

MECHANICAL CONTRACTORS ASSOCIATION OF OHIO

SEPTEMBER 16-17
TOLEDO OHIO

TOL 2021 mcaao

RENAISSANCE TOLEDO DOWNTOWN
444 NORTH SUMMIT ST.

CONVENTION & TRADE SHOW

GREAT
IDEAS

BRIGHT IDEA BASH! AT



FEATURING: STRANGER THAN FICTION

FEATURED
EVENT

SEPTEMBER 16
IMAGINATION STATION
1 Discovery Way Toledo, Ohio, 43604



19 OCILB CREDITS PENDING



The MCA of Ohio will offer another incredible convention, this time in Toledo! Our first convention was held in 2019 in Cleveland and it exceeded everyone's expectations for attendance. Never before had we assembled so many of the signatory specialty contractors that make up the backbone of the mechanical contracting industry. They joined representatives of MCAA and SMACNA, our labor partners and our manufacturing and supply partners to create a one-of-a-kind opportunity for education and networking.

Toledo promises to be even more impressive! Not only is there a full schedule of timely sessions exclusively designed for signatory contractors, but we've added a special Leadership and Planning Program for Field Leaders and Project Managers as well as a Cyber Security Program for your company IT Specialists.

The main track of education will feature diverse topics on pension funds, federal cyber security regulations, economic forecasting, DEI and workforce retention, Ohio's agency workforce development initiatives, the Ohio General Assembly's outlook on construction-related issues and resilient leadership.

Our manufacturers, suppliers and service providers will be on hand with exhibits so that you can see all the latest and greatest from the industry's top names.

And we didn't leave out the entertainment! The Bright Ideas Bash at the Imagination Station will feature live music, live science demos – including fireworks – and lots of science themed-food and drink options. The patio of the Imagination Station offers one of the best views of Toledo along the Maumee River and should be the perfect setting for an enjoyable fall evening!

The MCAO has been the voice of specialty contractors in the Ohio legislature, agencies and courts since the 1960's but we can't do it without YOU! Please take advantage the incredible education program we've put together for you and enjoy entertainment and industry networking at the exhibits. We'll also get you up to speed on all the important projects we're taking on in Columbus for the betterment of the industry!

Looking forward to seeing you in Toledo!

Tim Farber,
MCA of Ohio President
Farber Corporation, Columbus, Ohio



Wednesday SEPTEMBER 15

2:00 pm - 5:00 pm
Exhibitor Registration & Setup

Renaissance Toledo

5:00 pm - 8:00 pm
MCAO Trustees and Delegates Meeting

Chop House

Thursday SEPTEMBER 16

8:00 am - 11:00am
Exhibitor and Contractor Registration

Renaissance Toledo Foyer

8:00 am - 10:00 am
Exhibitor Setup

Renaissance Toledo Foyer

10:30 am - 11:00 am
Opening Address and Biennial Business Meeting

Renaissance Toledo Ballroom

11:00 am - 12:00 pm
Opening Keynote Address

Renaissance Toledo

12:00 pm - 1:00 pm
Exhibit Grand Opening and Walking Luncheon

Renaissance Toledo

1:00 pm - 2:00 pm
General Session I:
Mike & Mike - On Pension
Renaissance Toledo Ballroom

1:00 pm - 2:00 pm
•Field Leaders & Project Managers Program:
Foreman's Impact on Profitability

Imagination Station Theater

Schedule AT A GLANCE

1:00 pm - 2:00 pm

•IT Specialists Breakout
Track: Hacking the Hackers

Renaissance "The Heights"

2:00 pm - 2:30 pm

Exhibit Break for All Attendees

2:30 pm - 3:30 pm

General Session II:
Developing an
Internal Workforce
Development Model

**Renaissance Toledo
Ballroom**

2:30 pm - 3:30 pm

•Field Leaders & Project
Managers Program:
Foreman's Impact on
Profitability – Part II

Imagination Station Theater

2:30 pm - 3:30 pm

•IT Specialists Breakout
Track: Ransomware.

