

TUESDAY SESSION SCHEDULE

All times are Eastern Time

DATE & TIME	TITLE	SPEAKER	ROOM/Track
TUESDAY, OCTOBER 13 10:00 – 10:10AM	Opening Remarks	SMACNA President Angie Simon, P.E., CEO Western Allied Mechanical Vince Sandusky, CEO, SMACNA National	General Session
TUESDAY, OCTOBER 13 10:15 – 11:15AM	Return of the Economist: COVID-19 Economic Update COVID-19 has rocked what had appeared to be a nearly invincible economy; one associated with substantial job growth, multi-decade lows in unemployment, sturdy compensation increases, robust retail sales, low inflation, and strong financial market performance. In this session, you will learn how underneath that strong performance, however, was a set of fragilities that have been exposed by the pandemic.	Anirban Basu, CEO, Sage Policy Group	General Session
TUESDAY, OCTOBER 13 11:20 – 11:25AM	Majestic Steel	Kevin Ginley, Vice President, Commercial (HVAC/ Distribution), Majestic Steel USA	Exhibitor
TUESDAY, OCTOBER 13 11:30AM – 12:45PM	SMACNA's System Air Leakage Test Standard: Aspects to Testing an Entire HVAC System This session will introduce you to SMACNA's newest standard, the System Air Leakage Test Standard (SALT). Attendees of this session will learn a brief history of how and why testing ductwork and the system has changed over time. Additionally, this session will cover what is required by various codes and energy standards and where the SMACNA Technical staff believes things are headed in the future.	Mark Terzigni, Director, Engineering & Technical Resources, SMACNA National	General Session
TUESDAY, OCTOBER 13 12:50 – 1:35PM	Virtual Roundtables Roundtable 1: Mentoring Rising Stars in Your Business Roundtable 2: Managing Projects and Supervising People – Lessons Learned Working Remote Roundtable 3: Peer Groups Roundtable 4: Efficient Shop Layout Considerations		SMACNA Booth in Exhibit Hall
TUESDAY, OCTOBER 13 1:45 – 1:50PM	Mestek Machinery SMACNA PREMIER PARTNER	Mike Bailey, Senior Vice President Sales, Mestek Machinery	Exhibitor
TUESDAY, OCTOBER 13 1:55 – 3:10PM	Advanced Enterprise Budgeting and Forecasting Today, more than ever, Chief Financial Officers need to increase their sophistication in linking business strategy to budgeting and forecasting. In this session, you will gain a better understanding of the bottom-up approach to budgeting using marginal contribution and return on equity principles. With this knowledge, you will be in a better position to establish realistic budgets and evaluate your stretch goals with a new lens.	Michael McLin, Managing Director, Maxim Consulting Group	General Session
TUESDAY, OCTOBER 13 3:15 – 3:20PM	Procore Technologies SMACNA PREMIER PARTNER	Michelle Turner, Product Marketing Manager, Specialty Contractors, Procore Technologies	Exhibitor
TUESDAY, OCTOBER 13 3:25 – 4:40PM	Apps for Construction – The Five Workflows to Digitize for Your Construction Company How can sheet metal contractors evolve their workflows to match the most innovative hardware, software, and strategies on the market? In this session, industry expert Rob McKinney shares his years of experience researching, selecting, and implementing mobile technology on construction projects. You will learn about the latest options available for mobile apps and how to make them work with your company's current processes, budget, and workflows.	Rob McKinney, Sales Engineer, eSUB	General Session
TUESDAY, OCTOBER 13 4:45 – 6:00PM	Leadership Lessons Learned in an Evolving Environment This moderated panel discussion will offer a clear picture of how four contractors in different markets, with different company sizes, have been able to adapt and improve during the current COVID-19 pandemic. Each contractor will share their firsthand experiences, what they have learned, how their leadership styles have changed to meet recent challenges, and most importantly, what new opportunities they have found.	Chad Bunting, President, Schoppe Co., Inc. Matt Cramer, President, Dee Cramer Inc. Carol Duncan, Owner & CEO, General Sheet Metal Tom Martin, President, T.H. Martin, Inc.	General Session

