

Wailea Maui Hawaii

# MCAA 2020

*Maui*

March 15-19

Brochure sponsored by **CNA**

**PLANNING GUIDE**

# Aloha!

It is my pleasure and honor to invite you, the members of our MCAA family, to once again come together for our annual convention. MCAA2020 will be held March 15-19 in Maui at the beautiful Grand Wailea Resort & Spa and the extraordinary Wailea Beach Resort - Marriott, Maui. We have an exciting roster of world-class speakers and entertainment, along with an incredible lineup of industry seminar speakers and workshop leaders. The Wailea region on the island of Maui offers beautiful scenery and five white-sand beaches. With your choice of five beautiful luxury resorts and the natural beauty of the island, you, your family members and colleagues are sure to have the convention experience of a lifetime.

So come join us! It will be an extraordinary event you won't want to miss!





**Brian Helm**  
*MCAA President*

# Steve Wozniak

## Inventor and Technology Entrepreneur

A Silicon Valley icon and philanthropist for more than thirty years, **Steve Wozniak helped shape the computer industry with his design of Apple's first line of products, the Apple I and II.** Through the years, Wozniak has been involved in various business and philanthropic ventures, focusing on computers in schools, hands-on learning and encouraging students' creativity. *iWoz: From Computer Geek to Cult Icon* became a New York Times best-selling autobiography when published in 2006. In recent years, Wozniak co-founded Woz U, a platform for personalized, tech-based career training.

For his achievements at Apple, he was awarded a National Medal of Technology, the highest honor bestowed on America's leading innovators. In 2000, he was inducted into the Inventors Hall of Fame and was awarded the prestigious Heinz Award for Technology, The Economy and Employment. In 2014, he was awarded the Hoover Medal, an honor given for "outstanding extra-career services by engineers to humanity," and was inducted into the IndustryWeek Manufacturing Hall of Fame.



## Tuesday Partners' Program & Breakfast

# Geena Davis

### Academy Award-winning Actor and Advocate

Sponsored by **Ferguson**

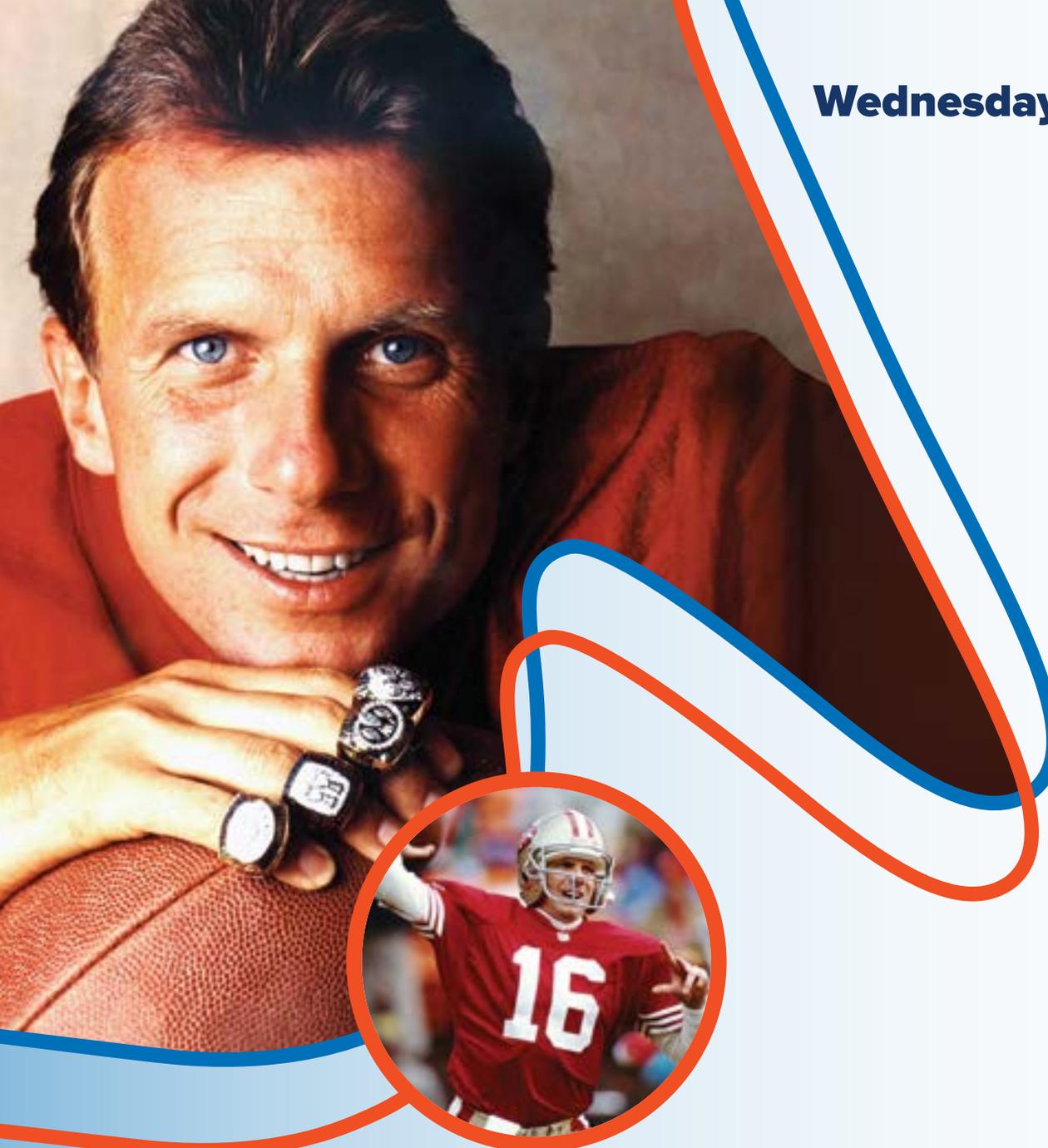
Academy Award winner **Geena Davis is one of Hollywood's most respected actors, appearing in several roles that became cultural landmarks.** Earning the 2006 Golden Globe Award for Best Performance by an Actress in a Television Series—Drama, Davis broke ground in her portrayal of the first female President of the United States in ABC's hit show "Commander in Chief."

Davis is not only an Oscar and Golden Globe winner, but a world-class athlete (at one time the nation's 13th-ranked archer), a member of the genius society Mensa and is becoming recognized for her tireless advocacy for women and girls. She is the Founder and Chair of the non-profit Geena Davis Institute on Gender in Media and its programming arm, See Jane. Davis was appointed Special Envoy for Women and Girls in ICT for the UN's International Telecommunication Union (ITU). Davis is also an official partner of UN Women, working toward their goal of promoting gender equality and empowering women worldwide.

**Breakfast will be served and childcare will be provided.**



Hosted by **Kari Helm**



## Wednesday Awards of Excellence Breakfast

# Joe Montana

### Hall-of-Fame Quarterback

Speaker sponsored by **SLOAN**

Widely considered the best NFL quarterback of all time, Joe Montana personifies performance excellence and personal integrity both on and off the field. Yet the word most closely associated with him is not “winner”—it’s “leader.” **Joe Montana won four Super Bowls with the San Francisco 49ers and three Super Bowl MVP awards.** With his signature poise, Montana enjoyed an illustrious 16-year career with the 49ers and Kansas City Chiefs. A two-time NFL MVP, Montana was selected to eight Pro Bowls and named All-Pro five times. He was elected to the Pro Football Hall of Fame in 2000.

Since retiring from the NFL, Montana has become a popular motivational speaker, active real estate investor and author. In 2005, Montana co-authored *The Winning Spirit: 16 Timeless Principles That Drive Performance Excellence*, with performance coach Tom Mitchell. Montana now brings his lessons of preparation, teamwork and performance under pressure to large and small businesses, sharing his experience as master of the 4th-quarter comeback.

