



## IAQ RADIO BLOG

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### Pete Consigli, Cliff Zlotnik, Jon Isaacson, and FOP's The Andy Ask Building Science Symposium aka Winter Break Highlights

This week we welcomed Pete Consigli, Cliff Zlotnik, Jon Isaacson, and FOP's (friends of Pete's) from Naples, Florida to give us highlights from the Andy Ask Building Science Symposium (AABSS 2023) and the Storm Response and Hurricane Recovery Lessons Learned Workshop.

The always entertaining Restoration Industry Watchdog, DYOJO's Jon Isaacson and the Z-man lead a roundtable discussion with Andy Ask and FOP's about the highlights from the AABSS and the Hurricane Response Lessons Learned Workshop.

#### Nuggets mined from the show:

- The Z-Man first met Andy Ask at the first Building Science Summer Camp in 1996, where Andy kindly offered the Z-Man rides from the hotel to and from Summer Camp events held in Joe Lstiburek's home and backyard.
- According to Andy, many conferences are supported by vendors who have proprietary as well as other products to sell. Andy labels ASHRAE conferences as nerdy. Andy is a life member of ASHRAE, which to him means a 50-year association member with a pulse. ASHRAE requires presenters only speak about the science. The audience wants to know what experts do, how they do it and what products they use, recommend and why?
- Speaking about what Andy uses and recommends. Andy has been an advocate of water source heat pumps/geothermal heat pumps and as recent as 4 years ago put them in a home he was remodeling. He has since ripped them out and installed Mitsubishi VRF zoning and ductless systems in his own home.

- According to Andy Ask, the motivation for what is now called Winter Break began with the local need to bring Building Science concepts to the southwest coast of Florida. From 1995-2005 Floridian homeowners, contractors and building trades learned that adding insulation and making homes tighter didn't work.
- Andy has been hosting local Building Science events for 25 years.
- Andy's 2023 two-day event is twice as big as his previous events.
- Rick Sims and his wife Rickie were the impetus to expanding Winter Break to its current size and focus, from a local event to regional event.
- Building Science Guru Joe Lstiburek is a strong magnet, always drawing a crowd of people interested in learning more about Building Science.
- Florida's warm winter weather is a desirable alternative to New England weather either in August or in the winter.
- Andy and Rick pulled off a huge, never before done, industry accomplishment with the Pioneers Panel. Bringing Building Science Legends together on stage: Joe Lstiburek, John Tooley (Building Performance), Gary Nelson (engineer, inventor of the blower door, etc.) and Neil Moyer (duct leakage and system diagnostics). Andy credits Pete Consigli for the Pioneer Panel!
- Gary Nelson discussed blower door history. According to Andy Ask, the blower door is like a level in a tool box, it should be used on every job not just once.
- John Isaacson Lost in the complex-become masters of the obvious?

#### **Z-Man comments on Pioneer Panel**

- To me watching the panel was like law enforcement eavesdropping on people under surveillance.
- The panel sat in comfortable chairs on stage.
- Transparency and honesty in entertaining and educational way.
- Common denominators, all of these guys had overcome business struggles.
- All were lucky enough to have mentors.

#### **Jon Isaacson comment on the Pioneer Panel**

- Overnight successes, 30 years in the making.

Andy Ask comments:

- ASHRAE motto, “proclaiming the truth”
- In his expert witness work, Andy criticizes the work not the person.

## PIONEERS OF BUILDING SCIENCE

The AABSS 2023 stage will host a very special reunion of groundbreaking building scientists **Joseph Lstiburek, Gary Nelson, Neil Moyer John Tooley.**

### John Tooley

**MAD-AIR 2023** Mechanical Air Distribution and Interacting Relationships

In the pursuit of the high quality, tight, super insulated, and energy efficient home, we might have built in problems that can be so elusive and hidden that the best of contractors only come away with stress-related illness rather than the answer that spells RELIEF". These are the words he wrote in 1986 in a paper titled MAD-AIR.

### Joe Lstiburek

**We have Been There Before.**

Joe will remind us of where we started with building science in SW FL 25 years ago, where we are, and where we are headed. Expect him to vent on attics. **The Perfect Wall.** Joe will take us through his perfect wall layer-by-layer, and then show us how to build it when our budget isn't exactly perfect.

**On Deck.** We can see the surface, but what lurks beneath where we are standing? Dirt, crawl space, basement, indoors, outdoors, or a never-never land building scientists call “picket fences?”

**Pitch Perfect.** Keeping the roof on and the rain out may be our #1 priority. How high or how can the roof slope? What material and how to fasten it? Why does tile last 400 years and Europe and less than 40 years here?