Renaissance "The Heights"

3:30 pm - 4:00 pm

Exhibit Break for All Attendees

4:00 pm - 5:30 pm

General Session III:
CMMC Certification for
Federal Contracting

Renaissance Ballroom

4:00 pm - 5:30 pm

•Field Leaders & Project
Managers Program:
Foreman's Impact on
Profitability – Part III

Imagination Station Theater

5:30 pm - 6:30 pm

Exhibitor Reception for
All Attendees

Renaissance Toledo Foyer

6:30 pm

Great Ideas Parade to
Imagination Station

6:30 pm - 10:00 pm

Bright Idea Bash at the
Imagination Station
featuring Stranger Than
Fiction

Friday SEPTEMBER 17

7:00 am - 8:00am

Exhibits and Breakfast
for All Attendees

**Renaissance Foyer &
Ballroom**

8:00 am - 9:30 am

General Session IV:
Legislator Round Table
with Calfee Halter
Griswold

Renaissance Toledo Foyer

8:00 am - 9:30 am

•Field Leaders & Project
Managers Program High
Impact Leadership: from
the Field to Office

Imagination Station Theater

8:00 am - 9:30 am

IT Specialists Breakout
Track:
Securing the Mobile
Workforces

Renaissance "The Heights"

9:30 am - 10:00 am

Exhibit Break for All
Attendees

10:00 am - 11:30 am

General Session V:
Moving Forward with
Confidence

Renaissance Ballroom

10:00 am - 11:30 am

•Field Leaders & Project
Managers Program High
Impact Leadership: from the
Field to Office – Part II

Imagination Station Theater

10:00 am - 11:30 am

•IT Specialists Breakout
Track: Advanced Cyber
Security Best Practices

Renaissance "The Heights"

11:30 am - 12:00 pm

Luncheon for All
Attendees

12:00 pm - 1:00 pm

Closing Keynote -
Maurice Claret: A
Lesson in Resilience
and Leadership

1:00 pm - 4:00 pm

Exhibitor Teardown

Field Leaders & Project
Managers Program

• Separate Registration
Required

IT Specialists Breakout
Track

• Separate Registration
Required

Find us at...

mcaohio.com



The Mechanical Contractors Association of Ohio is a coalition of signatory Plumbing, Piping, HVAC, and Sheet Metal Contractors who, through their Local Associations from across the state, monitor and act on the legislative, judicial, and agency issues that are deemed important to the members of this industry and related industries. The Mechanical Contractors Association of Ohio (MCAO) has been engaged in government affairs work and lobbying on behalf of the specialty contracting industry since the late 1960s. The MCAO's success is directly tied to the strength of its membership! This Convention is not just a place to get involved and keep informed, it's your chance to experience the greatest assembly of signatory contractors in Ohio!

 @ohiomca

 @mcaofohio



MCAO 2021

Events and Educational SESSIONS

THURSDAY, SEPTEMBER 16TH

10:30 am–11:00 am
Renaissance Toledo Ballroom



Opening Address and Biennial Business Meeting

Join the MCA of Ohio Trustees, MCAA and SMACNA Representatives and UA and SMART Leaders to kick off this annual assembly. The MCAO will recognize their volunteer leaders and pass the gavel in preparation for another successful year of strong partnership and industry advocacy! Immediately following the Business Meeting, Ohio's Lieutenant Governor, Jon Husted, will present the Opening Keynote Address.

1:00 pm–2:00 pm
Renaissance Toledo Ballroom



General Session I: Mike & Mike: On Pension

Speakers: Mike Ledbetter of Ledbetter Parisi and Mike Rust of Cuni Rust and Strenk

Trust Fund Attorney, Mike Ledbetter of Ledbetter Parisi and Mike Rust, Fund Actuary of Cuni Rust and Strenk make up **Mike & Mike: On the Fringe** – the successful webinar series launched in 2020 exclusively for signatory contractors on trust fund topics regarding health & welfare plans, apprenticeship programs and pension funds. This session will focus on three key pension plan areas: pension relief in the new American Rescue Plan Act (ARPA); understanding withdrawal liability; and new trends in alternative pension plan design. (1 HR OCILB CEU)