***Breakfast will be served.***

## Wednesday Concert

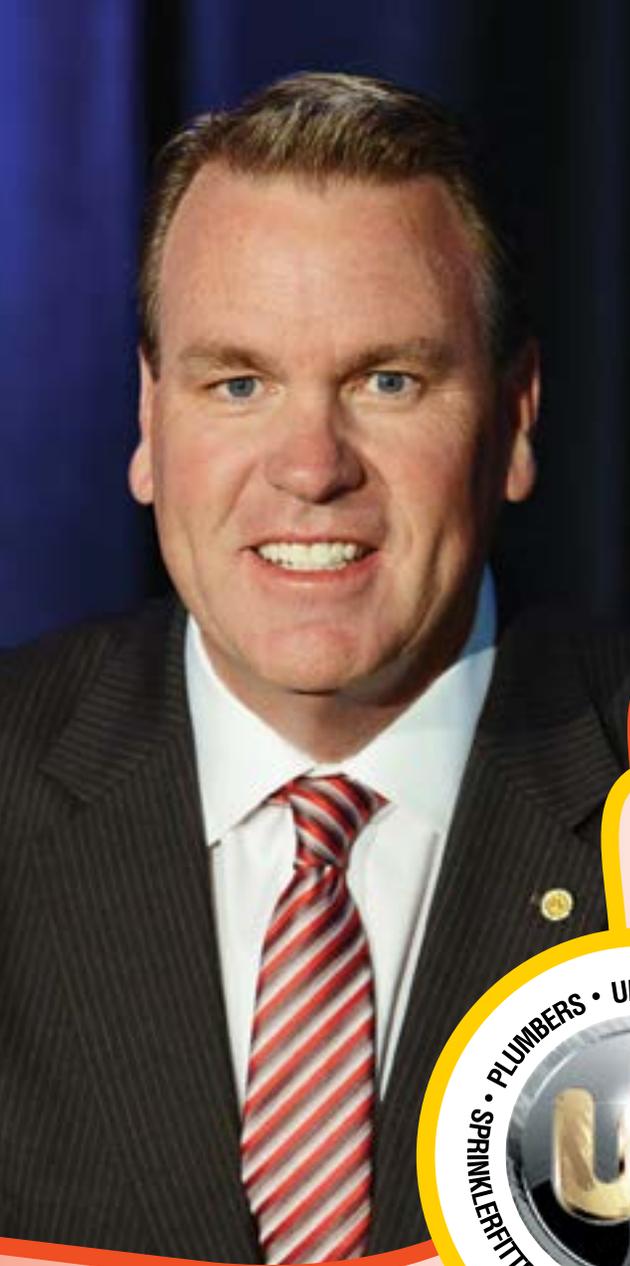
# Jason Mraz

### Two-Time Grammy Award Winner

Jason Mraz has quietly amassed a diverse fan base throughout all parts of the globe. Since his start in San Diego's coffeehouses, Mraz has brought his positive message and soulful, folk-pop sound to rapt audiences everywhere. Along the way, **Jason Mraz has earned numerous platinum certifications and made pop music history with his record-breaking singles "I'm Yours" and "I Won't Give Up."** Mraz's music has earned him two Grammy Awards, the prestigious Songwriter Hall of Fame Hal David Award and sold out amphitheaters and arenas.

A dedicated artist and gentleman farmer, Mraz is, above all, a committed global citizen. His impassioned social activism and philanthropic efforts span from environmental advocacy to ardent support for human rights. His own Jason Mraz Foundation promotes arts education and the advancement of equality. Mraz continually confirms and celebrates music's many forms and miraculous power, inspiring and delighting his countless fans around the world.





**Thursday** Closing General Session

# Mark McManus

**United Association  
General President**

In August 2016, Mark McManus was unanimously elected as General President at the UA's 39th General Convention and on November 10, 2016, he assumed his new position leading the nation's most progressive and influential trade union. **Mark McManus has had a distinguished career in support of our nation's hard-working men and women** and has been unwavering in his commitment to a strong and mutually beneficial partnership between labor and management.



*“For over 130 years, the UA has represented the highly-skilled union tradesmen and women in the plumbing and pipefitting industry. We are growing our membership and diversifying our work. With the commitment from our dedicated industry partners we’re increasing our market share and securing jobs for future generations.”*

**— General President Mark McManus**

**Thursday** Closing General Session

# Capt. Richard Phillips

## Maersk Alabama Hijackee

We all aspire to live bravely in the face of life's significant challenges, but few of us are tested under the guns of hostile pirates who threaten our leadership, authority, lives and colleagues. Before **Somali pirates hijacked Captain Richard Phillips' cargo ship and held him captive for five days**, making him the center of a riveting international drama that played out live on television, he was as normal as each of us, doing our best at work and home.

Phillips will share his compelling story and relate his experience as a "floating CEO," in charge of the day-to-day operations of a multi-million-dollar ship and the crew he managed. Phillips draws on lessons from those dramatic events that can help you survive and thrive. He will discuss the vital importance of leadership and teamwork, combined with a belief in the power and potential of yourself and your team. Phillips is the author of *A Captain's Duty: Somali Pirates, Navy SEALs and Dangerous Days at Sea*.





**Monday** Featured Speaker

# Andrew Fastow

## Rules Versus Principles

Sponsored by **Apollo Valves**

**10:30 a.m. – 11:30 a.m.**

When is it acceptable to engage in a transaction that technically complies with the rules but may be misleading? Can a transaction that technically complies with the rules be considered unethical or illegal? Is it ever appropriate to depart from Generally Accepted Accounting Principles (GAAP) or International Financial Reporting Standards (IFRS)? Fastow will cite examples of such transactions at major companies, he will discuss the rationalizations made by executives to justify their decisions and he will discuss examples of how these decisions can cause great harm to stakeholders.

**Andrew S. Fastow** was the Chief Financial Officer of Enron Corp. from 1998 - 2001. In 2004, he pled guilty to two counts of securities fraud and was sentenced to six years in federal prison. He completed his sentence in 2011 and now lives with his family in Houston, Texas. Fastow currently provides litigation support at a law firm and consults with public companies on how best to identify potentially critical finance, accounting, compensation and cultural issues.



# New Automation Systems Are Changing How We Design, Build and Operate Buildings

**10:30 a.m. – 12:00 p.m.**

Join a group of industry leaders for a presentation on technology systems and the emerging trends that are impacting how buildings are designed, constructed and operated in the future. This interactive session will identify the new technologies and applications that are impacting our roles in how building systems are installed, commissioned and operated to improve first costs,

lifecycle costs and the overall user experience. There will also be an interactive discussion with Manufacturer Members and MCAA Contractors to address audience questions, explore the impacts on our roles in the building lifecycle and provide feedback and insights with leaders from three of the largest building system manufacturers in the industry.

**Brandon Jackson** is Vice President of HVAC and Control Sales for Johnson Controls. **Brian Estill** is Director of Controls Marketing and Strategy for Johnson Controls. **Pat Mercer** is the Washington D.C. Branch General Manager for SIEMENS. **Kevin Osburn** is Automation Segment Head for SIEMENS. **Roger Hubert** is Vice President Regional Sales, Western U.S. for Trane. **Gene Shedivy** is Controls Business Development Leader for Trane. **Armand Kilijian** is President of O'Brien Mechanical, Inc. II. **Mark Rogers** is Chief Operating Officer of West Chester Mechanical Contractors, Inc.



## Nick Espinosa

### Cybersecurity Basics for All Businesses

**10:30 a.m. – 12:00 p.m.**

Hackers steal billions of records and billions of dollars each year from businesses around the world. Is your business a potential target? Espinosa will help you answer that question so that you can focus on growing your business.

You will learn:

- The fundamentals of an advanced cyberdefense strategy
- How a better strategy can enhance your corporate security
- Why implementing this strategy makes your business a much smaller target for cyber criminals

**Nick Espinosa** is CIO for BSSi2 LLC and the founder of the company's Security Fanatics division, which designs custom cyberdefense strategies for medium to enterprise corporations.

## Monday Morning Seminars



# Mark Wilke & Mario Vitiello

## Alternative Risk Transfer (ART)—Captive Insurance Concepts

Moderated by **Bob Bolton** and **Tom Stone**

**10:30 a.m. – 12:00 p.m.**

Looking for an alternative to the traditional insurance market? When was the last time your insurance company refunded a portion of your premium back to you as a reward for good risk control? Would you like to have more control over your risk insurance costs? If so this session is for you!

