

MECHANICAL CONTRACTORS ASSOCIATION OF OHIO

SEPTEMBER 22-23
COLUMBUS OHIO

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COLUMBUS CONVENTION CENTER
400 N. HIGH STREET

CONVENTION & TRADE SHOW



MCAO STATEHOUSE GALA!



**FEATURING:
STRANGER
THAN FICTION**

STRANGER THAN FICTION

**FEATURED
EVENT**

**SEPTEMBER 22
OHIO STATEHOUSE**
1 Capitol Square Columbus, OH 45215



18.5 OCILB AND 7 KENTUCKY CREDITS



On behalf of the MCA of Ohio Trustees, I'm proud to welcome you to our Convention and Trade Show in Columbus! It's our annual opportunity to gather mechanical and sheet metal signatory contractors from across the region for a unique offering of education, advocacy and entertainment! I encourage you to join your colleagues, our national association leaders, labor partners and manufacturers and suppliers to promote and improve our industry.

We have a full schedule of timely sessions exclusively designed for signatory contractors, and a special Leadership and Planning Program for Field Leaders and Project Managers. Back this year is also our highly rated Cyber Security Program for your company IT Specialists.

In addition to this stellar program of education, 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! At our Statehouse Gala you'll be able to experience the grandeur of the Ohio Statehouse in a whole new way! This gala will feature live music, private tours, drinks and hors d'oeuvres and the event will culminate with a special dinner in the Atrium featuring a VERY exciting special guest! We'll also enjoy an acoustic set from MCAO's favorite band, Stranger Than Fiction, at an exclusive afterparty at the Hyatt!

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. You can meet and hear from your state and federal elected officials while the MCAO Trustees and Consultants get you up to speed on all the important projects and legislative initiatives we're spearheading in Columbus and in DC for the betterment of the entire industry!

Looking forward to celebrating with you in Columbus!

Keith Willkomm,

MCA of Ohio President

United Mechanical Contractors, Inc., Euclid, Ohio



Wednesday SEPTEMBER 21

4:00 pm - 8:00 pm

Exhibitor Registration & Setup

Union Station Ballroom

6:30 pm - 9:00 pm

MCAO Trustees and Delegates Meeting

Jeff Ruby Steakhouse

Thursday SEPTEMBER 22

7:00 am - 11:00am

Exhibitor & Contractor Registration

Union Station Ballroom Foyer

7:00 am - 9:00 am

Exhibitor Setup

Union Station Ballroom

9:30 am - 10:30 am

Annual Business Meeting

Union Station Ballroom

10:30 am - 12:00 pm

Opening Keynote Address

Union Station Ballroom

12:00 pm-12:30 pm

Exhibit Grand Opening and Walking Luncheon

Union Station Ballroom

12:30 pm-1:30 pm

General Session I: Climate Change and ESJ

Union Station Ballroom

12:30 pm-1:30 pm

• Field Leaders & Project Managers Program: Advanced Estimating – Turning your Take Off into a Winning Proposal

Room A110

12:30 pm-1:30 pm

• IT Specialists Breakout Track: Hacking the Hackers

Room A112

Schedule AT A GLANCE

1:30 pm-1:45 pm

Exhibit Break for All Attendees

1:45 pm- 2:45 pm

General Session II:
Ohio's Tech Boom!
Building the Future in
the Buckeye State

Union Station Ballroom

1:45 pm-2:45 pm

•Field Leaders & Project
Managers Program:
Field Based Project
Management – Closing
the Gap Between Office
& Field

Room A110

1:45 pm-2:45 pm

•IT Specialists Breakout
Track: Certification for
Federal Contracting
(CMMC).

