

SPECIAL INTEREST CONFERENCES

Affiliated Association Executives Conference

This three-day educational program is designed for affiliated association executives. The conference explores the legal, accounting, and business operations differences between non-profit organizations and other types of businesses. Association executives will acquire the tools to manage and operate their organizations more effectively. For more information, contact Sean McGuire at smcguire@mcaa.org.

Attendees: local association executives

Location: Equinox Hotel, Manchester, VT

Date: August 3–6, 2008

Fee: Local association executive: \$395; spouse or guest: \$225

Collective Bargaining Seminar

Learn negotiating techniques and constructive approaches that will improve workforce performance along with contractor and industry competitiveness. The seminar will help members and local association executives improve their understanding of the bargaining process to assist in preparing properly for negotiations, and to make bargaining a constructive event for management and labor. Topics covered will include: collective bargaining innovative terms; labor law; work conditions and productivity improvements; labor contract cost/benefit analysis; and planning successful approaches in the bargaining relationship. For more information, contact John McNerney at jmcnerney@mcaa.org

Attendees: principals, senior management, local association executives

Location: TBA

Date: 2009

Fee: \$695

High Performance Estimating Conference

Strategic Estimating: the Process, the Advantage, the Future

In today's highly competitive construction environment, strategic estimating is increasingly important to your company's success. Through discussion of the strategic estimating elements of a specific project, you will leave this conference with an enhanced ability to: make bid/no bid decisions; identify hard vs. soft costs; estimate the project the way you are going to build it; estimate the project so you can measure productivity accurately; estimate to gain a competitive advantage; use scope letters and final summaries; advance into selected new markets; plan for profitability; and sell your client on value, not price. For more information, contact Cynthia Buffington at cbuffington@mcaa.org.

Attendees: principals, middle management, project managers, senior estimators, sales engineers

Location: Indianapolis, IN

Dates: June 11–13, 2008

Fee: \$1,095 first registrant; \$895 second registrant from the same company; \$795 additional registrants from the same company

Industry Improvement Funds Conference

Learn the proper use of industry improvement funds, including ideas for beneficial programs which they can subsidize. Each year, the theme of the conference changes; past speakers have included economic futurists, experts on intergenerational relations, public relations specialists, attorneys, and authorities on labor-related trends in the industry. Other issues often addressed at this conference include the duties and responsibilities of industry improvement fund trustees, communicating with fund contributors, financial administration and objectives of a fund, industry education/promotion, and a fund's long- and short-range objectives. Roundtable and panel discussions allow participants to share information on existing programs that are supported by industry improvement funds. For more information, contact Sean McGuire at smcguire@mcaa.org.

Attendees: industry improvement fund trustees, local association executives

Location: Resort at Longboat Key, Longboat Key, FL

Date: December 3–5, 2008

Fee: \$495

SERVICE PROGRAMS THAT COME TO YOU

Dispatcher Professional Development Program

This popular program, taught by Nancy Bandy, is designed to help new or experienced dispatchers advance their careers, improve job satisfaction, understand their vital role to the company and enhance their ability to effectively perform their job and contribute to the company's success. Custom-designed for MSCA member companies, this two-day program has received great reviews from all participants. To determine whether a seminar has been scheduled in your area, contact your local association or for more information, contact Barbara Dolim at bdolim@mcaa.org.

Attendees: service dispatchers, service supervisors

Location: varies

Dates: TBA

Fee: \$7,500

Managing Service Projects

This class focuses on the unique job of a service project manager and how to effectively and efficiently juggle all facets of this fast-paced and demanding position. During this seminar, the differences between a traditional new construction project and a service project will be discussed. Through role-playing, attendees will work with a team on a case study to gain a better understanding of all the challenges encountered during each step of the project. This one-day program is taught by MSCA Board Member Woody Woodall and has received very high marks. To determine whether a seminar has been scheduled in your area, contact your local association or for more information, contact Barbara Dolim at bdolim@mcaa.org.