Alternative Risk Transfer, also known as ART, is the use of alternative techniques to achieve the same hedging and transfer of risk away from a risk-bearing entity as with

traditional insurance or reinsurance. This session will focus on an introduction to ART insurance products and concepts such as Captive Insurance/Reinsurance Companies and how you and your company could benefit from enrolling in a captive program. You will hear from a panel of insurance experts including the owners of a single parent captive and a group captive member. They will share their experiences, benefits, concerns and financial results to help you decide if an ART program is right for you.

**Mark Wilke** is Director, Construction Segment for CNA. **Mario J. Vitiello** is President and CEO of Risk Transfer Strategies, LLC. **Bob Bolton** is CEO of Arden Building Companies, LLC and Senior Vice President /Treasurer of MCAA. **Tom Stone** is President of Braconier Plumbing & Heating Company and an MCAA Past President.



# Brad Karsh & Jon Finch

## Dude, What's My Job? Managing 20 Somethings

**10:30 a.m. – 12:00 p.m.**

Boomers, Generation X and Millennials now share an office with a fresh crop of 20-something new hires. Now is the best time to discover the secrets for working with this unique, young crowd. Remember, they're not better, not worse—just different.

You will learn:

- What trends shaped each generation and how to recognize their strengths and weaknesses
- How to boost job performance and create a work environment that is structured but empowering
- Best practices for training and retaining high-potential employees

**Brad Karsh** is Founder and CEO of JB Training Solutions and the author of three business books, including the critically acclaimed *Manager 3.0: A Millennial's Guide to Rewriting the Rules of Management*. **Jon Finch** is Vice President of Training at MILWAUKEE TOOL. He is a strategic leader with years of executive leadership experience in recruiting and development, training design and facilitation of leadership.



## Plumbing Lunch & Learn

Sponsored by **Plumbing Contractors of America**

**12:15 p.m. – 1:30 p.m.**

Join members of the PCA Board of Directors for a box lunch and discussion of today's business challenges, from correcting engineered designs for BIM to plumbing fabrication and service.

You will learn:

- Technology impacting plumbing contractors
- Key Performance Indicators for plumbing service
- Products and innovations that can improve fabrication

**Scott Wallenstein**, PCA Chair and CEO of Neptune Plumbing & Heating will moderate this session.



## David Rabiner

### Creating a Dream Team: The Magic is in the Mix

Sponsored by **Baltimore Aircoil Company**

**1:30 p.m. – 3:00 p.m.**

A dream team is not about having team members who all work the same way. Different people think and act differently and they respond and contribute in different ways. This fun, memorable seminar includes a tool you will be able to use immediately and will want to share with your entire team. As a bonus, you will likely find that this seminar also applies to your dream team at home.

You will learn:

- How to understand your team members better and appreciate what they have to offer
- How to interact with and influence your team in the most effective way

**David Rabiner** has been a leadership speaker, trainer, facilitator and executive coach since 1993. For most of his life, he has been a student of how leaders develop themselves, how people influence one another and how individuals, teams and companies perform at their best.

## Monday Afternoon Seminars



### Tim Moormeier & Ron King

#### Exploring the Next Generation of WebLEM—the WebLEM+Plus

1:30 p.m. – 3:00 p.m.

As an MCAA member, you have free access to one of MCAA's most powerful and valuable benefits, the WebLEM. This session will update you on the next generation of the WebLEM, which has transformed into a single resource containing labor units, manufacturer drawing content and

much more. It's all there to help you estimate fabrication more accurately, design projects using standard objects and execute projects more quickly and with greater confidence.

**Tim Moormeier** is President of U.S. Engineering, a registered professional engineer in four states, a LEED® AP and co-chair of the MCAA WebLEM Committee. **Ron King** is Global Estimating Manager for Trimble and co-chair of the MCAA WebLEM Committee.



### Scott Berger & Kip Bagley

#### Lessons from Best-in-Class Service Contractors—Leveraging Key Performance Indicators to Drive Results

1:30 p.m. – 3:00 p.m.

In the last few years, your burden as a contractor has been to figure out how to sort through the influx of data bombarding you and effectively use the information to make better business decisions. As technologies improve and are integrated to address this, the challenge becomes making sense of the data in a way that's meaningful to your company. This session is based on data compiled from the 2019 MSCA Benchmark Survey.

You will learn:

- How to determine Key Performance Indicators (KPIs) that can be tracked and used to communicate day-to-day business operations
- Practices the most successful contractors use to make their companies best in class and how to emulate them
- Strategies for selecting and implementing your unique KPIs when you return to the office

**Scott Berger** is President/COO of Arista Air Conditioning Corporation and Past Chair of the MSCA Board of Managers. **Kip Bagley** is Vice President Service with EMCOR Services Mesa Energy Systems. He is Chair of the MSCA Board of Managers.



# Student Chapter Competition

**Monday, 1:30 p.m. – 3:00 p.m.**

Watch the final four Student Chapter teams take the main stage to compete for \$10,000. These emerging industry leaders will present their proposals of a real-world contracting bid—contributed by Fresh Meadow Mechanical Corp. of Fresh Meadows, NY—and answer demanding questions from a panel of MCAA member judges.

Attend this popular event to witness the talent that the next generation holds. You might even find the next intern, co-op or full time hire for your company. For the second year, you will have a say as you vote for the *Most Valuable Presenter*. The audience will participate in live voting to determine a standout student presenter among all four teams.

## **NEW THIS YEAR**

### **Networking & Recruiting 360: Find Your Next Employer**

*Sponsored by Viega*

**Wednesday, 9:00 a.m. – 11:00 a.m.**

MCAA members and students will come together for the ultimate recruiting opportunity. Not your typical job fair, students and members will connect one-on-one in a reception-style environment to discuss full-time, internship and co-op opportunities within the industry. Students from top construction management and mechanical engineering programs will come with resumes in hand and members should come prepared to find their next hire! Both sides will have the chance to ask questions about their experiences.

MCAA members should check out [www.MCAAGreatFutures.org](http://www.MCAAGreatFutures.org) for access to student resumes and chapter profiles. There will be two on-site kiosks for members to view resumes and schedule interviews. All MCAA members can take advantage of the website's job board feature to post job openings.

## **Other Student Information**

### **Student Chapter Orientation**

*Sponsored by Viega*

**Sunday, 4:00 p.m. – 6:00 p.m.**

### **Student Chapter Presidents' Advisory Council Lunch & Meeting**

**Tuesday, 12:00 p.m. – 1:00 p.m.**

### **Student Chapter Lunch & Meeting**

**Wednesday, 12:45 p.m. – 2:00 p.m.**

### **Student Chapter Closing Dinner**

*Sponsored by Viega*

**Wednesday, 5:00 p.m. – 7:00 p.m.**



MANUFACTURER / SUPPLIER COUNCIL  
**MCAA**  
Adding Value to Your Supply Chain

# Annual Manufacturer/ Supplier Council Exhibit

**Tuesday, 7:00 a.m. – 10:00 a.m.**

This is your chance to see how the products and services you rely on are responding to change with new technologies, innovations and improvements. You will also see products and services that are emerging to take on the anticipated challenges of our future. Representatives of MCAA's Manufacturer/Supplier Council will be available to meet and discuss experiences with their products and services.

This is your opportunity to gain new insights and knowledge about how your business can grow with products and services that cut costs, save time and reduce errors. You'll learn how innovation could move you ahead of your competition and onto new levels of success. You may even discover a new approach to using software or a device in the office, or in the field, that will significantly increase productivity and bottom-line results.

It's all about relationship building. At MCAA, our Manufacturer/Supplier Council members are equal members of our association and participate in many events. Their executives build deep and lasting relationships with many of our contractor members. Don't miss this opportunity to connect with them!

***Continental breakfast will be provided.***

**Tuesday** Featured Speaker

# Dr. Jen Welter



**WOMEN** *in the*  
**MECHANICAL**  
**INDUSTRY**

## **Authentic Leadership**

Sponsored by **Women in the Mechanical Industry**

**10:30 a.m. – 11:30 a.m.**

**Dr. Jen Welter** draws from her trailblazing journey to deliver memorable insights on the far-reaching benefits of being an authentic leader, focusing on one's goals and cultivating a champion's mindset.

With stories drawn from her experiences on and off the field, Welter inspires and enlightens audiences with insights on breaking barriers, achieving what others say is impossible and the true value of diverse teams.