Room A112

2:45 pm - 3:00 pm

Exhibit Break for All Attendees

3:00 pm-4:00 pm

General Session III:
Business Succession
Planning for
Contractors

Union Station Ballroom

3:00 pm-4:00 pm

•Field Leaders & Project
Managers Program:
Project Communication
– Understanding the
Importance of Properly
Communicating
Throughout the Project

Room A110

3:00 pm-4:00 pm

IT Specialists Breakout
Track: Basics of
Ransomware s

Room A112

4:00 pm-4:15 pm

Exhibit Break for All Attendees

4:15 pm-5:15 pm

Field Leaders & Project
Managers Program: How
to be a More Effective
Foreman – Management
Seminar

Room A110

4:15 pm-5:15 pm

General Session IV:
ADark Web

Union Station Ballroom

6:00 pm-9:30 pm

Ohio Statehouse Gala
1 Capitol Square

Friday SEPTEMBER 23

7:00 am - 8:00am

Exhibits and Breakfast
for All Attendees

Union Station Ballroom

8:00 am – 10:00 am

General Session V:

Legislator Panel

Union Station Ballroom

10:00 am-10:30 am

•Field Leaders & Project
Managers Program:
Providing Professional
Customer Service –
Customer Service Seminar

Room A110

10:30 am-11:30 am

General Session VI:
Economic Forecast for
Ohio

Union Station Ballroom

11:30 am-1:00 pm

Closing Keynote:
How to Overcome the
Prejudice Injustice On
& Off the Field

Union Station Ballroom

1:00 pm-4:00 am

Exhibitor Teardown

**Field Leaders & Project
Managers Program
and the IT Specialists
Breakout Track
Require a Separate
Registration**

18.5 OCILB and

7 KY Credits

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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!



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MCAO 2022

MECHANICAL CONTRACTORS OF OHIO PRESENTS

OHIO STATEHOUSE



GALA

THURSDAY SEPTEMBER 22ND

1 CAPITOL SQUARE COLUMBUS OHIO

★ 6:00-9:30PM ★

Experience the Ohio Statehouse like never before! This gala will feature live music, private tours, drinks and hors d'oeuvres and the event will culminate with a special dinner in the Atrium featuring a VERY exciting special guest! Meet up with your colleagues and connect with legislators as we all join together to celebrate Ohio! The Statehouse gift shop will also be open with special discounts and promotions. Shuttle service to and from the Hyatt will be available every 30 minutes from 6:00 – 9:30 PM.

And don't miss the afterparty at the Big Bar on 2 at the Hyatt Regency! MCAO's favorite band, Stranger Than Fiction, will race from the Statehouse to the Hyatt for a special acoustic set to cap off the evening from 9:30-11:00!

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ANNUAL CONVENTION
KEYNOTE SPEAKER

CORNELIUS GREEN

Cornelius Green is in a small fraternity of football players who played in four Rose Bowl Games. Green made history as the first African American to start as quarterback for the Buckeyes. Green played for Ohio State in the 1973 Rose Bowl Game, then started in the 1974, 1975 and 1976 games. In the 1974 game, Green was named MVP in a 42-21 victory over USC. Legendary head coach Woody Hayes described the 1974 Rose Bowl Game as “the best game we’ve ever, EVER played.” Green’s third quarter touchdown run broke a 21-21 tie and gave the Buckeyes a lead they would not relinquish. Green accumulated 454 yards of offense and scored two touchdowns in the 1975 and 1976 games. The 1975 Chicago Tribune Silver Football award winner as the Big Ten’s best player, Green was 31-3-1 as a starter.

- 1st African American OSU QB
- MVP of the 1974 Rose Bowl
- Big Ten MVP in 1975
- 2x All-Big Ten Pick
- Led the conference in total offense
- Ohio State Hall of Fame induction 1998
- Rose Bowl Hall of Fame induction 2019

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Mechanical Contractors Association of Ohio
2022 ANNUAL
CONVENTION
COLUMBUS

SEPTEMBER 23RD
COLUMBUS OHIO

Events and Educational SESSIONS

THURSDAY, SEPTEMBER 22ND

9:30am – 10:30am

Union Station Ballroom

Opening Address and Annual Business Meeting

Join the MCA of Ohio Trustees, MCAA, SMACNA and TAUC Representatives alongside UA and SMART Leaders to kick off this annual assembly. The MCAO will recognize their volunteer leaders in preparation for another successful year of partnership and industry advocacy!