Attendees: middle managers, supervisors, service managers

Location: varies

Dates: TBA

Fee: \$4,000

MCAA
Mechanical Contractors
Association of America

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Events Now Open for Registration

Event Date	Event	How to Register
05/05/08 - 05/07/08	MSCA Effective Sales Manager Training	REGISTER ONLINE
05/15/08 - 05/16/08	LEED AP Workshop - Existing Buildings <i>Sold Out!</i>	
05/19/08 - 05/20/08	Legislative Conference	Download Form

CALENDAR

NATIONAL EVENTS

LOCAL/NEI

JUST PUBLISHED - 2008/2009
EDUCATION CALENDAR

MCAA's Online Registration is as easy as 1, 2, 3!

1. Go to www.mcaa.org/education
2. Click on the [REGISTER ONLINE](#) button
3. Fill in the blanks!*

* Online registration may not be available for all meetings.

For more information visit www.mcaa.org/education or call 800-556-3653

2008/2009 A Year of Learning Opportunities

MAY 2008

15-16
LEED EB Prep Course for Existing Buildings
Philadelphia, PA

19-20
Legislative Conference
Washington, DC

22
Green Building Webinar Series



MAY						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

JUNE 2008

9-13
Estimating Conference
= 9-10, Estimating Essentials
= 11-13, Strategic Estimating
Indianapolis, IN

23-24
LEED AP Prep Course for New Construction
Chicago, IL

26
Green Building Webinar Series



JUNE						
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JULY 2008

24
Green Building Webinar Series

JULY						
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AUGUST 2008

3-6
Association Executives Conference
Manchester, VT

AUGUST						
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29	30	31				

SEPTEMBER 2008

9-10
Women in HVACR Conference
Atlanta, GA

14-19
Advanced Leadership Institute (week one)
Wellesley, MA

15-17
Selling Skills Training Program
Alexandria, VA

21-25
IPM Class 43 (week two) SOLD OUT
Austin, TX

25
Green Building Webinar Series

SEPTEMBER						
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29	30					

OCTOBER 2008

9-10
LEED AP Prep Course for New Construction
Baltimore, MD

10-11
Student Chapter Summit
Omaha, NE

12-15
MSCA Annual Educational Conference
San Antonio, TX

26-30
IPM Class 44 (week one) SOLD OUT
Austin, TX

29-31
MCAA/UA Labor Relations Conference
Las Vegas, NV

OCTOBER						
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NOVEMBER 2008

9-14
Advanced Leadership Institute (week two)
Wellesley, MA

10-13
Service Managers Training Program
Scottsdale, AZ

11-12
LEED AP Prep Course for New Construction
Houston, TX

12-14
PCA Conference
Houston, TX

19-21
Greenbuild International Conference
Boston, MA

20
Green Building Webinar Series

NOVEMBER						
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DECEMBER 2008

3-5
Industry Improvement Funds Conference
Longboat Key, FL

DECEMBER						
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JANUARY 2009

11-15
IPM Class 44 (week two) SOLD OUT
Austin, TX

11-16
Advanced IPM
Austin, TX

JANUARY						
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MARCH 2009

1-5
MCAA Annual Convention
Scottsdale, AZ



MARCH						
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APRIL 2009

19-22
NCPWB Technical Committee Annual Meeting
Tampa, FL

19-23
IPM Class 45 (week one)
Austin, TX

APRIL						
S	M	T	W	T	F	S
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15	16	17	18	19	20	21
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Additional 2009 Programs

Collective Bargaining Seminar • Dispatcher Professional Development Program
Evaluating the Financial Performance of Your Service Operation • Green
Awareness Training and Certification • IPM Class 45 (second week) • IPM Class
46 (first week) • Managing Service Projects • Pre-Fabrication Seminar • Project
Performance Conference • Safety Directors Conference



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