of the Chicago Roofing Contractors Association are a vital part of the association and actively support the activities. Besides their generosity, they are represented on the CRCA Board of Directors, Co-Chair the Membership and Trade Show Committees and serve on the Health & Safety, Contracts & Insurance, Industry Affairs, Program and Scholarship Committees.

<b>838 Coatings</b> .....	(763) 972-9441	<b>Des Plaines</b> .....	(847) 795-9378	<b>Elevate, Holcim Bldg. Envelope Div.</b> .....	(800) 428-4442
<b>A &amp; D Products</b> .....	(630) 668-1551	<b>Hickory Hills</b> .....	(708) 599-9770	<b>Estimating Edge, LLC</b> .....	(561) 276-9100
<b>A.C.T. Metal Deck Supply</b> .....	(630) 978-7800	<b>Oak Forest</b> .....	(708) 802-6123	<b>Everest Systems LLC</b> .....	(800) 575-8966
<b>AAdvanced Building Products</b> .....	(312) 835-5543	<b>Wauconda</b> .....	(847) 416-3202	<b>Exceptional Metals</b> .....	(888) 340-7169
<b>ABC Supply Company, Inc.</b>		<b>Berridge Manufacturing Company</b> .....	(630) 326-9444	<b>FAKRO America, LLC</b> .....	(630) 543-1010
<b>Alsip</b> .....	(708) 224-3418	<b>Big Rock Supply</b> .....	(630) 350-2300	<b>FiberTite Roof Systems</b> .....	(330) 262-1111
<b>Addison</b> .....	(630) 932-6653	<b>Bird Ladder</b> .....	(773) 726-0155	<b>Flameproof Companies</b> .....	(630) 859-0009
<b>Aurora</b> .....	(630) 844-1700	<b>Bitec, Inc.</b> .....	(501) 354-8585	<b>FlashCo.</b> .....	(707) 824-4448
<b>Cicero</b> .....	(708) 222-8222	<b>Bitumar USA Inc.</b> .....	(410) 610-5953	<b>Flex Membrane International Corp.</b> .....	(610) 916-9500
<b>Elgin</b> .....	(847) 628-6048	<b>Blue Ridge Fiberboard, Inc.</b> .....	(866) 850-8834	<b>FT Synthetics Inc.</b> .....	(604) 594-3439
<b>Gurnee</b> .....	(847) 360-8094	<b>Bone Roofing Supply, Inc.</b> .....	(630) 628-8170	<b>Gaco Western</b> .....	(262) 951-0237
<b>Manteno</b> .....	(815) 468-7041	<b>BPM Insurance</b> .....	(816) 695-1306	<b>GAF Materials Corporation</b> .....	(630) 241-5372
<b>Niles</b> .....	(847) 588-0935	<b>Brauner Safety Services Inc.</b> .....	(407) 403-3959	<b>Garlock Chicago</b> .....	(630) 521-9645
<b>Wauconda</b> .....	(847) 487-7810	<b>Brown &amp; Brown Inc.</b> .....	(630) 245-4600	<b>Garrdal Corporation</b> .....	(419) 279-8182
<b>West Chicago</b> .....	(630) 293-1222	<b>Capital One</b> .....	(877) 383-4802	<b>Garth Building Products &amp; Services Corp.</b> .....	(708) 564-5137
<b>AccuLynx</b> .....	(608) 473-3800	<b>Capstone Materials Group LLC</b> .....	(847) 722-6652	<b>Garza Roofing Equipment and Supply</b> .....	(630) 229-4440
<b>Adams and Reese LLP</b> .....	(813) 227-5501	<b>Captive Resources</b> .....	(847) 230-8425	<b>Gemco Roofing &amp; Building Supply</b> .....	(708) 544-1444
<b>Adroit Marketing, Inc.</b> .....	(630) 885-5447	<b>Carlisle Construction Materials / WIP</b> .....	(608) 312-9457	<b>Geocel / Kool Seal</b> .....	(800) 348-7615
<b>ADVANCED Architectural</b>		<b>Carlisle SynTec</b> .....	(800) 453-2554	<b>Georgia-Pacific Gypsum LLC</b> .....	(404) 652-2592
<b>Sheet Metal &amp; Supply</b> .....	(231) 861-0050	<b>Castle Metal Products</b> .....	(847) 806-4540	<b>Ghemco</b> .....	(562) 250-4745
<b>Air Vent Inc.</b> .....	(800) 527-1924	<b>Cedar Shake &amp; Shingle Bureau</b> .....	(604) 820-7700	<b>Giuffre Midwest LLC</b> .....	(708) 656-9200
