

SMACNA Takes On The Energy Star Challenge

Continued from page 1

Environmental Protection Agency and the U.S. Department of Energy that helps consumers and companies save money and protect the environment through energy efficient products and practices. This opportunity also includes SMACNA's listing as an Energy Star Challenge Participant.

More information on Energy Star will be available as SMACNA becomes more involved in the program. For information on SMACNA's Energy Star Partnership, contact Mike McCullion, project manager for market sectors, at (703) 995-4027 or mmccullion@smacna.org. ▼

Hurry! Register Now For The Collective Bargaining Orientation

Time is running out to register for SMACNA's Collective Bargaining Orientation scheduled for Feb. 9, 2010. The conference will be held at the Marriott Dallas/Ft. Worth Airport North in Dallas, Texas.

The program will provide bargainers with useful advice on preparing for bargaining and include a comprehensive discussion on the legal framework for bargaining.

This session will feature: preparing for bargaining—dos and don'ts, legal framework for collective bargaining, the impact of the Pension Protection Act on collective bargaining, preserving the multiemployer unit at impasse, preparing for impasse, and preparing for an appearance before the National Joint Adjustment Board (NJAB).

SMACNA contractors and chapter executives interested in registering should complete the registration form located on the labor section of the SMACNA Web site at www.smacna.org and fax it to the SMACNA Labor Department at (703) 803-3704. Hurry, registration ends Jan. 15, 2010! ▼

Capitol Hill Update

Pension Relief Measures Taking Shape

Efforts Underway For Temporary Relief By End Of Year

The bill, H.R. 3936 has been introduced in the House by Rep. Pomeroy (D-AL-N.D.) and Rep. Tiberi (R-12-Ohio). SMACNA attended the press conference announcing introduction of the Pomeroy-Tiberi bill. Our letter of support for H.R. 3936 can be viewed on the Legislative Affairs section of the SMACNA Web site at www.smacna.org. As introduced, the Pomeroy-Tiberi bill contains most of what the Multiemployer Pension Coalition requested for temporary relief.

A separate pension bill drafted by the House Education and Labor Committee may be merged with H.R. 3936 but it is expected that any final bill considered by the full House would be more limited in scope. However, SMACNA is still anticipating that any final House bill will contain language that would help SMACNA local plans as well as the National Pension Fund.

It is also likely there will be more than one pension bill in the Senate. SMACNA expects one will be similar to the bi-partisan Pomeroy-Tiberi bill but what the Senate Health, Education, Labor and Pensions Committee will propose is not clear at this time. Staff from both the House and the Senate have indicated they would like to keep relief limited and targeted to plans that really need relief.

As in past years, although the type of relief needed by single employer plans and multiemployer plans are very different, their efforts to get relief are intertwined and anything that slows up relief for one hurts the chances of relief for the other. Single and multiemployer plan coalitions have worked to support one another as much as possible because both clearly need relief by the end of the year.

If you have any questions on any issue, do not hesitate to contact the Capitol Hill office at (202) 547-8202.

Senate Debating Health Care

SMACNA Supporting Construction Industry Amendment

The House passed its health-care bill (H.R. 3200, America's Affordable Health Choices Act) in early November and on Saturday, Nov. 21, the Senate voted 60-39 to proceed to consideration of H.R. 3590, The Patient Protection and Affordable Care Act, which, as amended, contains the merged language from the two Senate Committee bills on health care. Of importance to SMACNA contractors, the bills would expand coverage requirements for all insurance plans including multiemployer, self-insured plans. The bills would eliminate caps for annual out-of-pocket expenses, eliminate caps for lifetime limits on expenses and increase the age limit for dependent coverage—all of which would increase costs for plans. However, while creating more expenses for SMACNA contractors who provide insurance benefits, both the House and Senate small business exemption would effectively exempt the overwhelming majority of SMACNA competitors.

The Campaign for Quality Construction (CQC), which includes SMACNA and five other leading construction specialty trade associations, has made the case on Capitol Hill that the majority of CQC firms are small employers and do provide insurance coverage, emphasizing that with the creation of the health "exchange" other construction employers could and should do the same. Construction is a high-risk industry and providing health care should be a cost of doing business. The group is actively seeking support of an amendment sponsored by Sen. Merkley (D-Ore.) that would require more construction employers to provide health care.