**High Rise.** Are they 20-story homes or 1-story homes stacked 20 high? How does air move through them? You all may not move around tall buildings, but the same physics moves all air.

**Pitdown Man.** There are lies, darn lies, and insulation. Myths are entertaining.

Some are useful. But some insulation claims are not true. That annoys Joe. (Read Joe's June 2022 ASHRAE Journal column to see what this is all about).

**No Free Lunch.** Adding insulation improves efficiency but can prevent drying. It turns out “There is no such thing as a free thermodynamic lunch.”(follow Joe and John Straube talking about in the ASHRAE Episode 4 Podcast in 2021).

Joyce Owens

***Coastal Florida : Rebuilding - Stronger - Smarter***

Florida has been changing its building code for the better. Since Hurricane Andrew in 1992, we've been designing buildings to be stronger in the face of catastrophic storms. But have we been building smarter? Many homes are still built on wood pilings that deteriorate over time and cannot provide the strength of concrete or even better concrete pilings below grade. Windows and doors are still installed in ways that leak air and water. "Rebuild Smarter Stronger", offers design knowledge for buildings that can withstand the devastating and harsh weather/climate of SWFL Florida and other coastal areas. Our expertise comes from decades of experience and knowledge. Together, we can build a smarter, stronger, and safer Florida.

Kimberly Llewellyn & Bryan Orr

**Chasing HVAC Unicorns; The hunt for mythical systems, fantastical designs and Legendary Tradespeople**

Join Kimberley and Bryan on a quest for HVAC treasures, Health, Comfort, Efficiency, Reliability and Serviceability. Along the way, we may encounter Mythical Creatures such as Infinitely Variable Heat Pumps, Mega-SEER & Abrica-Ductless Systems while enduring a constant barrage of HVAC Silver Bullets. Explore invisible spaces for ducts. Meet magical Shrinking Trades People with X-Ray Vision and find out why they don't always deliver the magic.

**Chasing HVAC Unicorns compares the magic that consumers want, versus current HVAC realities and limitations, while identifying the underlying challenges to progress.** You may find more than one moral to this story.

**Storm Response & Hurricane Recovery Workshop**

**The Legal Eagles:** David Popper & Justin Petersen: The Risks and Legal Requirements to Contracting in Florida: DPBR Licensing & Regulations for "Storm Chasers!"

**The Remediation Panel:** In Person Michael Symula, IEP (Assessment) & IAQ Josh Winton, CIE (Remediation) Hurricane Ian Case Studies an IEP Perspective: What we had, what we did, what happened and what we learned?

Working with IEP's & 3rd Party Consultants: Best Practices for Secure Containment & Clearance on PRV the FIRST Time!

**The Restoration Panel:** In Person Bob Blochinger (Flooring Consultant) & Casey Clark (Full-Service Contractor) "Effectively Working with a 3rd Party, Roles & Goals, A Road Map to Win-Win!"

**A Restoration Contractor's Insider Secrets:** Mobilizing, Responding, Mitigating, Recovery...AND getting Paid; after a Catastrophic Storm!

A Special Preview and Industry First by Paul Donald, CEO: In Person" A Ted Talk, Encircle Research Data on: "Lessons Learned from Hurricane Ian

**Shane Bailey on Marketing to Property Owners & Managers:** In Person "Using a Before the Storm Strategy to get a Foot in the Door

"A Mechanical Contractor's Perspective to Documentation of the Building Envelope and Systems"

**The Restoration Lawyer:** Zooms in from Southern California! RIA's Advocate Ed Cross: A National Perspective to Chasing Storms, Risks vs. Rewards, A Do and Do Not Do Checklist to Avoid Pitfalls & Get Paid On Time!"

**The Restoration Lawyer Moderated Q&A :** In person and On-line chat Log

**The Science Panel:** In Person Ralph Moon, PhD, and Jeremy Beagle, CIH," Just the Facts on Research, Being Deposed and Dealing with Experts and Plaintiff's Sharks! "

Mold Growth After Effective Remediation! "A Certified Industrial Hygienist's Perspective on: Qualifying IEP's, Complying with Industry Standards & Strategies for Sampling, PVR, and Project Oversight & Clearance"

**The Insurance Perspective:** Peter Crosa, AIC, RPA: An Independent Insurance Adjuster's Perspective: The State of the Property Restoration Industry, Middlemen, Hitmen & Widow Brown, What is a Restorer to Do?"

**Jon Isaacson's "Intentional Restorer's Highlights from Winter Break 2023 Week**

## Andrew Ask Symposium

The main attraction for the Andrew Ask Building Science Symposium was the four-member panel titled The Pioneers of Building Science. Each of these men has left an indelible imprint in the building sciences as well as in each other's lives. Their enduring relationship is a testament to the power of collaboration with other professionals who have similar zeal.