10:30am-12:00pm

Union Station Ballroom

Opening Keynote Speaker: Finding Confidence in Conflict

Speakers: Kwame Christian, Carlile, Patchen & Murphy LLP

A best-selling author, coach and speaker,

Kwame Christian is the Director of the American Negotiation Institute and a thought leader in the field of negotiation and conflict resolution. Finding Confidence in Conflict will show you how to handle these negotiations and difficult conversations using the Compassionate Curiosity Framework. This framework designed to guide you through all of your difficult conversations, both at work and at home. We often make the mistake of assuming that our primary barriers to success in difficult conversations are strategic and tactical when the true issues are emotional and psychological. This book utilizes the latest psychological research to help you to overcome these barriers and will also give you the confidence you need to engage in these difficult conversations persuasively and authentically. (1.5hrs OCILB and Kentucky credits)



12:30pm-1:30pm

Union Station Ballroom

General Session I: Climate Change and ESJ

Speaker: Mike Born, Shumaker

With 30 years of experience, Mike Born has participated in and represented clients through regulatory development and enforcement trends throughout multiple administrations at both state and federal levels. During this session you will learn how consumer demands and shareholder activism are pushing companies to increasingly respond to expectations for businesses to address their CO2 footprint, environmental justice, and related social responsibilities in their long-term planning and their day-to-day operations. Consequently, businesses are pushing these issues "down" to suppliers, business partners, and contractors. This discussion will explore the demands your next customer may impose on your jobs, the information they may request you provide, and what you can do to prepare for this brave new "woke" world. (1hr OCILB and Kentucky credit)



12:30pm-1:30pm

Room A110

Field Leaders & Project Managers Program: Advanced Estimating – Turning your Take Off into a Winning Proposal

Speaker: Kevin Dougherty, SMACNA

Kevin Dougherty will be presenting the Field Leaders & Project Managers Program for 2022. Kevin represents a changing industry - aggressive, realistic, and open-minded. Kevin's work and education experience enables him to relate to today's problems and provides tangible solutions in an easy-to-listen style. This session will help estimators to think differently about the estimating process, and how to approach each opportunity realistically. We will help estimators to not just look at the estimate as a number, but more as a process from job inception to job completion. (1hr OCILB AND Kentucky credit)



12:30pm-1:30pm

Room A112

IT Specialists Breakout Track: Hacking the Hackers

Speakers: Nick Espinosa, BSSi2

Nick Espinosa will be joining us to present the IT Specialist Breakout Track for 2022. A deep dive into the threats that corporations and governments face such as Dark Web exposure, types of hacking attacks and a look into the foundational concepts of how to create a well defended organization. Includes live demonstrations of hacking vulnerabilities! (1hr OCILB AND Kentucky credit)



1:45 pm- 2:45 pm

Union Station Ballroom

General Session II: Ohio's Tech Boom! Building the Future in the Buckeye State

Speaker: Valerie Pope, MCA of Ohio Moderator
(1HR OCILB Available)

It seems like every week brings a new announcement of another big tech project coming to our great state! Hear from a panel of tech industry construction professionals about what's coming next, why they picked Ohio and what opportunities surround this boom in high tech manufacturing for signatory contractors. (1hr OCILB and Kentucky credit)





1:45pm-2:45pm

Room A110

Field Leaders & Project Managers Program: Field Based Project Management – Closing the Gap Between Office & Field

Speaker Kevin Dougherty, SMACNA

This Field Based Project Management session is designed to get the field to understand the importance of the project management process and provide them with the tools to improve and ensure profitability goals are met. This program will touch on pre-planning, job coordination, and dealing with the other job trades, the need for jobsite organization, jobsite negotiations and many more real-world topics. (1hr OCILB AND Kentucky credit)