<b>ALCO Products, LLC</b> .....	(313) 823-7500	<b>Certainteed Roofing Products</b> .....	(630) 383-6741	<b>Gulfeagle Supply</b> .....	(630) 773-0997
<b>Aletheia Digital</b> .....	(706) 685-6611	<b>CHEM LINK Inc.</b> .....	(330) 334-0066, x2237	<b>Gutter Supply</b> .....	(847) 283-0006
<b>All Weather Insulated Panels</b> .....	(888) 970-2947	<b>Chicago Metal Supply &amp; Fabrication</b> .....	(773) 227-6200	<b>H.B. Fuller Company -</b>	
<b>American Roofing Supply</b>		<b>Chris Industries Inc.</b> .....	(847) 729-9292	<b>Roofing Products Group</b> .....	(517) 841-7000
<b>Elgin</b> .....	(847) 241-2000	<b>CLEANWRAP Interior Protection Systems</b> .....	(888) 597-3334	<b>Hapco Inc.</b> .....	(800) 345-9353
<b>Joliet</b> .....	(815) 600-8886	<b>CNA Insurance Lombard/Chicago</b> .....	(630) 719-3000	<b>Hendrick Phillips Salzman &amp; Siegel, PC</b> .....	(404) 522-1410
<b>Loves Park</b> .....	(815) 877-6778	<b>Comprehensive Roofing Solutions Inc.</b> .....	(815) 498-9485	<b>Henry Company</b> .....	(773) 412-9022
<b>Naperville</b> .....	(630) 637-0750	<b>ComStruct Sales, LLC</b> .....	(847) 922-3520	<b>Hines Supply</b> .....	(224) 244-3611
<b>Prairie State Exterior Products</b> .....	(708) 754-9339	<b>Continental Materials, Inc.</b> .....	(973) 557-1884	<b>HLP Systems, Inc.</b> .....	(847) 362-0777
<b>Waukegan</b> .....	(847) 249-3328	<b>Cordeck</b> .....	(262) 857-3000	<b>Houseworks Daylighting Solutions, LLC</b> .....	(847) 729-0255
<b>Another Plumbing Company</b> .....	(815) 475-5988	<b>Crissee Insurance Group</b> .....	(800) 562-6362	<b>Hunter Panels</b> .....	(888) 746-1114
<b>Architectural Building Solutions, Inc.</b> .....	(630) 402-9988	<b>Critical Point Corporation</b> .....	(800) 821-4104	<b>IB Roof Systems</b> .....	(800) 426-1626
<b>Arthur Williams Industries</b> .....	(800) 549-6004	<b>Dataforma, Inc.</b> .....	(866) 764-9992	<b>ICP Building Solutions Group</b> .....	(224) 806-3195
<b>Arvinyl Laminates, LP</b> .....	(800) 278-4695	<b>DaVinci Roofscapes</b> .....	(800) 328-4624	<b>IKO Midwest</b> .....	(312) 576-5243
<b>Assured Partners Inc.</b> .....	(630) 355-2077	<b>Disposal Alternatives</b> .....	(617) 975-2000	<b>Industrial Cork Company, Inc.</b> .....	(630) 832-2803
<b>ATAS International, Inc.</b> .....	(610) 395-8445	<b>D-MAC Industries</b> .....	(800) 878-3622	<b>Inland Coatings</b> .....	(515) 993-4524
<b>Atlas Roofing Corporation</b> .....	(800) 677-1476	<b>DSP Insurance Services, Inc.</b> .....	(847) 934-6100	<b>INSULFOAM</b> .....	(402) 624-6611
<b>Barge Terminal Trucking, Inc.</b> .....	(630) 499-5565	<b>Duravent Group</b> .....	(800) 835-4429	<b>Integrated Electric</b> .....	(708) 839-9424
<b>Beacon Building Products</b>		<b>Duro-Last Roofing, Inc. (Chicago)</b> .....	(800) 248-0280	<b>Interior Protection Inc.</b> .....	(630) 530-4920
<b>Arlington Hts.</b> .....	(847) 357-0433	<b>Eagleview-Pictometry</b> .....	(866) 659-8439, x5561	<b>International Leak Detection, LLC</b> .....	(866) 282-LEAK (5325)
<b>Carol Stream</b> .....	(630) 790-3400	<b>East Lake Metals LLC</b> .....	(219) 655-5526	<b>IR Analyzers / Vector Mapping</b> .....	(800) 879-1964
<b>Chicago / Pulaski</b> .....	(773) 772-6500	<b>EcoStar LLC</b> .....	(800) 211-7170	<b>JJ Superior Metal, Inc.</b> .....	(708) 544-3757