The first female coach in NFL history, Welter serves as a powerful role model and an inspiring reminder that barriers are meant to be broken. With a career marked by a number of firsts, Welter made history when she coached the Arizona Cardinals' inside linebackers for their 2015 training camp. Previously, she became the first woman to coach a men's professional football league team, as a linebacker and special teams coach for the Indoor Football League's Texas Revolution. She was also the first woman to play running back in a men's professional football season with the Texas Revolution. In Welter's book, *Play Big*, she reveals the grit and determination that it took to be a trailblazer in one of the country's toughest boys' clubs. Welter holds a Doctorate in psychology and a Master's in sport psychology.



## Tuesday Morning Seminars



# Robert Beck, Mason Evans & Adam Snavely

## Operations Management: Plan, Adapt, Profit

10:15 a.m. – 11:45 a.m.

Join veteran industry leaders for a discussion on how to plan for success and adapt to challenges to improve your company's bottom line. Building on their popular Operations Management class at MCAA's Advanced Institute for Project Management, this session will focus on best practices to set your team up for success using tools from the Management Methods Manual.

You will learn:

- How you and your teams can adapt to challenges that aren't in the book
- How identifying 'red flags' can help you 'see the smoke before the fire'

**Robert Beck** is President and CEO at John W. Danforth Company and MCAA Vice President/Assistant Treasurer.

**Mason Evans** is President and CEO of JH Kelly and President of the PMCA of Oregon. **Adam Snavely** is President and CEO of The Poole and Kent Corporation and a past member of the MCAA Board of Directors.



# Nick Espinosa & Jeff Sample

## Technology Outsourcing: Augmenting Your IT

10:15 a.m. – 11:45 a.m.

The rapid pace of technological change can be daunting. Are you equipped to handle the increased demands on your business? The answer may be outsourcing.

You will learn:

- How to effectively scale and secure solutions through managing a successful outsourced model
- What services are available to help you scale your operations for mobile device management, jobsite solutions and administering construction applications
- How to balance scale with security

**Nick Espinosa** is CIO for BSSi2 LLC and an expert in cybersecurity and network infrastructure. In 2015, he launched Security Fanatics, a Cybersecurity/Cyberwarfare outfit dedicated to designing custom Cyberdefense strategies for medium to enterprise corporations. **Jeff Sample** is CEO of Ironman of IT LLC and the Director of Strategic Accounts for eSUB. He guides AEC companies through their digital transformations by designing solutions, optimizing strategic advantages and breaking down information silos. He has transformed how companies create and apply solid infrastructures for IT ecosystems. His signature technology solutions place emphasis on functionality and fiscal responsibility.



### Lee Smither

#### Not All Strategy is Good Strategy: Fatal Flaws to Avoid

10:15 a.m. – 11:45 a.m.

Making good strategic decisions about your company's future isn't easy. Good strategy creates an advantage that is more than just incremental improvements—it enables you to win in the long term. Too many contractors take the easy route and, as a result, their market strategy is flawed or even worse—non-existent. Our industry is changing rapidly and there has never been a more important time to get this right!

You will learn:

- Which fatal flaws to avoid when formulating your strategic direction
- How to test your strategy for effectiveness
- How best to implement a strategy for success

**Lee Smither**, a principal for FMI's consulting practice, helps engineering and construction companies with strategic planning to improve their corporate performance. He specializes in market strategy and consulting, developing and implementing organization-wide change initiatives and other leadership-focused engagements.



### Chris Carter, Steve Harvey & Brian Hughes

#### Growing a Strong and Profitable Service Business

10:15 a.m. – 11:45 a.m.

A strong HVACR and plumbing service business can help sustain your business during downturns in the construction market. This session will provide you with the fundamentals needed to start or improve your service business' performance.

You will learn:

- How to analyze your service business model and identify future growth opportunities
- Actionable strategies to build the sales team you need to facilitate service growth
- How to generate a recurring revenue stream through preventative maintenance agreements, additional pull-through work and retrofit opportunities

**Chris Carter** is Vice President of Service at Murphy Company and Past Chair of the MSCA Board of Managers. **Steve Harvey** is General Manager at Soefker Services. **Brian Hughes** is Executive Vice President at Hughes Environmental Engineering. All three are members of the MCAA Board of Directors.

## Tuesday Morning Seminars



# Mike Brandt & Don Brown

## The Benefits of a Peer Group

**10:15 a.m. – 11:45 a.m.**

What could be better than learning from your peers and sharing best practices? Mike Brandt and Don Brown will candidly discuss why being a member of a peer group has been a large contributor to the success of their companies.

You will learn:

- What it means to be in a peer group
- The benefits, time commitment and costs involved in peer group participation
- How to find a peer group near you

**Mike Brandt** is President and CEO of Smith & Oby Company and MCAA's Immediate Past President. **Don Brown** is President and CEO of D.V. Brown & Associates, Inc. and a past member of the MCAA Board of Directors.



**Wednesday** Featured Speaker

# Alden Mills

## **Be Unstoppable: The Science and Secrets of Persistence**

Sponsored by **Trimble**

**9:00 a.m. – 10:00 a.m.**

Odds are that you or someone you work with uses **Alden Mills'** inventions. He is a former Navy SEAL who has been awarded more than 40 patents, which have sold over 10 million products (and counting) worldwide. He's created five No. 1 ranked infomercials and is the author of *Be Unstoppable: The 8 Essential Actions to Succeed at Anything* and *Build Unstoppable Teams*.

The company he co-founded and led, Perfect Fitness (e.g. Perfect Pushup, Perfect Ab-Carver, etc.), gained national acclaim through *Inc. Magazine* as the fastest-growing consumer products business from 2007 to 2009, with an astounding 12,000-plus percent growth-rate, going from \$500K to over \$63M in just three years.

His mantra is "success is a team sport." Mills learned this early in life as an uncoordinated, asthmatic who persevered to be a one-time Olympic rowing hopeful before going on to be a three-time No. 1-ranked Navy SEAL platoon commander. He applied his lessons learned in leading SEAL platoons to building and leading a hyper-growth company. He has over 25 years of military and business leadership experience building, leading and innovating with teams.

Tested and proven, he has been called the modern-day Zig Zigler because of his magnetic presence, riveting story-telling and innovative teaching methodologies. His simple and effective frameworks help organizations build high-functioning team players and leaders. For Mills, it is all about enabling his audiences to achieve more than what they originally thought was possible.



## Wednesday Morning Seminars



### Brett Young

#### Next-Gen Business Practices—Future Proofing the Mechanical Contractor

9:00 a.m. – 10:30 a.m.

Technology is a double-edged sword. It can enable a business to grow or create severe detrimental external competitive pressures. This seminar will explore global architecture, engineering and construction industry technology trends against a backdrop that assumes the role of the mechanical contractor will be changing in the years to come.

You will learn:

- How to adapt to new business realities that defragment our industry
- How to increase productivity and change business models
- How to future-proof the role of the mechanical contractor in the AEC business

**Brett Young** is a software developer, construction technology expert and recognized thought leader in the architecture, engineering and construction industry. His work focuses on the use of video game technology to democratize, expand and deepen software development for building information modeling (BIM).



### Nick Espinosa

#### Maintaining Privacy in a Data-Driven World

9:00 a.m. – 10:30 a.m.

Everywhere you turn, you read about companies being hacked and personal data being exposed to the underworld of the dark web. Social media and commerce websites sell our information to the highest bidder and even a simple Internet search can lead to more personal exposure than most want.

You will learn:

- How you are data mined without even knowing it
- How to keep your data private while staying on the grid
- How to remain private in a rather public world

**Nick Espinosa** is CIO for BSSi2 LLC. In 2015 he launched Security Fanatics, a Cybersecurity/Cyberwarfare outfit dedicated to designing custom Cyberdefense strategies for medium to enterprise corporations.



# Beverly Holcomb

## Time Management vs. Energy Management: And the Winner is...?

**9:00 a.m. – 10:30 a.m.**

Your most precious resource is ENERGY! And when you focus on this ONE thing, EVERY area of your life is positively affected. Energy fuels every facet of vibrant health. But conversely, when this precious resource insidiously leaks out, it depletes you and shows up as “symptoms”—and potentially—disease. It’s about energy-management. Invest in YOU first and watch the real ROI happen in ALL areas of your life!

