

2019 Industry Improvement Funds Conference

December 4 – 6, 2019



NEW LOCATION

Zota Beach Resort

4711 Gulf of Mexico Dr. Longboat Key, Florida

Sponsored by MCAA's Industry Improvement Funds Committee

Industry improvement funds support programs for the benefit of all sectors of our industry at costs that are a small fraction of the hourly wage-fringe benefit rate.

Learn – Educate – Network

MCAA

Mechanical Contractors Association of America

Conference Agenda

Wednesday, December 4

- 5:00 p.m. – 5:30 p.m. **Industry Improvement Funds Committee Meeting** – Viento Restaurant Private Room
6:00 p.m. – 7:00 p.m. **Registration and Opening Reception** – Pool Deck

Thursday, December 5

Breakfast and meetings will take place in the Zara Zota Ballroom & Foyer

- 7:00 a.m. – 7:45 a.m. **Executives Only ELI Session**
[Steve Lamb](#) (MCAA Best Practices Mentor)
- 7:45 a.m. – 8:15 a.m. **Continental Breakfast**
- 8:15 a.m. – 8:25 a.m. **Welcome and Opening Remarks**
[Bob Snyder](#) (Committee Chair), Binsky Mechanical
- 8:25 a.m. – 8:50 a.m. **MCAA Introduction**
[Brian Helm](#) (MCAA President), Mechanical, Inc.; [John Gentile](#), MCAA; [Tim Brink](#), MCAA
- 8:50 a.m. – 9:50 a.m. **The U.S. of Weed: How to Address the Disconnect Between State & Federal Law**
[Melissa Kuipers](#) (Shareholder), Brownstein Hyatt Farber Schreck
Variety of topics to include: the number of states with legal marijuana, national trends, overall market, the differences for employers between hemp/CBD/THC and what is happening in Washington and what could happen at the federal level to address these issues.
- 9:50 a.m. – 10:00 a.m. **Break**
- 10:00 a.m. – 10:45 a.m. **Insurance: Just Tell Me What I Need to Know**
[Jack Cook](#) (CLU, ChFC, RHU), Cook and Kocher Insurance Group, Inc.
Protect yourself, your company & your Board of Directors by gaining an understanding of the different types of insurance coverage available in today's market. This session will tell anyone who runs a company, an association or sits on a board of directors what types of insurance coverage they need and more importantly, WHY they need them.
- 10:45 a.m. – 11:30 a.m. **Understanding Alumni Agreements**
[Jill McCall](#), MCA of Chicago
When your pipefitter moves to a salaried role doing non-bargained work, there is a way for them to keep collecting benefits from the union! Join us as we talk about alumni participation agreements: why they are offered, what they entail, and ways to educate your companies about them.
- 11:30 a.m. **Morning Wrap-Up**
[Bob Snyder](#), Binsky Mechanical
- Afternoon **Golf**

Friday, December 6

Breakfast and meetings will take place in the Zara Zota Ballroom & Foyer

- 7:30 a.m. – 8:00 a.m. **Breakfast**
- 8:00 a.m. – 9:15 a.m. **Legal Questions Answered**
[Jim Estabrook](#), Lindabury, McCormick, Estabrook & Cooper
- 9:15 a.m. – 9:25 a.m. **Break**

Conference Agenda

- 9:25 a.m. – 10:30 a.m. **Economics: The Road Ahead**
[Catherine Putney](#), ITR Economics
Leading indicators, tariffs, construction activity, consumer trends, interest rates, housing, commodities, and more are giving ample insight into the future. ITR Economics knows that the next two years will not be a repeat of the past. Understanding where each segment of the economy is positioned will help give insight to individuals and businesses in order to allow them to come out on top, both professionally and personally.
- 10:30 a.m. – 10:40 a.m. **Break**
- 10:40 a.m. – 11:40 a.m. **Legislative and Regulatory Update**
[John McNerney](#), MCAA
- 11:40 a.m. **Closing Remarks**
[Bob Snyder](#), Binsky & Snyder
- Afternoon **Golf**

THANK YOU!

***We will see you next year at the Longboat Key Club Resort in Longboat Key, Florida
December 2, 2020 – December 4, 2020***