# CRCA Associate Members

Jobba Trade Technologies.....	(855) 633-3327	S.J. Mallein & Assoc.....	(630) 570-0301	WindSmart, LLC.....	(800) 474-8186
Johns Manville Roofing Systems.....	(224) 325-2524	Safety Check, Inc.....	(815) 475-9991	<b>Architects &amp; Roof Consultants</b>	
Karnak Corporation.....	(732) 388-0300	Safety Rail Company LLC.....	(888) 434-2720	ARCON Associates, Inc.....	(630) 495-1900
Kemper System.....	(716) 558-2971	SBC Waste Solutions Inc.....	(312) 522-1115	Building Envelope Consultants Ltd.....	(317) 432-1727
Kirby Fiberglass.....	(719) 547-3940	Schwab Group LLC.....	(630) 326-9444	Building Technology Consultants, Inc.....	(847) 454-8800
Lakefront Roofing Supply.....	(773) 509-0400	Sentry Building Innovations.....	(877) 254-0788	C.E. Crowley & Associates, Inc.....	(847) 662-8132
Latino Workers Safety Center.....	(708) 449-9500	Service First Solutions.....	(469) 496-0055	Century Roof Consultants.....	(847) 202-8500
<b>Leading Edge Safety.....</b>	<b>(888) 990-2990</b>	ShapeConnect, Inc.....	(847) 322-4929	Flood Testing Labs, Inc.....	(773) 721-2200
Leister Technologies.....	(630) 760-1000	Sheet Metal Supply Ltd.....	(847) 478-8500	Hutchinson Design Group, LLC.....	(312) 343-9595
Liftoff Crane Services LLC.....	(630) 800-6639	Sika Sarnafil.....	(800) 532-5123 x7222	Illinois Roof Consulting Associates Inc.....	(815) 385-6560
LiveRoof, LLC.....	(800) 875-1392	SIMIX, LLC.....	(262) 705-2585	INSPEC, Inc.....	(847) 652-6617
Lomanco, Inc.....	(800) 643-5596	Siplast.....	(800) 922-8800	Interstate Roof Systems Consultants, Inc.....	(847) 695-1460
LRS.....	(844) 633-3577	Soprema, Inc.....	(330) 334-0066	K2N Crest.....	(630) 990-9595
Lurvey Supply.....	(262) 479-8369	Southwind RAS, LLC.....	(630) 233-5700 x119	Kellermeyer Godfryt Hart, P.C.....	(847) 318-0033
MACK Construction Services, LLC.....	(773) 525-3411	Stone Mountain Access Systems, Inc.....	(708) 544-9010	Klein and Hoffman, Inc.....	(312) 251-1979
Makita.....	(536) 940-5489	Sustainable Building Components.....	(815) 641-0634	Legat Architects.....	(630) 645-1906
Malarkey Roofing Products.....	(800) 545-1191	Swanson, Martin & Bell, LLP.....	(312) 321-9100	Mac Brady Associates, Inc.....	(312) 550-1343
Marathon Roofing Products/ MRP Supports, LLC.....	(800) 828-8424	Tarco.....	(800) 365-4506	MTech Roofing Solutions LLC.....	(630) 777-8024
Marsh McLennan.....	(847) 463-7118	The Horton Group.....	(708) 845-3000	O'Brien Roof Consulting, Inc.....	(708) 951-8271
McElroy Metal, Inc.....	(219) 879-0252	<b>The J &amp; R Group of</b>		Raths, Raths and Johnson, Inc.....	(630) 325-6160
MEP Insulation Recycling.....	(317) 894-2763	<b>Bank of America Merrill.....</b>	<b>(312) 696-7518</b>	RCL Engineering Services.....	(847) 867-7093