Currently, in the Senate bill, all employers with 50 employees or less would be exempt from providing health-care insurance or paying a penalty. In other industries, the 50-employee standard may capture more employers but not in the construction industry where 90 percent of employers have 20 workers or less. The CQC letter can be found on the Legislative section of the SMACNA Web site at www.smacna.org. ▼

President's Column



John Lindemulder Sr.

Partnership: It's Time To Save Money And Grow Your Business

Ever feel like you need a new business plan? With the economy in touch and go slow mode, no one knows what's really ahead for the construction industry.

We do know, however, that contractors who are masters of HVAC, BIM (Building Information Modeling), green building and sustainability are going to excel in the years to come. Are you positioned to take your company to that level of opportunity?

The 2010 Partners in Progress Conference, March 18-20, in Las Vegas, is a 2-1/2-day program packed with eye-opening ways to get into these new market opportunities and more.

The Partners meeting is a dynamic platform where more than 40 industry experts from both labor and management will share current market success stories, best practices, emerging market opportunities, and ways to turn around your business. These professionals will offer up fact-filled examples, proven techniques and a host of resources to get your business and your partnership with labor where you want it to be. You'll take home specific tactics just for your area that can be put into action almost immediately.

Hosted by the dynamic Mark Breslin, this timely, all-new program located at Caesars Palace will challenge you to make strategic changes in how you do business and how you look at your labor partner. He'll facilitate a town hall meeting between contractors and the General President of the SMWIA and two or three of its key officers.

Register in December before end of year business obligations and holidays take precedent and save \$70 in conference registration fees, plus even more on your hotel. These savings can really add up if you plan to send several people. Jan. 8, 2010 is the official early-bird deadline cutoff. Visit <http://pinp.org/conf10/registration> to sign up today.

Insider tips learned at the Partners in Progress Conference, plus networking opportunities will energize you to take the next big steps you need to get your share of the market opportunities.

So jump-start your business into future. I look forward to seeing you there.

Sincerely,



John Lindemulder Sr.
SMACNA President

SMACNA And Its Members Featured At 2010 AHR Expo

Preconstruction Management Basics

SMACNA member, Southland Industries of Dulles, Va., will lead a session on "Preconstruction Management Basics for the Mechanical Engineer and Contractor on Design-Build/Design-Assist Projects" at the 2010 AHR Expo in Orlando, Fla., Monday Jan. 25 from 2 p.m. to 3 p.m.

Mike McLaughlin, P.E., of Southland Industries, will highlight the benefits of teamwork between the mechanical contractor and the mechanical engineer during preconstruction on a project where the contractor works closely with the engineer throughout the design phase.

Another session that will benefit contractors, "Cost/Benefit Analysis Methodology and Tools Needed by Owners," will be held Tuesday, Jan. 26, from 2 to 3 p.m.

The construction sessions take place at the Orange County Convention Center, Orlando, site of the 2010 AHR Expo, Jan. 25-27, and require no conference badge or fee for AHR Expo attendees.

The AHR Expo takes place during the American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE) 2010 Winter Conference, Jan. 23-27, at the Rosen Shingle Creek hotel, Orlando, Fla. For more information, visit the ASHRAE conference Web site at www.ashrae.org/orlando.

HVAC Duct Construction Standards, Duct Leakage, Indoor Air Quality

SMACNA's Technical Resources Department will make three presentations during the 2010 AHR Expo. Mark your calendar for "HVAC Duct Construction Standards" on Monday, Jan. 25 at 8 a.m.; the "HVAC Air Duct Leakage Test Standard" on Monday, Jan. 25 at 3:30 p.m.; and "IAQ Guidelines For Occupied Buildings Under Construction" on Tuesday, Jan. 26 at 3:30 p.m. ▼

SBA Announces Higher Loan Limits For Small Businesses

Continued from page 1

President Obama noted it would allow the SBA to ensure that more small business owners and entrepreneurs have the access they need to credit to expand their operations and create jobs. The President also announced additional support from the Treasury Department for smaller community lenders that are committed to increasing their lending to small businesses.

