



Carson Finney
GARCA President

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President's Message

Hello GARCA Membership!

What a crazy year it has already been. On top of navigating through COVID-19, our industry is now facing the most unprecedented and volatile supply chain anyone has ever seen. Our companies are having to re-think the ways we have done business in the past to ensure that we have a bright future. I cannot think of a better reason to be a part of an organization that brings the best in the State to collaborate and learn from each other.

On a brighter note, it was great to see everyone back in St. Simons for the Annual Convention. This year's turn-out was a great mix of new members, regulars, and some folks from the past. As always, this event is our biggest of the year and is only possible due to the support of our Sponsors and Members. I would like to thank Michael Kruger, last year's President, for his continued dedication to our organization. I am looking forward to learning more from Michael as he continues to serve on our board as Past President.

This year is shaping up to be a very productive year for the organization. We will continue to focus on the growth of our organization while using our newly reinstated Committees to help give value back to our Membership and Associate Members. These Committees will serve the Membership by providing unique opportunities. We will accomplish this by coordinating Educational and Safety trainings, Continued partnership with Spec writers and Consultants in our industry to provide opportunities for our Voluntary License Program Members, and by providing our members with a network of partners like the Construction Education Foundation of Georgia (CEFGA) to help find and train much-needed labor for our industry.

President's Message (cont'd)

We have some very exciting events planned for the rest of the 2021 year. Our annual Scholarship Golf Tournament is scheduled for October 7th at the wonderful Stone Mountain Golf Club. A special thanks to Cory Tibbs for continuing to be a huge part of our Golf Tournament which provides scholarship opportunities to over 20 young adults.

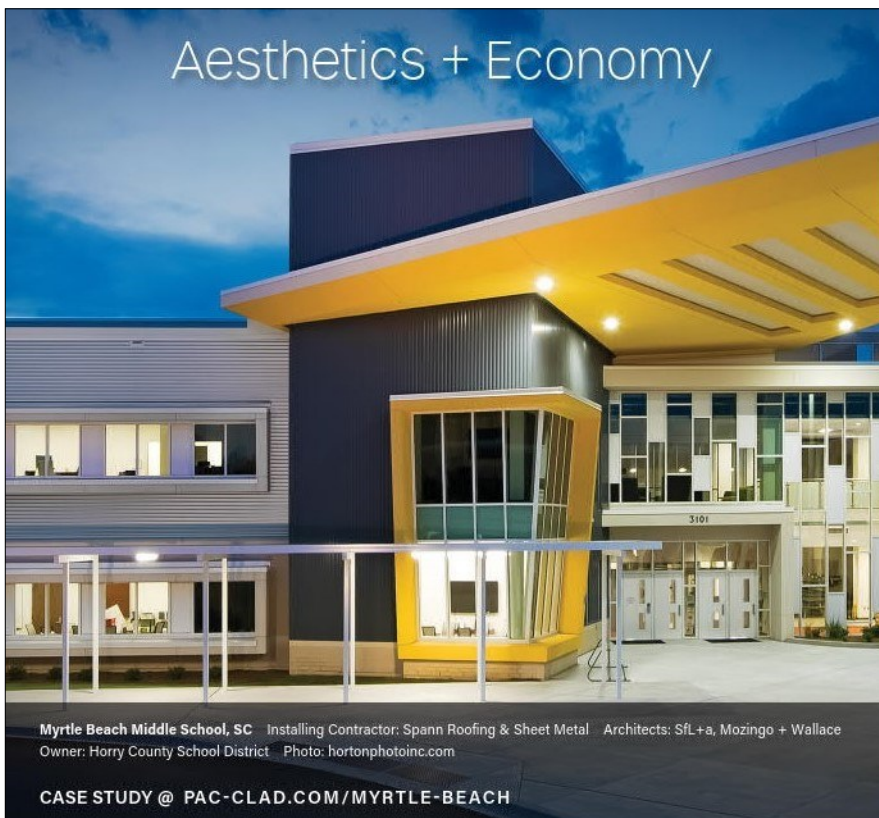
Our regular Wing Night Social Events are coming back as well. These events will be held after our board meetings and will provide a great atmosphere for people to catch up throughout the year. We'll keep you updated on dates and locations.

We are also working on dates for our annual Pheasant Shoot. We partner with The Fallen Outdoors Group with a portion of the proceeds helping facilitate outdoor activities for Veterans around the country. Please reach out to Betsy at info@garca.org for more information about how to participate and sponsor these awesome events.