1:00 pm –2:00 pm
Imagination Station Theater



Field Leaders & Project Managers Program: Foreman's Impact on Profitability

(Separate Registration Required)
Speaker: Mark Rogers, West Chester Mechanical Contractors

Mark Rogers will be presenting the Field Leaders & Project Managers Program for 2021. Rogers is an MCAA Past President and President of West Chester Mechanical Contractors, Inc. of Aston, Pennsylvania. This two-day series of sessions will focus on how improved communication and cooperation among foremen, superintendents and project managers are critical for project success and a productive workplace culture. This session will focus on how foremen and their teams impact the company's profitability and ability to compete for more manhours in today's marketplace. As a contractor who came up through the ranks himself, Rogers speaks to this topic with a personal passion and a practical, no nonsense approach. (3 HR OCILB Available for Day 1)

1:00 pm–2:00 pm
Renaissance "The Heights"



IT Specialists Breakout Track: A Walk Together Through the Dark Web: Hacking the Hackers

(Separate Registration Required)

Speaker: Nick Espinosa, BSSI2

This special track of education for IT Specialists will feature Nick Espinosa the Chief Security Fanatic of BSSI2. In this special small-group section, Espinosa will so a deep dive into what, exactly, the Dark Web is! How we get there, what information can we find, and how to defend ourselves from this menace is all covered. Nick will walk the group through actual live Dark Web websites and takes them to Identity Theft sites, ransomware leak sites and more! Espinosa is highly regarded across the country for his cybersecurity expertise and his ability to help companies better defend themselves from the next cyber attack. Don't let your IT professional miss this unique opportunity to have special access to one of the top cybersecurity experts in the US! (1 HR OCILB CEU)

2:30 pm–3:30 pm
Renaissance Toledo Ballroom



General Session II: Developing an Internal Workforce Development Model

Speakers: Speaker: Bill Elliot, Cleveland Builds

Bill Elliot has enjoyed his career journey in education and workforce development. As co-founder and executive director of Cleveland Builds, Elliot has consulted with many businesses and as a Workforce Development Director he worked with over twenty trade unions on their workforce development needs. Elliot will lay out the steps for a true internal workforce development and retention model that incorporates all aspects of your business: human resources; labor; sales; marketing and recruitment. (1 HR OCILB CEU)

2:30 pm–3:30 pm
Imagination Station Theater
Field Leaders & Project Managers Program: Foreman's Impact on Profitability – Part II

(Separate Registration Required)

Speaker: Speaker: Mark Rogers, West Chester Mechanical Contractors (1HR OCILB Available)

The second part of this session will show current and future field leaders and their project managers how their interactions with coworkers, other tradespeople and the end users can help (or hurt) the direct cost of union tradespeople.



2:30 pm–3:30 pm
Renaissance “The Heights”

IT Specialists Breakout Track: Ransomware

(Separate Registration Required)



Speaker Nick Espinosa, BSSi2
Ransomware is the single largest cyberthreat to computers and companies worldwide. It cost hundreds of thousands of dollars, or more, to recover from this kind of attack and a severe loss of revenue as reputations become damaged. In this presentation, Nick Espinosa will walk us through the ins and outs

of ransomware, how it can get into your network, the damage it can do and also how to build a good cyber defense strategy to stop ransomware attacks cold! (1 HR OCILB CEU)

4:00 pm –5:30 pm

Renaissance Ballroom

General Session III: CMMC Certification for Federal Contracting

Speaker: Nick Espinosa, BSSi2

Nick Espinosa Chief Security Fanatic of BSSi2, will give an overview of the federal Cybersecurity Maturity Model Certification (CMMC) and get you up to speed on what you need to know about compliance with this unified standard for implementing cybersecurity across the defense industrial base supply chain. (1.5 HR OCILB CEU)

4:00 pm –5:30 pm

Ritz-Carlton – 7th Floor Links/Foyer



Field Leaders & Project Managers Program: Foreman’s Impact on Profitability – Part III

(Separate Registration Required)

Speaker: Mark Rogers, West Chester Mechanical Contractors

The last part of this session will show how Field Leaders and Project Managers how their actions and their decisions impact safety, insurance, profits and overall company culture at every level of a project.