More information can be found on the SBA Web site under Current Press Releases at www.sba.gov. ▼

OSHA Recordkeeping – Get Ready To Post 2009 Records

The end of the year is a good time to collect your injury and illness records to prepare for posting requirements early in the new year. The Occupational Safety and Health Administration (OSHA) has determined that recordkeeping will be a priority during future OSHA compliance inspections and they have an active enforcement plan in place.

SMACNA offers a useful online recordkeeping course, the OSHA Revised Recordkeeping Rule Online Course, which is available on the Safety section of the SMACNA Web site at www.smacna.org. This free 20-minute interactive learning tool will take you through the recordkeeping steps outlined above including how to determine if an incident should be classified as first aid, how to fill out the new Incident Form and OSHA Log, and much more.

For additional information on OSHA recordkeeping, including the OSHA Recordkeeping Handbook, visit the recordkeeping section of the OSHA Web site www.osha.gov/recordkeeping, or contact the SMACNA Safety Department at (703) 995-4027. ▼

SMACNA's Director Nominating Committee Announced

SMACNA President John Lindemulder Sr. recently made five appointments to the SMACNA Director Nominating Committee. These appointees join five other members elected during SMACNA's business meeting held at this year's annual convention in Palm Desert, Calif.

Elected at the convention were: At-Large-Member – Dwight D. Silvia, D.D.S. Industries Inc., Somerset, Mass.; Eastern Region – Lawrence H. Plevy, Schtiller & Plevy, Newark, N.J.; Western Region – Kevin Jones, Richards Sheet Metal Works Inc., Ogden, Utah; Midwestern Region – Ken Groeschel Jr., Butters-Fetting Co. Inc., Milwaukee, Wis.; Southern Region – Keith Wilson, Miller Bonded Inc., Albuquerque, N.M.

The appointees are: Brian Fluetsch, Sunset Air Inc., Lacey, Wash.; Keith Harris, BHW Sheet Metal Co., Jonesboro, Ga.; Angela Simon, Western Allied Mechanical, Menlo Park, Calif.; A. Scott Vidimos, Vidimos Inc., East Chicago, Ind.; and George "Butch" Welsch, Welsch Htg. & Cooling Co., St. Louis, Mo. Keith Wilson will chair the committee. ▼

SMACNA Members Lead Rebuilding America Coalition's Washington Blitz

Continued from page 1

ditions for a thriving market to cut building energy waste—one built on sustainable long-term private-sector investment, with adequate capital, new business models, and well-trained workers to do the job.



Sen. Sherrod Brown

Leading the charge for SMACNA was David Allen, executive vice president of McKinstry Co. in Seattle, Wash. "With more than 80 percent of the nation's buildings needing an energy upgrade, we could achieve big energy savings in every part of the country," Allen explained. "No one loses, everyone wins."

Also representing SMACNA were former SMACNA President Ron Palmerick, a partner in AABCO Sheet Metal in Ridgewood, N.Y.; Robert Gawne, president of Stromberg Metals in Maryland; Stan Fleischer, president of Seneca Balance of Maryland; Mike Miller, vice president of operations of Southland Industries of Virginia; Keith Trimpe, president of C&C Sheet Metal of Indiana; Mark Ellis Sr., president of Air Moving Equipment Co., New Mexico; SMACNA's Director of Legislative Affairs Stan Kolbe Jr.; and SMACNA Mid-Atlantic Chapter Executive Director Bernie Brill.



Rep. Peter Welch

In addition to establishing a stand-alone, national energy efficiency resource standard of 10 percent by 2020, the Coalition urged Congress to direct at least one-third of utility allowances, should they be included in federal energy legislation, toward energy efficiency and increase the state allowance allocation for building and industrial retrofit efficiency efforts; support new and aggressive financing tools for energy efficiency; and establish provisions for accelerated depreciation and investment tax credits for a number of energy-efficient retrofits utilizing high efficiency technologies readily available in the U.S. construction market.