1:45pm-2:45pm

Room A112

IT Specialists Breakout Track: Certification for Federal Contracting (CMMC)

Speaker: Nick Espinosa, BSSi2

Nick Espinosa Chief Security Fanatic of BSSi2, will give an overview of the federal Cyber Security 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 base supply chain. (1hr OCILB AND Kentucky credit)

3:00pm-4:00pm

Union Station Ballroom

General Session III: Business Succession Planning for Contractors

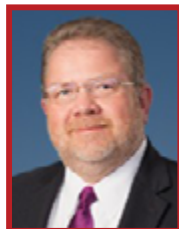
Speakers:



Bob Bobek
Gilmore Jasion
Mahler LTD



Greg Taylor
Gilmore Jasion
Mahler LTD



Matthew Harper
Eastman & Smith
LTD

Join the dynamic trio of Bobek, Taylor and Harper for this timely session on succession planning specifically for contractors. This session will discuss why all contractors should have a succession plan and how it impacts the value of your company. The panel will discuss the landscape of the potential next leaders/owners of your company, family, key management, or an outside buyer. Explore tools and methodologies to transfer wealth while providing a path for the continuation of your company. (1hr OCILB AND Kentucky credit)



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3:00pm-4:00pm

Room A110

Field Leaders & Project Managers Program: Project Communication – Understanding the Importance of Properly Communicating Throughout the Project

Speaker: Kevin Dougherty, SMACNA

This program is designed to help the contractor and their production teams take charge of projects and determine the most profitable way to proceed. Understand the importance of finishing the project strongly, and all the documentation needs and standards. This program will cover the importance of knowing what you own and how it will/can impact the job and how documentation is an important communication channel.

(1hr OCILB AND Kentucky credit)

3:00pm-4:00pm

Room A112

IT Specialists Breakout Track: Basics of Ransomware

Speaker: Nick Espinosa, BSSi2

Learn the ins and outs of what ransomware is, how it can infect your company and spread, and what the potential damage could be to you! Then Nick will dive into the key strategies and technologies needed to thwart these attackers! (1hr OCILB AND Kentucky credit)

MCAO 2022

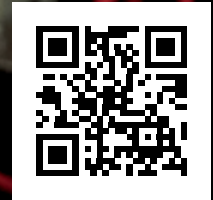


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Events and Educational SESSIONS

THURSDAY, SEPTEMBER 22ND



4:15pm-5:15pm

Room A110

Field Leaders & Project Managers Program: How to be a More Effective Foreman – Management Seminar

Speaker: Kevin Dougherty, SMACNA

This program covers proven conflict resolution techniques, communication skills, productivity enhancement, motivational tactics, time management ideas and many more skills that a foreman needs in order to thrive today. This program is designed to help anyone who manages people; from the new foreman to the experienced veteran all attendees will come away with tools that will make an immediate impact on job performance.

(1hr OCILB AND Kentucky credit)



4:15pm-5:15pm

Union Station Ballroom General Session IV: A Dark Web

Speaker: Nick Espinosa, BSSI2

In this presentation, Nick describes what the Dark Web is, takes you on a live tour of some of the sites and shows you what

is for sale about you. He will also give some recommendations on how to protect your company from these threats. He will discuss the risks we all face with cybersecurity. Small Businesses are often targeted by hackers, because they are seen as a gateway to their customers.

(1hr OCILB AND Kentucky credit)



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FRIDAY, SEPTEMBER 23RD

8:00 am –10:00am

Union Station Ballroom

General Session V: Legislator Panel

Speakers:



Josh Sanders,
Calfee Halter &
Griswold – MCAO
Government
Affairs Consultant



Stan Kolbe,
Executive Director of
Government and
Political Affairs for
SMACNA

The Mid-term Elections are right around the corner and Stan Kolbe and Josh Sanders will be your guide to understanding the key races, key impacts, and key takeaways for your business! They will be joined by a panel of state and federal legislators who will break down the facts versus the fiction and give you the real picture of what is happening in DC and in Columbus!