With all of the exciting things happening in our organization, I would like to thank the Board Members for continuing to provide their time and leadership to make these initiatives a possibility. It is truly impossible to do what we do without the great team we have. If you are interested in joining the Board, please contact Betsy or myself at info@garca.org. We are always looking for new people to join and participate.

As we move forward, I am excited about what the year will bring. I thank everyone for their support and I am honored to serve as a part of this organization.

Carson Finney
GARCA President



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created a very affordable skin, a surface that would weather well and gave us that architectural 'tech' look we were trying to achieve."

-Derrick Mozingo, AIA, Senior Partner,
Design Principal, Mozingo + Wallace



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2021 GARCA Annual Convention Recap

We were SO ready to get back together...

The King & Prince again warmly welcomed us to its legendary blending of gracious Southern hospitality and historic charm all in a beautiful seaside setting. Here are some of the highlights.

Education Sessions

Thank you to David French with Carlisle, Tesha Knolls with Johns Manville and Nick Zingheim with GAF for addressing current material and supply chain shortages that the industry is facing. Stephen Phillips, Philip Siegel and Leanne Prybylski with Hendricks, Phillips, Salzman and Siegel PC followed the manufacturers with great presentations on vaccines and contracts. Zach Fields with CEFGA and Reid Ribble with NRCA gave us an update on roofing employee pipeline and state of the industry. Kayleen McCabe, contractor and TV Host ended our sessions with a funny and witty

Cornhole Tournament

We had over 50 folks sign up for our annual Cornhole Tournament. While the competition was tough, Team Craig Turner and Joseph Lancaster won 1st place. Team Cory Tibbs and Carson Finney came in 2nd Place. A great time was had by all


Awards Dinner

Congratulations to our 2021 award winners. The Boone Noblitt Award went to Bobby Lauman with Large & Gilbert and the President's Award went to Tony Ferrante with Berridge Manufacturing. Tony was also the recipient of the ever-popular Torte en Facia recipient. Check out the photos on the following pages.


Hospitality Suite and Silent Auction

Between competing on Silent Auction items and being entertained by master magician Bill Cleary, fun was had by all. Thank you to everyone who donated a Silent Auction Item or a Raffle Item. The proceeds from both help the association fund programs throughout the year.

We have created an environment where good, strong, long-lasting business relationships are built. We hope you will join us next year in Hilton Head!






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2021 GARCA Annual Convention Recap

THANK YOU TO OUR 2021 SPONSORS!

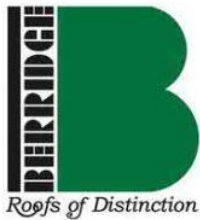
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SILENT AUCTION

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As of July 2, 2021.

2021 GARCA Annual Convention Recap

Congratulations to our 2021 Award Winners!



Bobby Lauman with Large & Gilbert is presented the 2021 Boone Noblitt Award from 2020 winner, Philip Siegel with Hendricks, Phillips, Salzman and Sigel PC.

The Boone Noblitt Award is the highest award presented by the Georgia Roofing Contractors Association.

It is presented in name and memory of Mr. Boone Noblitt, the first Executive Director of the association. The award is presented annually to an active member of the Association who has performed consistent and long-time service over and beyond the normal call of duty to our members and the association.

Congratulations Bobby!



Tony Ferrante with Berridge Manufacturing is presented the 2021 President's Award from GARCA President, Michael Kruger with L.E. Schwartz & Son.

The President's Award is a special award that is presented at the discretion of the seated President to a person who has done an outstanding job in supporting the overall goals and objectives of the Association during the past year.

Congratulations Tony!



Tony Ferrante with Berridge Manufacturing is "honored" with the ever-popular Torte en Facia (Pie in the face) by Eric Bray with Bone Dry Roofing.

Torte en Facia is a special recognition given out each year by the prior honoree. The good thing was that this year's "presentation" didn't require deep cleaning of carpets, draperies or walls.

Thank you for being such a good sport! Just remember, you get to give this honor to someone next year.



2021 GARCA Annual Convention Recap



Michael Kruger, GARCA president from 2020-2021 is presented with an outgoing president award by Carson Finney, GARCA President for 2021-2022.



From left to right, Shelley Kruger, Melvin Kruger (1970 GARCA President), Michael Kruger, Blair Kruger and Steve Kruger (1990 GARCA President).

We had the pleasure of having three generations of Krugers at this year's convention, all of which have served the Association as President.