The Coalition estimates that if their plan is fully implemented, it could sustain far more than 600,000 jobs and eliminate at least 42 million tons of carbon emissions each year. ▼

On Capitol Hill, the Coalition emphasized the need to establish a stand-alone, national Energy Efficiency Resource Standard of 10 percent by 2020. They conveyed this message during a news conference attended by Sen. Sherrod Brown (D-Ohio), Sen. Jeff Merkley (D-Ore.), and Rep. Peter Welch (D-Vt.) Later, the coalition made visits to key senate offices to secure support for the retrofit policy and related legislation.



Sen. Jeff Merkley

Contractor In The News

McKinstry Co. Touts Green Jobs To Turn Economy Around

Ever since last year when then-presidential candidate Sen. Obama toured the Seattle headquarters of SMACNA contractor McKinstry Company, calling the firm a “model for the nation” in energy efficiency and green job creation in Time magazine and in his national address before the election, McKinstry has been on the nation’s forefront on clean technology, sustainability, and renewable energy issues. The McKinstry Company designs and outfits energy-efficiency measures in buildings and has more than 1,700 employees.

In November and again in early December, The McKinstry Company, in conjunction with SMACNA National staff, was able to speak on behalf of SMACNA and SMACNA-endorsed Rebuilding America Coalition issues to White House, media representatives, and Congressional leaders in the Nation’s Capital. SMACNA and the Rebuilding America Coalition support proposals to retrofit at least 5 million commercial, industrial, and residential facilities annually utilizing innovative and aggressive tax, financing and direct public investment to stimulate the high efficiency retrofit market in the country.

In addition, the U.S. Environmental Protection Agency Administrator Lisa P. Jackson joined Washington Gov. Chris Gregoire, Oregon Gov. Ted Kulongoski, and California Gov. Arnold Swartzenger along with community leaders and a diverse group of stakeholders at a Clean Energy Forum held at the McKinstry Innovation Center in Seattle in December. The innovation center brings new and emerging companies together to foster the advancement of clean, green, energy technologies.

“Energy efficiency is here now,” Mr. Allen said in a conference call to the national media in early December. “Our workforce is in place and we have incredibly strong training programs. We have the workforce ready.”

As one of SMACNA’s leading voices as part of the Rebuilding America coalition, Mr. Allen led the charge along with other SMACNA contractors at a Capitol Hill meeting and was a featured presenter at a press conference hosted by Congressional leaders on energy policy held in the U.S. Capitol. McKinstry has been a leader in the HVAC and construction industry to advocate for energy efficiency, energy management as well as cutting energy waste in businesses, schools, industrial facilities and homes to improve the bottom line and our environment. (See related article on page one.)

Earlier this year, McKinstry CEO Dean Allen appeared before the U.S. Senate Health Education Labor and Pensions Committee to speak on behalf of rebuilding the nation’s economy and providing green skills training for its workers.

Mr. Allen said that green jobs can help turn the economy around while reducing the energy waste and carbon footprint in the United States. “Our results have proven that a focus on green does create significant numbers of sustainable, family-wage and career-track jobs

Continued on page 6

Get New Solutions To Classic Problems At SMACNA’s Education Programs

Continued from page 1

Graduate II Program: Financial Boot Camp

The Business Management Graduate II program — Financial Boot Camp takes place Jan. 25 to 27, 2010, in Tempe, Ariz. It has been developed for graduates of the Business Management University or for individuals with 10 years or more of construction management and/or education experience.

The program covers advanced topics in financial management, marketing, contracts and organizational structure. Participants will learn how to interpret financial statements for better company performance, calculate and interpret ratios and indicators including R-scores, understand business entity types, work with credit, develop cash-flow projections, understand equipment acquisition and leasing, and use financial information for strategic and business planning and risk assessment. The program is limited to 24 participants. A few slots are still available.

Business Management University

The Business Management University program will be held Feb. 22-25, 2010, in Tempe, Ariz. Contractors will learn the latest business practices from top industry and academic experts.

This is also a great opportunity for SMACNA contractors to share information and network with contractors from across the country. Topics include business survival, change orders, surety and bonding, financial management, business planning, productivity, effective negotiations, and leadership. The program is limited to 35 participants.