If I remember correctly, John Tooley shared the presiding vision for their career paths and the event, the question, "What is truth." While many admire their success, it was refreshing to hear that none of them were overnight success stories. The path to the "top" is paved with trials.

Each member discussed the adversity that they faced in breaking into their industry, developing their skills, and building their businesses. Joe Lstiburek shared that he was broke, black-listed, and living in his mother's basement.

Lstiburek was the primary speaker for the two-day event. Equal to his ability to comprehend the many elements of building sciences is his ability to distill these concepts into useful information. Attendees of the symposium walked away with a wealth of applicable knowledge.

Organizers of the event brought the pioneers as well as many emerging voices. I particularly enjoyed a presentation from Kimberly Llewellyn and Bryan Orr titled Chasing HVAC Unicorns. The information they shared was applicable to every discipline within the skilled trades.

Kimberly opened with a quote by Vitruvius, "This knowledge is the child of practice and theory," going on to explain how both are necessary to develop as a professional. Bryan clarified that rather than making things more complex, aspiring professionals need to master the basics and collaborate with other professionals to innovate creative solutions. He shared a quote, "When we get lost in the complex we fail to be masters of the obvious."

## Lessons Learned Workshop

Pete Consigli, the Global Restoration Watchdog, opened the workshop in a way that only the Moisture Mob Consigliere could. His years of dedication to the property restoration industry, particularly in the area of education, have brought him to a place where he can assemble an all-star lineup of presenters for a two-day symposium as well as a one-day workshop.

David Popper and Justin Peterson confirmed what most contractors and consumers have feared that the Florida market is even crazier than we all assumed. They walked attendees through several of the clauses and nuances of Florida law.

The Remediation Panel was helmed by Michael Symula (assessment) and Josh Winton (remediation). They shared how important safety is for all involved as well as setting clear and grounded expectations. Assessors and remediators should work with, not against each other.

The Restoration Panel featured Bob Blochinger (third-party consultant) and Casey Clark (contractor). Bob shared the distinctions between a consultant and an expert with the encouragement for all professionals to develop expertise. Casey shared that one of the most important things his team has had to learn while responding to disasters is to be selective in the jobs that they take on.

Shane Bailey presented creative ideas for helping property owners and managers get ahead of disasters by mapping out their structure as well as their response plan. Shane reminded the audience that the building does not have a contingency plan. Paul Donald shared data they gathered from members of the Encircle network who responded to Hurricane Ian. He made the comment that contractors should consider the third-party reviewer or the adjuster as their accountant.

For our Property Restoration History dot com moment, Pete Consigli dropped an Ed York reference during the morning discussion time. Mr. York encouraged all contractors to have their “skill bank” which includes all of the partners and resources they would need when assisting a client with disaster recovery.

Uncle Ed Cross, The Restoration Lawyer, brought the workshop back from our lunch break. In an ode to David Letterman, Ed shared his Top 10 List for contractors responding to catastrophic (CAT) losses. He shared his encouragement for contractors to stop using the term “estimate”. Instead, he advocates for the term bid during the estimating phase, scope when it comes to the contract, and then invoice once the work is completed.

The Science Panel brought Dr. Ralph Moon and Jeremy Beagle to the stage. Ralph shared from his wealth of knowledge in being called to projects for cause and origin. When he is conducting a claims inspection, he seeks to allow the conditions of the structure to speak for themselves. Jeremy followed up with a practical discussion of some of the ways third-party consultants can miss the mark by not approaching the structure with a scientific process that leads them to make evidence-based conclusions. This process includes asking, “Why am I doing this?” as well as, “Is this accomplishing what it is intended?”

Ralph and Jeremy worked together in a supervisory capacity. We sat together during one of the FOP (Friends of Pete) Dinners and I had the joy of hearing more about their mentorship relationship. Ralph discussed at the workshop, echoing what Joe Lstiburek also shared during Andrew Ask, that seasoned professional must do their part to pass the torch to the next generation. Ralph stated that this process is about empowering young professionals to learn to do things the right way as they gain knowledge and independence in their processes.

Peter Crosa joined the workshop remotely to discuss the detrimental nature of claims negotiations when contractors and carriers are focused on beating the other side. He discussed how the one who usually loses the most in these unnecessary altercations is the policyholder.

Saying this he also encouraged contractors they should not proceed with something that harms their company even if they are sympathetic to the customer’s plight.

This event was a fun mix of industry veterans and young professionals who are hungry to elevate their knowledge base. Each presentation was complimented by audience questions and participation. The next time you hear of a Pete Consigli-facilitated industry event, be sure that you bump it to the top of your list.

**Winter Break will be back in 2024 on the East coast of South Florida, stay tuned!**