You will learn:

- The 4 Pillars of REAL and LASTING change
- How to replenish your “energy bank account”
- How to make time management a thing of the past by properly fueling your mind, body and soul every day

**Beverly Holcomb** is the former CEO and Founder of NRG Solutions, a salivary hormone and neurotransmitter testing company. A certified functional health and nutrition coach and a certified personal trainer, she has years of research and clinical experience working with the various aspects of nutrition, hormones, detoxification and addictions and an extensive background in the design and facilitation of corporate wellness programs.



# Landon Funsten

## Past, Present and Future: How Contractors Succeed and Which Trends are Emerging for the Future

**9:00 a.m. – 10:30 a.m.**

Contractors of all sizes struggle to keep existing clients and maintain a foothold. However, others gain traction, build backlogs, run profitably and penetrate new areas of specialization. So what is their secret? Why do some companies do well while others just barely survive? This seminar will show you.

You will learn:

- The business imperatives for surviving in the construction industry
- The common mistakes contractors make
- How to build a company fit for the next challenge

**Landon Funsten** is Chairman of FMI Corporation. He works extensively with contractors throughout the country, focusing on buyer and seller representation, business continuity and stock valuations. Before taking his current position, he spent time in FMI’s Investment Banking Group and FMI’s Management Consulting practice.

## Wednesday Morning Seminars



### Steve Richman

#### Culture and Change

9:00 a.m. – 10:30 a.m.

Since he joined the MILWAUKEE® team in 2007 MILWAUKEE® has experienced complete transformation under the leadership of Group President Steve Richman. In this session you will hear from the leader who navigated the difficult transition and positioned the company for a

decade of unprecedented growth. Richman will share details about this journey, the change that was required, and the unique culture he helped build within the MILWAUKEE® leadership team.

**Steve Richman** was appointed Group President of MILWAUKEE TOOL in January 2007, and is responsible for Milwaukee's Power Tool, Hand Tool, Accessory and Empire divisions. As such, Richman oversees Global Product Development, Manufacturing and Operations for each division, as well as MILWAUKEE® Sales in North and South America. He has over 25 years of experience in the management of industrial, electrical, plumbing and retail distribution channels.

### NEW THIS YEAR

## Networking & Recruiting 360: Find Your Next Hire

Sponsored by **Viega**

Wednesday, 9:00 a.m. – 11:00 a.m.

MCAA members and students will come together for the ultimate recruiting opportunity. Not your typical job fair, students and members will connect one-on-one in a reception-style environment to discuss full-time, internship and co-op opportunities within the industry. Students from top construction management and mechanical engineering programs will come with resumes in hand, and members should come prepared to find their next hire! Both sides will have the chance to ask questions about their experiences.

MCAA members should check out [www.MCAAGreatFutures.org](http://www.MCAAGreatFutures.org) for access to student resumes and chapter profiles. There will be two on-site kiosks for members to view resumes and schedule interviews. All MCAA members can take advantage of the website's job board feature to post job openings.





### Misty Hyman

#### How an Olympic Gold Medalist Found Opportunity from Adversity

Sponsored by **Women in the Mechanical Industry**

**11:00 a.m. – 12:30 p.m.**

A rule change forced her to transform her trademark swimming technique after she missed the Olympic team by three one-hundredths of a second. Olympic gold medalist Misty Hyman epitomizes the underdog story and her life lessons are not confined to the pool.

From competitive swimming to her experience as a collegiate coach, she shows us how to empower ourselves, overcome adversity and reach our goals when the odds seem stacked against us.

**Misty Hyman, MBA**, won a stunning upset victory at the 2000 Sydney Games when she came from behind to break the American record and win the 200-meter butterfly. Recognized as a pioneer in the sport for her innovative underwater dolphin kick, the Stanford graduate is a 28-time All-American who won 13 U.S. and five NCAA national titles including 1998 NCAA Swimmer of the Year.



### James Benham

#### 5G Platforms: Connectivity of the Future

**11:00 a.m. – 12:30 p.m.**

In a hyper-connected world, the ability to get connectivity to the jobsite is absolutely critical. In this seminar we'll discuss the different options that contractors have for connectivity. All the best apps in the world won't help your company if they can't connect, so come and join the discussion!

You will learn:

- Options for jobsite connectivity, including 5G and 4G networks, satellite solutions and more traditional wire-line solutions
- Challenges and solutions for bandwidth between devices inside the site

**James Benham** is CEO of JBKnowledge and host of The ConTechCrew podcast. JBKnowledge is a premier provider of technology solutions for the construction and insurance industries. The company is a seven-time recipient of the Aggie 100 award, a six-time Newman 10 recipient and was recently named to the LSU One Hundred for the second time.

## Wednesday Afternoon Seminars



### Lee Smither

#### Innovation: The World of Construction 2.0

11:00 a.m. – 12:30 p.m.

Prefabrication, modularization, robotics, autonomous equipment, 4D and 5D design... innovation is around every corner and technology companies have discovered opportunities within the construction industry. This seminar previews what Construction 2.0 looks like and what it means for you and your company.

You will learn:

- What our landscape will look like in five years
- What innovations are already being used today and what is yet to come

As a principal for FMI's consulting practice, **Lee Smither** helps engineering and construction companies with strategic planning to improve their corporate performance. He specializes in market strategy and consulting, developing and implementing organization-wide change initiatives and other leadership focused engagements. Additionally, he led FMI's CEO Forum, which hosted the Top 100 leaders from the industry each year in Washington, D.C.



### Beverly Holcomb

#### You Know Your Company's ROI—What's Your Body's ROI?

11:00 a.m. – 12:30 p.m.

What if there was a systematic way to significantly affect you and your organization's health and vitality while reducing healthcare costs, increasing productivity and improving the overall culture and bottom line? The real ROI is investing in YOU—first!

You will learn:

- Which "4 Pillars" affect virtually all areas of health: nutrition, movement, recovery, integration
- How having one or more of these areas out of balance can contribute to—or cause—most of the top diseases we face today (i.e., obesity, diabetes, high cholesterol, high blood pressure, cardiovascular disease, cancer, chronic pain, Alzheimer's and more)

**Beverly Holcomb** is the former CEO and Founder of NRG Solutions, a salivary hormone and neurotransmitter testing company. A certified functional health and nutrition coach and a certified personal trainer, she has years of research and clinical experience working with the various aspects of nutrition, hormones, detoxification and addictions. She also has an extensive background in the design and facilitation of corporate wellness programs.



# Additional Networking Opportunities

## Welcome Beverage

**Saturday, 1:00 p.m. – 6:00 p.m.**

**Sunday, 7:00 a.m. – 6:00 p.m.**

📍 **Grand Wailea Resort & Spa** - MCAA Registration & Information Center

Sponsored by **SPX Cooling Technologies**

## Opening Breakfast

**Monday, 6:00 a.m. – 7:30 a.m.**

📍 **Wailea Beach Resort - Marriott, Maui** - Luau Grounds

📍 **Fairmont Kea Lani** - Royal Fountain Terrace

📍 **Grand Wailea Resort & Spa, Grand Wailea Ho'olei Villas & Four Seasons Resort** - Grand Wailea's Molokini Gardens

Sponsored by **Johnson Controls**

## WiMI Reception

**Monday, 3:30 p.m. – 5:00 p.m.**

📍 **Grand Wailea Resort & Spa**

Sponsored by **Women in the Mechanical Industry**

## Refreshment Breaks

**Monday, 10:00 a.m. – 10:30 a.m.**

**Monday, 1:00 p.m. – 1:30 p.m.**

📍 **Wailea Beach Resort - Marriott, Maui**

Sponsored by **Parker Hannifin**

## ALI Graduates Reception

**Monday, 3:30 p.m. – 5:00 p.m.**

📍 **Grand Wailea Resort & Spa**

## Refreshment Breaks

**Tuesday, 9:45 a.m. – 10:15 a.m.**

**Wednesday, 10:30 a.m. – 11:00 a.m.**

📍 **Wailea Beach Resort - Marriott, Maui**

Sponsored by **Trane**

## Closing Breakfast

**Thursday, 8:00 a.m. – 8:45 a.m.**

📍 **Grand Wailea Resort & Spa**

Sponsored by **Mueller Industries**

# Featured Social Events

## Opening Party featuring The Trip

**Sunday, 6:30 p.m. – 8:30 p.m.**

*Beverages Sponsored by **SIEMENS***

*Souvenir Photos Sponsored by **EVAPCO, Inc.***

Join your friends and colleagues at the first official event of MCAA2020. Experience the excellence of Hawaiian cuisine while catching up with friends old and new and enjoying the music of one of MCAA's favorite bands, The Trip.