Program brochures and registration forms for all these educational programs may be found on the SMACNA Web site at www.smacna.org in the Members Only section under Education Programs. For more information on SMACNA’s educational programs, contact Bridgette Bienacker, SMACNA’s director of business management and membership, at bbienacker@smacna.org. ▼

Holidays Observed

The SMACNA national offices will close at noon on Thursday, Dec. 24 and all day on Friday, Dec. 25, in observance of the Christmas holiday. We will also be closed Friday, Jan. 1 in observance of New Year’s Day. ▼

Participants In Business Negotiations: Listen Before You Speak

Participants at SMACNA's recent Business Negotiations Academy in Tempe, Ariz., heard some enlightening ideas for building better business relationships with clients, customers and contractors, and came away with proven techniques they could immediately apply to their business. One contractor called the program "an eye-opener to how I handled negotiations in the past."

The key lessons the attendees learned and said that they intended to apply in their work, included taking more time to understand the other parties' needs, to listen before you speak, and to realize that negotiation is not a contest.

Contractors also benefited from networking with other member contractors. They noted it was helpful to hear others from around the country share their problems and difficulties.

SMACNA offers a variety of upcoming educational programs to improve your business skills – including the Business Management Graduate II program: Financial Boot Camp on Jan. 25-27, 2010, and Business Management University on Feb. 22-25, 2010, both in Tempe, Ariz.

Brochures and registration forms for these programs may be found in the Members Only section of the SMACNA Web site at www.smacna.org under Education Programs. For more information on SMACNA's educational programs, contact Bridgette Bienacker, SMACNA's director of business management and membership, at bbienacker@smacna.org. ▼

SMACNA's College Of Fellows Now Accepting Scholarship Applications Online

SMACNA's College of Fellows is now accepting scholarship applications for the 2010-2011 academic year. An interactive application is available on the SMACNA Web site under the College of Fellows Scholarship link. SMACNA encourages applicants to complete and submit this Web site application form online. Applications must be submitted or postmarked no later than March 31, 2010.

Application notices and a copy of the application have been sent to all SMACNA chapters and members.

College of Fellows scholarships are available to undergraduate students from SMACNA's extended family, which includes SMACNA contractors, employees of SMACNA contractors, SMACNA Fellows, employees of SMACNA chapters, employees of SMACNA National, SMACNA National associate members, and members of the families of all of these groups.

The College of fellows currently is administering 24 active scholarships – six at the \$2,000 per year level and 18 at the \$3,000 per year level. The breakdown is as follows: three SMACNA scholarships at \$2,000 per year and 15 College of Fellows Scholarships, (12 for \$3,000 and three for \$2,000) per year. Plus, the College currently administers six endowed scholarships, each for four years, at \$3,000 per year.

The endowments consist of two sponsored by the J.B. Rodgers Foundation, one sponsored by the Bay Area SMACNA chapter in memory of Richard DeBrine, one sponsored by GEORGIA-SMACNA in memory of Robert Harris, and one sponsored by SMACNA Chicago in memory of Marty and Victor Comforte. These scholarships are typically available once every four years. The College also administers a one-year, \$3,000 Ernest R. Menold scholarship, which is sponsored by the Sheet Metal Contractors Association of Philadelphia and Vicinity.

Starting in 2010, SMACNA Chicago will be sponsoring a second endowed scholarship in memory of Marty and Victor Comforte. Newly created endowments from Florida SMACNA and Sheet Metal Contractors of Northern New Jersey endowments also will be awarded.

For additional scholarship information, contact either Jason Watson at (703) 803-2980, jwatson@smacna.org, or Heather Frank at (703) 995-4045, hfrank@smacna.org. You may also visit the College of Fellows Scholarship link on the SMACNA Web site at www.smacna.org. ▼

Contractor In The News: McKinstry Co., Seattle

Continued from page 5

while contributing directly to preserving or enhancing environmental quality," he testified.

"Energy efficiency, in particular, is an economic powerhouse; the Northwest's electricity bill is \$1.6 billion per year lower because of the energy efficiency investments we've already made, and there's plenty more savings available."

The McKinstry Co. has also taken an active lead for a high efficiency national economy within the states where they have operations. Tim Tolman of McKinstry's Missoula, Mont. office recently spoke in favor of the energy and climate legislation before the Congress during a business coalition conference held in Helena, Mont.