6:30 pm–10:00 pm

Imagination Station

Bright Idea Bash! featuring Stranger Than Fiction

Follow the parade to the Bright Idea Bash! Inside the Imagination Station Science Museum, you’ll find great food, great live entertainment and the BEST patio in Toledo! Make a margarita on the Blender Bike! Try your hand at Nitro Pops or Bubble Tea! There will be fireworks shows and tons of interactive science exhibits to keep you entertained and keep the great ideas flowing!

FRIDAY, SEPTEMBER 17TH

8:00 am –9:30 am

Renaissance Toledo Ballroom



General Session IV: Legislator Round Table with Calfee Halter Griswold

Speaker: Josh Sanders and

Michael Bowen, Calfee Halter and Griswold

MCA of Ohio Government Affairs Consultants, Josh Sanders and Michael Bowen of Calfee Halter and Griswold will join members of the Ohio General Assembly to discuss industry issues pending with the legislature and the importance of being aware and involved in the legislative process. (1.5 HR OCILB CEU)

8:00 am –9:30 am

Imagination Station Theater

Field Leaders & Project Managers Program High Impact Leadership: from the Field to Office

(Separate Registration Required)

Speaker: Mark Rogers, West Chester Mechanical Contractors

In this second day of the Field Leaders and Project Managers Program, Mark Rogers will present his widely heralded program for High Impact Leadership. The session will focus on leadership beyond the project to create a successful and collaborative culture within your entire organization. This session will help attendees understand the importance of having a TEAM effort on every project. The communication and cooperation between the Project Manager, Detailing Department (VDC) and field leadership sets the tone for the success of any organization. In many instances this chain has spent too much time pointing fingers at each other. This session will educate ALL sides on what the other is dealing with on a daily basis to better understand how their roles can be improved through leadership, communication and education. (3HR OCILB Available)

Events and Educational SESSIONS

8:00 am–9:30 am

Renaissance “The Heights”



IT Specialists Breakout Track – Securing the Mobile Workforce

(Separate Registration Required)

Speaker Nick Espinosa, BSSI2

In the second session in our special track of education for IT Specialists, Nick Espinosa the Chief Security Fanatic of BSSI2 will

provide an extensive presentation on ways to work remotely while protecting your company’s data. He will discuss best practices for working offsite, including setting up a virtual private network (VPN) and making sure that a standard set of best practices are in place to protect your company’s digital assets.

(1.5 HR OCILB CEU)

10:00 am –11:30 am

Renaissance Toledo Ballroom



General Session V: Moving Forward with Confidence

Speaker: Lauren Saidel-Baker, ITR Economics

Never has it been more critical for company leaders and key decision-makers to have a clear, impartial, and data-driven perspective of how factors such as COVID-19 and oil price volatility will impact the economy moving forward, and what they should be doing in response. Lauren Saidel-Baker from ITR Economics will help you determine the best course of action for the most important part of the economy - you and your business. As 2021 is winding down, we anxiously prepare for the challenges and ongoing uncertainties of 2022. There are opportunities and risks ahead and we will explore them in terms of government responses, consumer trends, market opportunities, labor issues, and production costs.

(1.5 HR OCILB CEU)

10:00 am –11:30 am

Imagination Station Theater



Field Leaders & Project Managers Program High Impact Leadership: from the Field to Office – Part II

(Separate Registration Required)

Speaker: Mark Rogers, West Chester Mechanical Contractors

In the second session of the Forum, Mark Rogers will share key skills and effective metrics for running a project so the project doesn’t end up running you!

10:00 am–11:30 am

Renaissance “The Heights”

IT Specialists Breakout Track – Advanced Cyber Security Best Practices

(Separate Registration Required)

Speaker Nick Espinosa, BSSI2

With so many choices in cybersecurity products and tactics, it’s rather hard to discern the good from the bad in when trying to find the best defense for your business! In this presentation, Nick Espinosa will walk us through understanding the most advanced strategies and tactics that are currently in use from Fortune 100 to small business and also discuss how to discern good cybersecurity products from the bad. Not all IT support companies are built the same and Nick will help us understand how to weed out the bad from the good!