## Dessert Party featuring The Spazmatics

**Tuesday, 8:00 p.m. – 9:30 p.m.**

*Sponsored by **CNA & MILWAUKEE TOOL***

Grab a cocktail, let your hair down and dance the night away to the music of The Spazmatics. Indulge in delicious treats like ice cream, cookies, cake and more!

## Closing Reception, Dinner & Jason Mraz in Concert

**Wednesday, Reception 4:00 p.m. – 6:00 p.m.**

**Dinner 6:00 p.m. – 7:30 p.m.**

**Concert 8:00 p.m.**

*Reception Sponsored by **MILWAUKEE TOOL***

*Dinner & Concert Beverages Sponsored by **Daikin Group***

*Dinner Sponsored by **Watts Water Technologies***

Enjoy gourmet outdoor dining on the lawns of the Grand Wailea Resort & Spa while you watch the sunset. Dinner seating will be based upon your registered state and assignments will be found in your convention registration packet. Dinner will be followed by a private concert featuring Jason Mraz.



# Sunday Sports Events

## Annual Golf Tournament

**6:15 a.m. – 2:00 p.m.**

*Sponsored by **Victaulic & Carrier Corporation***

Hit the links to compete in MCAA's annual golf tournament taking place on two beautiful courses at the Wailea Golf Club. Test your skills on either the award-winning Wailea Emerald Course with gorgeous ocean views or the previous home course of The Champions Skins Game, the Wailea Gold Course. The tournament begins with a continental breakfast in the Clubhouse at Gannon's Restaurant before a shotgun start. Pairings will be available at MCAA's Sports Desk on Saturday. Shuttles from all hotels will be provided.

## Annual 5K Fun Run and 1-Mile Walk

**7:00 a.m. – 10:00 a.m.**

*Sponsored by **Anvil International***

Get the blood flowing and enjoy the beauty of an island morning while participating in a 5K run or a 1-mile walk. From the complimentary t-shirt, to the warm-up exercises, to the continental breakfast, everyone—participants and spectators alike—has fun at this annual event. There are three ways to register: online in advance, on-site Saturday at Anvil's Fun Run/Walk Desk or at the race site prior to the start of the event.

## 46<sup>th</sup> Annual Tennis/Pickle Ball Tournament

**7:00 a.m. – 11:30 a.m.**

*Sponsored by **NIBCO INC.***

Tennis and Pickle Ball enthusiasts of all ages are invited to test their skills at the 46<sup>th</sup> Annual Tennis/Pickle Ball Tournament! Players and spectators are treated to a deluxe breakfast before the warm-up exercises begin. Get ready for a fun morning no matter your skill level; the best players in the mixed-doubles and round robin matches will win special recognition.

***Winners of all sports events will be announced at the Wednesday morning Awards of Excellence Breakfast.***



# Local Activity Recommendations

Board a **sailing catamaran** with unobstructed views of Kaho'olawe and Lanai, while you stop to snorkel at the iconic Molokini crater and Turtle Town.

Enjoy a memorable evening of sailing, cocktails, delicious cuisine and gorgeous vistas on a unique **Maui sunset dinner cruise**.

Explore the epic **volcanic landscapes of Haleakala** from the 10,000-foot summit and cruise down the mountain on a bike.

Raise the bar to new heights in every imaginable way with a dual or single **zipline experience**.

Take in all the sights while you enjoy the thrill of the ride, feel the exhilaration of the wind in your hair and see the **sights of Maui from above on a helicopter**.

Connect with nature and explore the beauty of Maui from an **individual or dual kayak** with a guide or venture off on your own!

Experience a traditional **Polynesian dinner** as the sun sets behind the palm trees and the blow of the conch shell calls the luau ceremony to start.

Journey back to December 7, 1941, when the United States was tragically thrust into fighting in World War II, with a **day trip to Pearl Harbor and Oahu**.

From mauka (mountain) to makai (ocean), there are so many gorgeous sights to see while exploring **Maui's beautiful hiking trails and forests**.

Drawing from decades of whale research and ocean conservation, **Maui's whale watching guides** will show you the whales of Maui in their natural habitat.



## Need assistance planning any off property events or reservations?

Contact: Marseu (Mars) Simpson, M.A.R.S. Hawaii  
mars@marshawaii.com | Office: 808-419-8640

*Please note: Marseu (Mars) will be at the Registration & Information Center on Saturday and Sunday to assist with last-minute requests.*

**Fairmont  
Kea Lani**

**Four Seasons  
Resort**

**Grand Wailea  
Ho'olei Villas**

**Grand Wailea  
Resort & Spa**

**Wailea Beach Resort -  
Marriott, Maui**



# Wailea Hotel Options

When it comes to finding the perfect accommodations, MCAA2020 attendees have plenty of choices. Each of the five properties is stellar. Examine the options before selecting a property because they differ in location and amenities.

MCAA will arrange accommodations for registered attendees. Property contact information is provided for reference if you want to reach out to the hotels with specific questions or want to learn more. When registering, please indicate your top-three hotel and room type preferences. The hotels are presented here in order of geographic location.



# Wailea Beach Resort - Marriott, Maui

**3700 Wailea Alanui Drive  
Wailea, Hawaii 96753  
808.879.1922**

The tastefully redesigned Wailea Beach Resort - Marriott, Maui welcomes guests with stunning views of the Pacific. Located on the water's edge, this family-friendly hotel boasts sparkling outdoor pools and the longest resort waterslide in Hawaii. Every room and suite has been updated with ocean-inspired decor and includes mini-refrigerators, plush bedding and WiFi. Large balconies and oversized lanais reveal stunning views, including vibrant sunsets and the occasional humpback whale. Diverse dining options include a signature restaurant, private floating cabanas and a luau show, among others. You are steps from the Wailea and Ulua Beaches and a short walk from Wailea shopping, dining and entertainment options.

***MCAA2020's seminars on Monday, Tuesday and Wednesday, the Manufacturer/Supplier Council Exhibit, refreshment breaks and the Annual 5K Fun Run and 1-Mile Walk will be held at this resort.***



# Grand Wailea Resort & Spa

**3850 Wailea Alanui Drive  
Wailea, Hawaii 96753  
808.875.1234**

At the center of everything, the sprawling expanse that is the Grand Wailea Maui, a Waldorf Astoria Resort, is surrounded by 40 acres of lush tropical landscape. Updated rooms and suites offer views in almost every direction, ranging from the stunning Mount Haleakala to the pristine Pacific Ocean. You can dine at the signature island-style restaurant Humuhumu, a thatch-roof restaurant that floats on its private lagoon and enjoy a cocktail at the swank Botero Bar.

Please note that the extensive water features and pools on this property are limited to Grand Wailea (and Ho'olei Villas) guests only and daily colored bands are used to enforce this policy.

***MCAA2020's registration, major sessions and social events will be held at this resort. This property tends to sell out early!***



# Grand Wailea Ho'olei Villas

**146 Ho'olei Circle  
Wailea, Hawaii 96753  
808.856.2000**

Find bright and breezy accommodations at the Ho'olei Villas at Grand Wailea Resort & Spa. Watch a brilliant Hawaiian sunset from your private lanai and create a delicious dinner on the barbecue grill. The two-story villas are each 3,200 - 4,000 sq. ft. and beautifully decorated, with luxurious touches like granite countertops, custom Italian cabinetry and a generous great room with vaulted ceilings. Each villa includes three bedrooms, three bathrooms, a lanai, full kitchen, private elevator and garage. Guests enjoy the benefit of a dedicated concierge and a shuttle for all the amenities and experiences at the Grand Wailea Resort & Spa.