Congratulations Michael and thank you for your family's continued service to the Association!



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2021 GARCA Annual Convention Recap



2021 GARCA Annual Convention Recap



SAVE THE DATE



2022 • HILTON HEAD, SC

2022 GARCA ANNUAL CONVENTION

July 21-23, 2022 • Sonesta Resort Hilton Head Island

Georgia Roofing Contractors Association

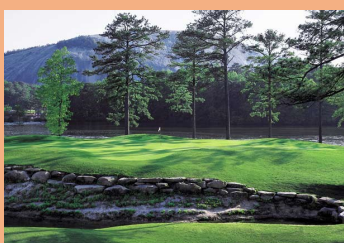
13th Annual Golf Tournament

Proceeds allow us to pay out an average of \$22,000 in scholarships each year to deserving students of our members.



Stone Mountain Golf Club

Lakemont Course
1145 Stonewall Jackson Dr.
Stone Mountain, GA 30083



Date:

Thursday, October 7, 2021

Time:

Registration 8:30 AM

Shot Gun Start: 10:00 AM

Golf Includes:

18 holes of golf (including cart), parking pass and Boxed Breakfast and Lunch.

Prizes:

Low Gross Foursome

Low Net Foursome

Longest drive

Closest to the pin

Questions? Contact:

Cory Tibbs, 770-510-8033 or
GARCA at 770-615-3751

Mulligans can be purchased for \$20 onsite.

SPONSORSHIPS

Premiere Sponsor (only 20 available): \$1,000 Set up a tent on a tee box and promote your company! Create a game that golfers can play while they are waiting to tee off or hand out company information and “freebies”! Hole options will be selected on first come, first serve basis. Includes Green Fees for four golfers, range balls, tee box sign, six Breakfast Boxes and Lunch Boxes after golf. Premiere sponsors will be recognized on the large “Welcome Banner” upon entrance to the club as well as on a special page in the newsletter immediately following the event and any pre-event marketing. **Alcoholic beverages are NOT permitted. All other beverages are encouraged.*

***Additional foursome with purchase of Premiere Sponsorship:** \$650 - Includes, green fees for four golfers, range balls, Breakfast Boxes and Lunch Boxes after golf.

Tent Sponsor: \$400 - This is for non-golfers that still want to be a part of the fun. Set up a tent on a tee box and promote your company and products. You will receive a tee box sign. Create a game that golfers can play while they are waiting to tee off, hand out company information or provide “freebies.” Includes two Breakfast Boxes and Lunch Boxes. **Alcoholic beverages are NOT permitted. All other beverages are encouraged.*

Foursome: \$800 – Includes: Tee box advertising, green fees for four golfers, range balls, Breakfast Boxes and Lunch Boxes after golf.

Individual Player: \$225 - Enjoy all the festivities of the day, includes one greens fee, range balls, Breakfast Boxes and Lunch Boxes after golf.

Longest Drive Sponsor (only 2 available): \$250 - Two larger Tee Box Signs (one on the tee box and one in the fairway) advertising your company, also recognition at the awards ceremony as the Long Drive Sponsor.

Closest to the Pin Sponsor (only 2 available): \$250 - Two larger Tee Box Signs (one on the tee box and one on the green) advertising your company, also recognition at the awards ceremony as the Closest to the Pin Sponsor.

Putting Green Sponsor (only 1 available): \$250 – Show your companies support by advertising with a Putting Green Sign.

Tee Box Sponsor: \$200 - Show your support by advertising with a Tee Box Sign.

Donation Only: Unable to attend? Show your company’s support by donating to the GARCA Scholarship Fund.

All sponsors will be listed on pre-event and post event emails and promotions. Additional Breakfast Boxes and Lunch Boxes can be purchased for \$18.00.

Register online at garca.org or email info@garca.org.

GARCA Voluntary Licensing Program

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GEORGIA ROOFING CONTRACTORS ASSOCIATION

VOLUNTARY LICENSING PROGRAM

GET STARTED TODAY.
GARCA.ORG/GETSTARTED

Georgia Roofing Contractors Association's Voluntary Licensing Program was developed to increase industry standards in Georgia by elevating roofing contractor's knowledge, skills and professionalism through voluntary self-regulation. The license is provided through and managed by GARCA and is available to both Residential (Steep Slope) and Commercial (Low Slope) contractors.

"We must all work together to raise Georgia's roofing industry standards, improve safety, increase public confidence and build a solid foundation for the next generation of workers."