Mr. Tolman estimated that retrofitting public and a wide variety of other buildings with efficiency upgrades would generate 300 to 400 jobs in Montana for McKinstry alone. "We can see us doing \$20 million in Montana in efficiency related construction projects," Tolman said. The U.S. Senate is considering energy and climate change legislation that was passed by the House, but is awaiting action in a number of conflicted Senate Committees. ▼

Become A SMACNA Associate Member Before Jan. 1 And Save \$

SMACNA's 2010 Associate Member Program offers an exclusive opportunity to reach industry leaders in the sheet metal and HVAC industry. This year the associate member program offers additional "core benefits" to all associate members as well as provides unique benefits to all levels of membership.

To take full advantage of all the great benefits this program provides, sign up by Jan. 1, 2010. Platinum and gold members save 10 percent by paying before this date. Membership opportunities are available throughout the year, too.

Associate membership is open to any individual, firm, or corporation that sells products or provides services to SMACNA and SMACNA contractor members. Associate membership is offered only to those firms interested in furthering and promoting the goals and objectives of the industry for the good of all members. Associate members have a golden opportunity to reach out to the top decision-makers and industry leaders represented by a powerful market partner...the SMACNA contractor.

SMACNA associate membership gives industry suppliers unique marketing opportunities to promote their products and services to the association's 1,900 contractor members when they join the 2010 Associate Member Program. The program is structured into different levels or classifications – Platinum, Gold, Silver, Bronze, Interim, and Special. Each classification provides a unique variety of marketing, branding, and networking opportunities commensurate with the membership fee at that level.

For more information and an application form, visit the Associate Member and Patron section of the SMACNA Web site at www.smacna.org. You may also contact Mike McCullion, associate member project manager, at (703) 995-4027 or mmcullion@smacna.org, or Tom Soles, executive director of market sectors, at (703) 803-2988.

Join today and form a true alliance with leaders in the HVAC and sheet metal industry, your business partners—SMACNA contractors. ▼

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December 2009

Webinar Dec. 15

How To Predict True Production Costs

Using a crystal ball to predict your production costs? Throw it away! SMACNA's "Reference Manual for Labor Units" can predict your true production costs and improve your production process. SMACNA contractors, project managers, estimators and management teams will learn how to use this new interactive manual at the upcoming webinar "Reference Manual for Labor Units," Dec. 15 at 11:00 a.m. (EST).

In this 60-minute session, industry expert and author Kevin Dougherty will teach contractors how to:

- Monitor and manage site and shop conditions in order to improve production
- Validate increased production costs due to changes in site and shop conditions
- Better predict true production costs based on specific project types
- Have a standardized tool to aid in ensuring that you cover the true costs of change orders and extras
- Improve the communication between what was sold and what your production team actually encounters on the site and in the shop to aid in improved production

This webinar will provide SMACNA contractors with a source of labor unit data required to fabricate and install HVAC materials and equipment. Based on the former labor units manual, this new, upgraded Excel-based, interactive reference manual provides the user with the national average number of man-hours required to fabricate and install 138 items under normal conditions, and a lot more.

To register online, visit the SMACNA home page at www.smacna.org. For more information, or to suggest a topic for a future webinar, contact Bridgette Bienacker, SMACNA's director of business management and membership, at bbienacker@smacna.org. ▼

SMACNA Reminders

January 2010

- Graduate II Financial Boot Camp
Jan. 25-27, Tempe, Ariz.
- Chapter Executives' Institute – Jan. 31-Feb. 2
Phoenix, Ariz.

February 2010

- 2010 Collective Bargaining Orientation
Feb. 9, Dallas, Texas
- Business Management University
Feb. 22-25, Tempe, Ariz.

March 2010

- Partners in Progress Conference
March 18-20, Las Vegas, Nev.

April 2010

- President-to-Presidents Meeting
April 16-17, Carlsbad, Calif.
- Project Managers Institute – April 18-21
St. Louis, Mo.
- College of Fellows Meeting – April 23-24
San Diego, Calif.

Future Conventions

- Oct. 10-13, 2010 – Phoenix, Ariz.
- Oct. 2-6, 2011 – Colorado Springs, Colo.