# Four Seasons Resort

**3900 Wailea Alanui Drive  
Kihei, HI 96753  
808.874.8000**

See and be seen—or find a hideaway-style sanctuary—along the golden crescent of Wailea Beach. Resort guests can experience a wide variety of complementary services, amenities and activities including 58 cabanas across the resort, oceanfront sanctuaries, up to six different activities daily, complimentary car service to all things Wailea and more. From the infinity edge of the Serenity Pool, marvel at the panoramic views of the island of Lanai and the West Maui mountain range. You can dine under the stars at Ferraro's Italian restaurant, with the open kitchen of DUO Steak and Seafood, or with the lanai seating of Spago.



# Fairmont Kea Lani

**4100 Wailea Alanui Drive  
Wailea, HI 96753  
808.875.4100**

Imagine an island oasis where bright blue skies, a shimmering golden sand beach and an abundance of tropical blooms create a lush vibrant retreat for all. Awaken refreshed in your spacious one-bedroom suite to a picture-perfect Maui morning. Linger on your private lanai to appreciate the beauty that surrounds you, eagerly anticipating the incredible day ahead. The Fairmont Kea Lani includes three swimming pools: featuring an adult-only pool and two family activity pools connected by a 140-foot water slide. You can dine under the stars at the award-winning signature restaurant Kō and savor a variety of island-inspired favorites in the resort's four restaurants and four lounges.



## Registration Information

### REGISTRATION CUT-OFF DATES

**Early Bird – January 13, 2020**

**Regular – February 14, 2020**

## How to Register

### ONLINE

The fastest and easiest way to register is online: [www.mcaaconvention.org](http://www.mcaaconvention.org). You will instantly receive your email confirmation to attend MCAA2020!

### FAX

Download your registration form at [www.mcaaconvention.org](http://www.mcaaconvention.org) and fax it to **1.240.238.2699** (please be sure to dial “1” first).

### MAIL

You can mail your registration form to: **MCAA, 1385 Piccard Drive, Rockville, MD 20850**

## Registering Others

If you need to register other attendees, please have their email addresses when you start the online registration process. If registering by paper form, please use a new registration form for each primary attendee.

## Bringing Children?

Please register your children so they can fully participate in MCAA2020. We have two categories for registration: Youth (ages 5 - 12) and Teen (ages 13 - 17). Activities will be planned for youth registrants during the Tuesday morning Partners' Program. Those 18 and over should register at the guest/family rate.

## Hotel Reservations

MCAA will make your hotel room reservations for you, and this year's attendees have five amazing properties to choose from: Wailea Beach Resort - Marriott, Maui, Grand Wailea Resort & Spa, Grand Wailea Ho'olei Villas, Fairmont Kea Lani and Four Seasons Resort. When registering, please indicate your top three hotel and room type preferences. MCAA will make every attempt to secure one of your top three choices, but rooms do sell out quickly so early registration is recommended. You will receive your official hotel confirmation three weeks prior to arrival.

## Transportation

MCAA will provide shuttle service among the five hotels during scheduled convention activities.

## Golf Tournament

The golf tournament is limited to 240 players so be sure to register early! The tournament is open to registered attendees, guests and family members 13 years of age and older. The per-player fee is \$200 and club rentals are available for \$62.50/set.

## Payment Methods

MCAA accepts American Express, Mastercard and Visa. Once MCAA receives your registration, a secure link will be emailed for you to input your credit card information. If you prefer to give your credit card information via phone, MCAA will contact you. Checks are also welcome, but please note that your registration is not processed until payment is received. Registration forms with copies of checks will not be processed until the actual check is received. Hotel checks should be made payable to the appropriate hotel.

## Questions or Changes?

Please call the MCAA Meeting Department at **301.869.5800** with any questions you might have. Changes to registration information or hotel stay should be made in writing to [eventregistration@mcaa.org](mailto:eventregistration@mcaa.org).

## Friday, March 13

7:00 a.m. – 11:00 a.m.	Executive Committee Breakfast & Meeting	Grand Wailea
11:30 a.m. – 2:00 p.m.	IAMCA Lunch & Meeting	Grand Wailea

## Saturday, March 14

7:30 a.m.	Board of Directors Breakfast	Marriott
8:00 a.m. – 12:00 p.m.	Board of Directors Meeting	Marriott
9:00 a.m. – 11:00 a.m.	Board of Directors, Past Presidents and Invited Guests Partners' Breakfast	Grand Wailea
12:15 p.m. – 1:30 p.m.	Board of Directors Lunch with Allied National Associations	Marriott
1:00 p.m. – 6:00 p.m.	Registration & Information Center	Grand Wailea
1:00 p.m. – 6:00 p.m.	Welcome Beverage <i>Sponsored by SPX Cooling Technologies</i>	Grand Wailea
6:30 p.m. – 9:00 p.m.	Board of Directors Reception & Dinner	Grand Wailea

## Sunday, March 15

6:15 a.m. – 2:00 p.m.	<b>Annual Golf Tournament</b> <i>Sponsored by Victaulic &amp; Carrier Corporation</i>	Wailea Gold & Emerald Courses
6:15 a.m. – 7:15 a.m.	Shuttle to Golf Course	
6:30 a.m. – 7:45 a.m.	Golf Continental Breakfast	Gannon's
8:00 a.m.	Golf Shotgun Start	
7:00 a.m. – 6:00 p.m.	Registration & Information Center	Grand Wailea
7:00 a.m. – 6:00 p.m.	Welcome Beverage <i>Sponsored by SPX Cooling Technologies</i>	Grand Wailea
7:00 a.m. – 11:30 a.m.	<b>46th Annual Tennis/Pickle Ball Tournament</b> <i>Sponsored by NIBCO INC.</i>	Wailea Tennis Club
7:00 a.m. – 8:00 a.m.	Check-In and Deluxe Breakfast	
8:00 a.m. – 8:45 a.m.	Rules, Demonstration, Practice—Pickle Ball Players	
8:00 a.m. – 8:45 a.m.	Warm-Up Drills—Tennis Players	
8:45 a.m. – 11:00 a.m.	Mixed Doubles/Round Robin Play	
11:00 a.m. – 11:30 a.m.	Winners Announced and Awards	
11:30 a.m.	Team Pictures	
7:30 a.m. – 10:00 a.m.	<b>Annual 5K Fun Run and 1-Mile Walk</b> <i>Sponsored by Anvil International</i>	Marriott
7:30 a.m. – 8:00 a.m.	Registration	
8:00 a.m. – 10:00 a.m.	Continental Breakfast	
8:00 a.m. – 8:30 a.m.	Warm-Up Exercises	
8:30 a.m.	Shotgun Start	
4:00 p.m. – 6:00 p.m.	Student Chapter Orientation <i>Sponsored by Viega</i>	Marriott
6:30 p.m. – 8:30 p.m.	<b>Opening Party featuring The Trip</b> <i>Beverages Sponsored by SIEMENS</i> <i>Souvenir Photos Sponsored by EVAPCO, Inc.</i>	Grand Wailea