(1 HR OCILB CEU)

12:00 pm–1:00 pm

Renaissance Ballroom

Closing Keynote with Maurice Clarett: A Lesson in Resilience and Leadership

OSU football star and youth advocate, Maurice Clarett will present the business and management lessons of resiliency and leadership from his experiences after his dramatic sports career that led him to a life of entrepreneurship, mentoring and community development. Learn strategies for success in talent management, workforce retention, resilient business practices and effective management in challenging times. (1 HR OCILB CEU)





MCAO Convention & Trade Show

September 16-17, 2021 - Toledo, OH

REGISTRATION FORM

An online version of registration is available at www.mcaohio.org

Company Name _____

Full Name for Name Badge _____ Email _____

Full Name for Name Badge _____ Email _____

Full Name for Spouse / Guest Badge _____ Email _____

Company Address _____

City _____ State _____ Zip _____ Work Phone _____

Registration:

Contractor Attendee

\$250

Full registration. Includes access to trade show, seminars, and events.

Field Leader / Project Management Program Attendee

\$250

Full registration. Includes access to trade show, seminars, and events.

IT Specialist Program Attendee

\$250

This special program registration is designed for your company's IT professional and includes a full Contractor Registration for the event as well as three special breakout sessions with cybersecurity expert, Nick Espinoza. Only 12 seats are available for this special interactive and focused program!"

Association Representative Attendee

\$250

Full registration. Includes access to trade show, seminars, and events.

Union Representative Attendee

\$250

Full registration. Includes access to trade show, seminars, and events.

Spouse / Guest Attendee

\$55

For spouses and/or non-industry related guests. Includes special VIP Lounge Access and Imagination Station Party registrations.

Sponsorship Opportunities:

All sponsors will receive logo recognition on signage, pre-and post event promotion, and a sponsorship ribbon on your name badge.

Contractor Education Track (Sept 16)

\$1000.00

Contractor Education Track (Sept 17)

\$1000.00

Project Management Track (Sept 16)

\$1000.00

Project Management Track (Sept 17)

\$1000.00

Attendee Breakfast

\$750.00

Tradeshow Luncheon

\$1000.00

Tradeshow Break

\$500.00

Seminar Cash Prize

\$500.00

Project Management Program Cash Prize

\$500.00

Total Payment Due: \$ _____

Check to MRAO

Visa

MC

AmExp

Discover

Card # _____ Exp. Date _____ Billing Zip Code _____ CSV _____

Name on Card _____

Mail completed form to: MCAO - 7250 Poe Ave. Ste. 410 Dayton, OH 45414;

Email form to chamann@assnssoffice.com; Fax to 937-278-0317



MECHANICAL CONTRACTORS ASSOCIATION OF OHIO
7250 POE AVENUE SUITE 410
DAYTON, OHIO 45414

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CONFERENCE &
TRADE SHOW
2021
SEPTEMBER
16-17

RENAISSANCE TOLEDO DOWNTOWN HOTEL
444 N SUMMIT ST
Toledo, OH 43604

**FEATURED
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SEPTEMBER 16
IMAGINATION STATION
1 Discovery Way Toledo, Ohio, 43604

BRIGHT IDEA BASH! AT
 **imagination**
STATION
FEATURING: STRANGER THAN FICTION



GREAT IDEAS

CONFERENCE AND TRADESHOW

- NATIONALLY RENOWNED SPEAKERS CLOSE TO HOME
- TOP OHIO OFFICIALS AND LAWMAKERS
- CONSTRUCTION EXECUTIVE IDEA EXCHANGE
- **IT SPECIALIST PROGRAM**
- EXHIBITS BY THE INDUSTRY'S TOP SUPPLIERS & SERVICE PROVIDERS
- BRIGHT IDEA BASH AT IMAGINATION STATION WITH ENTERTAINMENT, FESTIVE EATS & TOURS

WANT MORE INFORMATION?
go to www.mcaohio.org