-Michael Kruger, GARCA President

Questions? 770-615-3751



GARCA 2021 Scholarship Winners



Ashley Jube
University of Alabama
Ideal Building Solutions



Brandon Bick
University of North
Georgia – Oconee
Summers Roofing



Justice Johnson
Itasca Community
College
Tecta America



Cade Edwards
Boyce College
Mid-South Roof Systems



Sierra Ashe
University of Georgia
Echols Home Services Inc.



Charles Toburen
University of North
Georgia
Thomson Roofing/
Two State



Zyon Booker
Benedict College



Ashley Reddoch
West Georgia Technical
College
Ben Hill Roofing



Bryce Leatherwood
Georgia Southern
University
GAF/Noble Sales



Lance Leatherwood
Georgia Southern
University
GAF/Noble Sales



Armani Smith
Alabama State University
Larimer Shannon Group



Martha Jenkins
Mississippi State
University
Thomson Roofing/Two
State



Cammi Breitbart
Georgia College
and State University
TNT Roofing



Bethany Brewton
Kennesaw State
University
L.E. Schwartz & Son



Mia Roxbury
Kennesaw State
University
Ideal Building Solutions



Luis Alvarado
Central Georgia Technical
College
Tecta America



Kailynn James
Tallahassee Community
College
Total Pro Roofing



Sibyl Poston
University of North
Georgia
Thomson Roofing/Two
State

GARCA is proud to be able to again offer over \$18,000 in scholarships to qualified dependents of member company employees. We have awarded over \$120,000 to date. The sole fundraiser for our Scholarship Program is our Annual Golf Tournament.

Thank you to all participants and sponsors who made the 2021 Scholarship Program possible.

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GARCA Voluntary Licensing Program



Join these contractors who have gone the extra mile and got licensed:

Ben Hill Roofing

Biscayne Construction

Bone Dry Roofing

Coastal GA Quality Roofs

CORE Roofing

Dusty Greer Roofing

Echols Roofing

Ideal Building Solutions

J Key Commercial Roofing

KTM Roofing Co. Inc.

L.E. Schwartz & Son Inc.

MidSouth Roof Systems

Perimeter Roofing

Roof Management Inc.

Roofing Professionals Inc.

Southern Comm. Roof Tech

Specialty Roofing

Summers Roofing Co.

Tecta America Southeast

The Roof Depot

Thomson Roofing and Metal

Tip Top Roofers

Total Pro Roofing

Tower Roofing



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Go to GARCA.org/GETSTARTED to find out more about the program and to apply.

Killer Contract Clauses

Knowing Killer Contract Clauses and Negotiating from a Position of Strength

Contractually speaking, subcontractors and specialty trade contractors, including roofing contractors, generally assume the greatest risk and reap the smallest rewards of all participants in the construction industry. To survive and thrive, roofing contractors must take all precautions to minimize or control these risks, which include unfair, one-sided contract clauses. Knowing and understanding certain “killer” contract clauses will not only limit liability but also increase the chances of getting paid for the good work that roofing

contractors perform. Only when roofing contractors know and understand these contract clauses will they then be able to negotiate from a position of strength.

So what are these killer contract clauses? Here are three of them:

Material Price Escalation Clauses

The construction industry is in the middle of an unprecedented period where the price of common construction materials has dramatically increased. Moreover, the materials may simply not be available. The general rule of law is that the risk of material price increases in fixed-price subcontracts are borne by the subcontractor. As such, roofing contractors

should make sure to include clauses in both their proposals and ultimate subcontracts that shift the risk of price increases to the contractor or owner and provide an entitlement to an extension of time for material delays beyond their control.

First, roofing contractors should limit proposed prices in proposals to a limited number of days following the date of the proposal. Here’s an example of such a provision: “Due to high volatility in material prices, the price(s) stated in this proposal is/are valid only for contracts accepted and executed within ____ days of the date of this proposal.”

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Killer Contract Clauses (cont'd)

Second, roofing contractors should include a material price escalation clause and delay clause in their subcontracts. Here's an example of one such clause that includes both: "If a specified product is unavailable or shipment is delayed, Subcontractor shall provide written notice to Contractor and shall be afforded additional time and substitute products may be considered. If there is an increase in price of materials, equipment, or products between the date of this Agreement and the time when the Project is ready for installation of the affected material, the Subcontract Sum shall be increased to reflect the additional cost to obtain the materials, provided that Subcontractor provides written notice and documentation of the increased costs."