# Schedule

## Monday, March 16

6:00 a.m. – 7:30 a.m.	<b>Opening Breakfast</b> Sponsored by <b>Johnson Controls</b>	Grand Wailea, Marriott & Fairmont
7:00 a.m. – 5:00 p.m.	Registration & Information Center	Grand Wailea
8:15 a.m. – 10:00 a.m.	<b>Opening General Session featuring President Brian Helm and Steve Wozniak</b>	Grand Wailea
10:00 a.m. – 10:30 a.m.	Refreshment Break Sponsored by <b>Parker Hannifin</b>	Grand Wailea & Marriott
10:30 a.m. – 11:30 a.m.	<b>Featured Speaker Andrew Fastow: Rules Versus Principles</b> Sponsored by <b>Apollo Valves</b>	Grand Wailea
10:30 a.m. – 12:00 p.m.	<b>Monday Morning Seminars</b> <i>New Automation Systems Are Changing How We Design, Build and Operate Buildings</i> <b>Brandon Jackson &amp; Brian Estill</b> <b>Pat Mercer &amp; Kevin Osburn</b> <b>Roger Hubert &amp; Gene Shedivy</b> <b>Armand Kilijian &amp; Mark Rogers</b> <i>Cybersecurity Basics for All Businesses</i> <b>Nick Espinosa</b> <i>Alternative Risk Transfer (ART)—Captive Insurance Concepts</i> <b>Mark Wilke &amp; Mario Vitiello</b> Moderated by: <b>Bob Bolton &amp; Tom Stone</b> <i>Dude, What's My Job? Managing 20 Somethings</i> <b>Brad Karsh &amp; Jon Finch</b>	Marriott
12:15 p.m. – 1:30 p.m.	<b>Plumbing Lunch &amp; Learn</b> Sponsored by <b>Plumbing Contractors of America</b>	Grand Wailea
1:00 p.m. – 1:30 p.m.	Refreshment Break Sponsored by <b>Parker Hannifin</b>	Marriott
1:30 p.m. – 3:00 p.m.	<b>Student Chapter Competition</b>	Grand Wailea
1:30 p.m. – 3:00 p.m.	<b>Monday Afternoon Seminars</b> <i>Creating a Dream Team: The Magic is in the Mix</i> <b>David Rabiner</b> Sponsored by <b>Baltimore Aircoil Company</b> <i>Exploring the Next Generation of WebLEM—the WebLEM+Plus</i> <b>Tim Moormeier &amp; Ron King</b> <i>Lessons from Best-in-Class Service Contractors—</i> <i>Leveraging Key Performance Indicators to Drive Results</i> <b>Scott Berger &amp; Kip Bagley</b> <i>Maintaining Privacy in a Data-Driven World</i> <b>Nick Espinosa</b>	Marriott
2:30 p.m. – 3:30 p.m.	Plumbing Contractors of America Board Meeting	Grand Wailea
3:00 p.m. – 5:00 p.m.	Exhibitor Check-In and Set-Up	Marriott
3:30 p.m. – 5:00 p.m.	Executive Leadership Initiative Reception	Grand Wailea
3:30 p.m. – 5:00 p.m.	Advanced Leadership Institute Graduates Reception	Grand Wailea
3:30 p.m. – 5:00 p.m.	Women in the Mechanical Industry Reception	Grand Wailea

## Tuesday, March 17

7:00 a.m. – 5:00 p.m.	Registration & Information Center	Grand Wailea
7:00 a.m. – 8:00 a.m.	Association Executives Council Business Meeting	Grand Wailea
7:00 a.m. – 10:00 a.m.	<b>Annual Manufacturer/Supplier Council Exhibit</b>	Marriott
8:30 a.m. – 10:00 a.m.	<b>Partners' Program &amp; Breakfast featuring Geena Davis</b> Hosted by Kari Helm <i>Sponsored by <b>Ferguson</b></i>	Grand Wailea
9:45 a.m. – 10:15 a.m.	Refreshment Break <i>Sponsored by <b>Trane</b></i>	Marriott
10:00 a.m. – 10:30 a.m.	Refreshment Break <i>Sponsored by <b>Trane</b></i>	Grand Wailea
10:15 a.m. – 11:45 a.m.	<b>Tuesday Morning Seminars</b> <i>Operations Management: Plan, Adapt, Profit</i> <b>Robert Beck, Mason Evans &amp; Adam Snavelly</b> <i>Technology Outsourcing: Augmenting Your IT</i> <b>Nick Espinosa &amp; Jeff Sample</b> <i>Not All Strategy is Good Strategy: Fatal Flaws to Avoid</i> <b>Lee Smither</b> <i>Growing a Strong and Profitable Service Business</i> <b>Chris Carter, Steve Harvey &amp; Brian Hughes</b> <i>The Benefits of a Peer Group</i> <b>Mike Brandt &amp; Don Brown</b>	Marriott
10:30 a.m. – 11:30 a.m.	<b>Featured Speaker Dr. Jen Welter: Authentic Leadership</b> <i>Sponsored by <b>Women in the Mechanical Industry</b></i>	Grand Wailea
10:30 a.m. – 11:30 a.m.	<b>Manufacturer/Supplier Council Annual Meeting</b>	Marriott
12:00 p.m. – 1:00 p.m.	Student Chapter Presidents' Advisory Council Lunch & Meeting	Grand Wailea
12:30 p.m. – 2:00 p.m.	Industry Improvement Funds Committee Lunch & Meeting	Grand Wailea
12:30 p.m. – 2:00 p.m.	Education Committee Lunch & Meeting	Grand Wailea
12:30 p.m. – 3:00 p.m.	Nominating Committee Meeting	Grand Wailea
8:00 p.m. – 9:30 p.m.	<b>Dessert Party featuring The Spazmatics</b> <i>Sponsored by <b>CNA &amp; MILWAUKEE TOOL</b></i>	Grand Wailea

# Schedule

## Wednesday, March 18

6:30 a.m. – 5:00 p.m.	Registration & Information Center	Grand Wailea
6:30 a.m. – 8:30 a.m.	<b>Awards of Excellence Breakfast featuring Joe Montana</b> <i>Speaker Sponsored by SLOAN</i>	Grand Wailea
9:00 a.m. – 10:00 a.m.	<b>Featured Speaker Alden Mills: Be Unstoppable: The Science and Secrets of Persistence</b> <i>Sponsored by Trimble</i>	Grand Wailea
9:00 a.m. – 11:00 a.m.	<b>Networking &amp; Recruiting 360: Find Your Next Employer</b> <i>Sponsored by Viega</i>	Marriott
9:00 a.m. – 10:30 a.m.	<b>Wednesday Morning Seminars</b> <i>Next-Gen Business Practices—Future Proofing the Mechanical Contractor</i> <b>Brett Young</b> <i>Time Management vs. Energy Management: And the Winner is...?</i> <b>Beverly Holcomb</b> <i>Past, Present and Future: How Contractors Succeed and Which Trends are Emerging for the Future</i> <b>Landon Funsten</b> <i>Culture and Change</i> <b>Steve Richman</b>	Marriott
10:30 a.m. – 11:00 a.m.	Refreshment Break <i>Sponsored by Trane</i>	Marriott
11:00 a.m. – 12:30 p.m.	<b>Wednesday Afternoon Seminars</b> <i>How an Olympic Gold Medalist Found Opportunity from Adversity</i> <b>Misty Hyman</b> <i>Sponsored by Women in the Mechanical Industry</i> <i>5G Platforms: Connectivity of the Future</i> <b>James Benham</b> <i>Innovation: The World of Construction 2.0</i> <b>Lee Smither</b> <i>You Know Your Company's ROI—What's Your Body's ROI?</i> <b>Beverly Holcomb</b>	Marriott
12:45 p.m. – 2:00 p.m.	<b>Executive Committee and Past Presidents' Lunch &amp; Meeting</b>	Grand Wailea
12:45 p.m. – 2:00 p.m.	<b>Student Chapter Lunch &amp; Meeting</b>	Marriott
12:45 p.m. – 2:00 p.m.	Fabrication Committee Lunch & Meeting	Grand Wailea
2:15 p.m. – 3:30 p.m.	Career Development Committee Meeting	Marriott
4:00 p.m. – 6:00 p.m.	<b>Closing Reception</b> <i>Sponsored by MILWAUKEE TOOL</i>	Grand Wailea
5:00 p.m. – 7:00 p.m.	Student Chapter Closing Dinner <i>Sponsored by Viega</i>	Maui Brewing Company
6:00 p.m. – 7:30 p.m.	<b>Closing Dinner</b> <i>Beverages Sponsored by Daikin Group</i> <i>Dinner Sponsored by Watts Water Technologies</i>	Grand Wailea
8:00 p.m.	<b>Jason Mraz in Concert</b> <i>Beverages Sponsored by Daikin Group</i>	Grand Wailea

## Thursday, March 19

7:00 a.m. – 11:00 a.m.	Registration & Information Center	Grand Wailea
7:30 a.m. – 8:00 a.m.	Annual Business Meeting	Grand Wailea
8:00 a.m. – 8:45 a.m.	<b>Closing Breakfast</b> <i>Sponsored by Mueller Industries</i>	Grand Wailea
9:00 a.m. – 10:30 a.m.	<b>Closing General Session featuring UA General President Mark McManus, the Changing of the Guard and Captain Richard Phillips</b>	Grand Wailea
10:45 a.m. – 11:30 a.m.	Board of Directors Closing Meeting	Grand Wailea
10:45 a.m. – 11:30 a.m.	Board and Past Presidents' Partners Reception	Grand Wailea

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