Metal Sales Manufacturing Corporation.....	(812) 246-1866	TRUFEST.....	(800) 443-9602	SRI Consultants Inc.....	(608) 831-5333
Mid-States Asphalt.....	(630) 730-1689	United Asphalt Company.....	(800) 843-0317	STR Building Resources LLC.....	(847) 652-6115
Mule-Hide Products Co., Inc.....	(815) 641-8548	United States Gypsum.....	(773) 213-6192	YA Engineering Services.....	(312) 919-8279
Novagard Solutions.....	(800) 380-0138	<b>USI Insurance Services.....</b>	<b>(716) 314-2005</b>	<b>Vacuuming</b>	
NPC Colored Sealants.....	(708) 681-1040	Van Boxel Buildig Supply.....	(440) 721-1504	D&M Service Group.....	(816) 830-9432
<b>NSS Exteriors.....</b>	<b>(708) 385-5815</b>	VB Synthetics.....	(312) 664-3810	Dietz Vacuum Service, Inc.....	(708) 301-9127
OMG Roofing Products.....	(800) 633-3800	Velux America.....	(864) 941-4770	Ready Vac, Inc.....	(847) 437-5771
Omni Ecosystems.....	(312) 337-3196	Verde Solutions LLC.....	(800) 541-1137	RK HydroVac.....	(800) 754-9376
Panasonic US.....	(201) 423-3154	Versico.....	(800) 992-7663	Vac-It-All Services, Inc.....	(314) 487-5600
Performance Roof Systems.....	(708) 380-5045	VFC Lightning Protection.....	(801) 292-2956	Velocity Roof Vac Service Inc.....	(630) 936-2421
Petersen Aluminum Corporation.....	(800) 722-2523	Viking Products Group.....	(800) 350-2142		
Polyglass U.S.A, Inc.....	(847) 431-6005	W. R. Meadows, Inc.....	(847) 214-2100		
Pro Fastening Systems Inc.....	(847) 577-7185	Walter Payton Power Equipment LLC.....	(708) 656-7700		
Pro Lightning Protection.....	(262) 925-7199	Westlake Royal Building Prod., 2801.....	(920) 412-8230		
Progressive Materials.....	(630) 488-9277				
Prosoco, Inc.....	(800) 255-4255				
R.M. Lucas Company.....	(773) 523-4300				
Raptor Synthetic Underlayments.....	(317) 202-8200				
Ray's Roofing Supply.....	(219) 932-7297				
Richards Building Supply Company					
Corporate.....	(773) 586-7777				
Calumet City.....	(708) 891-2211				
Chicago/Belmont Ave.....	(773) 499-7177				
Joliet.....	(815) 725-2458				
Rockwool.....	(855) 876-3755				
<b>Roofivent, LLC.....</b>	<b>(708) 618-9525</b>				
Runnion Equipment Company.....	(708) 447-3169				

## CRCA welcomes the following new members since the Summer CRCA Today!

### Associate Members:

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Capital One  
Garrdal Corporation  
Metal Sales Manufacturing  
Van Boxel Building Supply

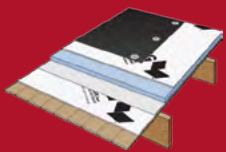
### Contractor Member:

Bismark Roofing LLC  
Dardon Construction  
Superior Roofing and Renovations

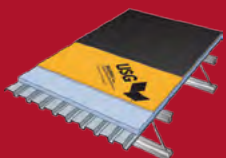
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