10:00am-10:30am

Room A110

**Field Leaders & Project
Managers Program: Providing
Professional Customer Service –
Customer Service Seminar**

Speaker: Kevin Dougherty, SMACNA

To each employee, this dynamic and effective program will communicate the need to be more company-minded and sales-oriented. Practical, proven, and entertaining, this program's comprehensive approach to customer service makes this program mandatory for anyone who has contact with customers, including service technicians, drivers, dispatchers, foremen, receptionists, salespeople, accounting personnel, and managers.

(1hr OCILB AND Kentucky credit)



10:30am-11:30am

Union Station Ballroom

**General Session VI: Economic
Forecast for Ohio**

Speaker Guhan Ventaku, Cleveland Federal
Reserve2

The MCA of Ohio is honored to have Guhan Ventaku of the Cleveland Federal Reserve to present Ohio's Economic Forecast. With so many aspects of the economy in flux, Ventaku will guide attendees through the key economic indicators and help shed light on ways to navigate these tumultuous times. (1hr OCILB AND Kentucky credit)



11:30am-1:00pm

Union Station Ballroom

**Closing Keynote: How to Overcome
the Prejudice Injustice On & Off the
Field**

Speaker Cornelius Green, 1st OSU African
American Quarterback

Our closing keynote session will be presented by Ohio native and OSU Football great, Cornelius Green. Green played under famed coach, Woody Hayes and was selected as the first African American quarterback to play for Ohio State. He was named Big Ten Conference MVP for the 1975 season, when his teammate Archie Griffin became the first two-time Heisman Trophy winner.

A member of the Rose Bowl Hall of Fame and the Ohio State Athletics Hall of Fame, Green will share not only his positive experiences during the golden age of OSU football, but also the challenges on and off the field of being a trail-blazing player, coach, and mentor. (1hr OCILB AND Kentucky credit)





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Cleveland Office
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Garfield Heights, OH 44125
216-332-7360
Jennifer Christensen, Branch General Manager

Cincinnati/Northern KY Office
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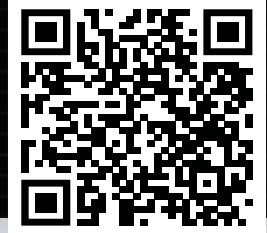
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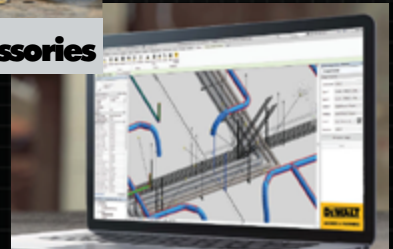
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Save the Date

MCAO 2023 Convention

September 14-15, 2023

Renaissance Cincinnati Downtown Hotel
36 E 4th St, Cincinnati, OH 45202

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in the MCAO Convention!

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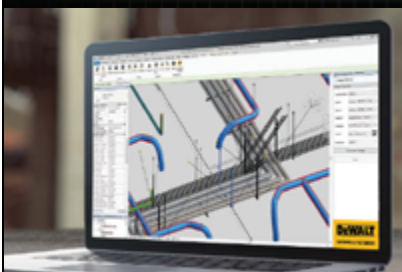
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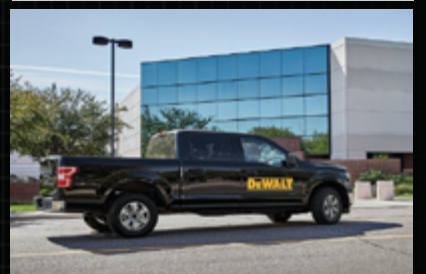
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