Third, if a contractor pushes back on the material price escalation clause, add language to allow the contractor (and ultimately the owner) to benefit if the price of a material or product decreases. Here's an example of such a provision: "If the price of a material or product decreases, Subcontractor shall provide a credit equal to the reduction in purchase price between the cost of the material as of the date of this Subcontract and the price paid for the material for the project."

Indemnification Clauses

The indemnification clause is arguably the most important clause in any subcontract. An indemnification

clause basically transfers risk from one party to another. Essentially, to indemnify another party means that you are covering that party from harm or damage. Roofing contractors need to make sure that their

subcontracts only include a *limited* indemnification provision that limits their duty to indemnify a contractor (or other indemnitee) only to damages due to their own negligence. Here's an example of language that



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Killer Contract Clauses (cont'd)

limits the indemnification provision to only your negligence, as taken from the AIA Document A401 - 2017 Standard Form of Agreement Between Contractor and Subcontractor: "To the fullest extent permitted by law, the Subcontractor shall indemnify and hold harmless the Owner, Contractor . . . from and against claims, damages, losses, and expenses . . . arising out of or resulting from performance of the Subcontractor's Work under this Subcontract . . . **but only to the extent caused by the negligent acts or omissions of the Subcontractor . . .**"

Mutual Rights and Remedies as Contractor

One of the easiest clauses to include in subcontracts, which is often overlooked by subcontractors, is a clause with language that provides the subcontractor with the same rights and remedies that the contractor has toward the owner. Most subcontracts bind the subcontractor to all the obligations, risks, and responsibilities that the contractor took on with its contract with the owner. However, subcontractors also want to make sure that they have all the benefits of all the right and remedies that the contractor was able to negotiate with the owner. Here's an example of



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language that roofing contractors will want to have in their subcontracts as taken from the AIA Document A401 - 2017 Standard Form of Agreement Between Contractor and Subcontractor: "The Contractor shall assume toward the Subcontractor all obligations and responsibilities that the Owner, under such documents, assumes toward the Contractor, and the Subcontractor shall assume toward the Contractor all obligations and responsibilities which the Contractor, under such documents, assumes toward the Owner, **and Subcontractor shall have the benefit of all rights and remedies toward the Contractor as the Contractor has toward the Owner.**"

About the Author:

Benjamin S. Lowenthal is an associate with Atlanta-based law firm

Hendrick, Phillips, Salzman & Siegel and is a licensed lawyer in the states of Georgia and New York. Ben's practice includes representing contractors in a variety of construction-related matters, including disputes involving delays, nonpayment, mechanic's liens, defective work, and other breach of contract claims. In addition, Ben's work includes preparing, reviewing, and negotiating construction contracts on behalf of subcontractors. Ben received his undergraduate B.S. from the University of Georgia and his J.D. and LL.M. in Environmental Law from the Elisabeth Haub School of Law at Pace University. For more information, contact the author at (404) 522-1410, bsl@hpsslaw.com or visit www.hpsslaw.com.

May/June Safety Training Classes

Safety Consultants USA (formerly Bermac) is offering the below safety classes at deeply discounted rates to our members. Classes may vary from month to month so be sure to visit garca.org for the current month's classes.

Training Class	Duration	Who Should Go	GARCA Member Price (per employee)
OSHA 30 Hour	4 Days	Supervisors	\$325
OSHA 10 Hour	2 Days	Workers	\$155
First Aid/CPR	5 Hours	Supervisors and Workers	\$95
Fall Protection	4 Hours	Supervisors and Workers	\$95
Forklift Operator	2 Hours	Workers	\$135
Mobile Elevated Work Program Aerial/Scissor Lift	2 Hours	Workers	\$95
HazCom	2 Hours	Workers	\$65
Flagger Control	2 Hours	Workers	\$95
Fire Safety	1 Hour	Supervisors and Workers	\$65
Rigger & Signal Person	6 Hours	Supervisors and Workers	\$225
New Hire Training	4 Hours	Workers	\$155

NOTE: All classes are available in Spanish

Training Packages Available

If you are interested in bundling classes to reduce workers time away from the jobsite, please contact the GARCA offices at 770-615-3751 or info@garca.org.

Where are the training classes held?

Classes are conducted at the Safety Consultant USA offices. Companies who have 8+ workers in need of training can request an onsite class.

NOTE: OSHA classes require a minimum number of students. In the event there are not enough students to hold a class, it will be rescheduled.

Visit GARCA.org for a copy of the full Class Descriptions.



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770-451-7183

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