WEDNESDAY SESSION SCHEDULE

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DATE & TIME	TITLE	SPEAKER	ROOM/Track
WEDNESDAY, OCTOBER 14 10:00 – 11:15AM	Beyond PPP: Forgiveness and Tax Implications of Federal Assistance During the Pandemic and Afterwards This session will focus on a variety of timely tax and accounting topics, which are more important than ever during challenging times for contractors and the construction economy. Get valuable advice from a leading industry expert who will review and examine several key issues.	Ronald J. Eager, Chief Operating Officer, Grassi & Co.	General Session
WEDNESDAY, OCTOBER 14 11:20 – 11:25AM	Ductmate Industries, Inc.	Krista Junker, Product Line Manager, Ductmate Industries, Inc.	Exhibitor
WEDNESDAY, OCTOBER 14 11:30AM – 12:45PM	Strategic Selling: A Systematic Approach to Winning Work in Complex Competitive Environments In this session, Anderton will help you craft strategic approaches to bid specific work opportunities that will increase the likelihood of your company being selected to build the project. You will also learn how to identify the four buying influencers in every project opportunity and recognize the “red flags” that threaten a sale, and what to do about them.	Eric Anderton, Construction Genius Podcast	General Session
WEDNESDAY, OCTOBER 14 12:50 – 12:55PM	Daikin Applied SMACNA PREMIER PARTNER	Ben Schlinsog, Regional Equipment Sales Manager, Daikin Applied	Exhibitor
WEDNESDAY, OCTOBER 14 1:00 – 1:45PM	Virtual Roundtables Roundtable 1: PreFab and Modular Fabrication Developments Roundtable 2: Safely Serving the Residential Customer During the Pandemic Roundtable 3: How Community Service Expands Your Company's Visibility Roundtable 4: Effective Recruiting Practices for Non-Craft Employees		SMACNA Booth in Exhibit Hall
WEDNESDAY, OCTOBER 14 1:55 – 2:00PM	Milwaukee Tool SMACNA PREMIER PARTNER	Andrew Lambert, Group Program Manager - ONE-KEY, Milwaukee Tool	Exhibitor
WEDNESDAY, OCTOBER 14 2:05 – 3:20PM	How HVAC Systems Impact COVID-19 Transmission Based on Scientific Evidence This session will outline some of the latest research related to how HVAC systems can and should be modified to reduce the probability of COVID-19 transmission. Attendees will be presented with tested scientific evidence by an industry expert with more than 40 years of commercial HVAC and control system design and construction experience. The presentation will include HVAC systems both at the room-scale and air handler scale.	Steven T. Taylor, P.E., Principal, Taylor Engineering	General Session
WEDNESDAY, OCTOBER 14 3:25 – 3:30PM	Federated Insurance SMACNA PREMIER PARTNER	Nathan Oland, Senior National Account Executive, Federated Insurance	Exhibitor
WEDNESDAY, OCTOBER 14 3:35 – 4:50PM	Best Practices for the Successful Development & Transition of Field Leaders In this session, you will learn about the recent New Horizons Foundation study that establishes the best methods to accelerate the growth of incoming field leaders. Attendees will learn how to facilitate a smoother transition process and make future field leaders more successful in their roles.	Ryan Quigley, Leadership Consultant, FMI	General Session
WEDNESDAY, OCTOBER 14 4:55 – 6:00PM	Labor Update Join SMART General President Joseph Sellers as he speaks and takes questions on the issues facing our industry, SMART's near-term priorities, and his thoughts on potential areas of labor-management cooperation activities. General President Sellers will be joined in this session by key members of his staff and that of the National Pension Fund.	Joseph Sellers, Jr., General President, SMART	General Session

THURSDAY SESSION SCHEDULE

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DATE & TIME	TITLE	SPEAKER	ROOM/Track
THURSDAY, OCTOBER 15 10:00 – 10:05AM	Johns Manville SMACNA PREMIER PARTNER	Brennan Hall, Senior HVAC Product Manager, Johns Manville	Exhibitor
THURSDAY, OCTOBER 15 10:10 – 11:25AM	Change Order Management for Field Supervisors – It Takes Teamwork Effective change order management can dramatically reduce a subcontractor's risk and increase profitability. In this interactive session, you will explore the change order process from a subcontractor's viewpoint and see the proper workflow necessary to ensure success. You will learn how to recognize, scope, price, and negotiate change orders. Learn from an industry expert about how key pieces of information that are generated from field leaders can be used to maximize revenues and profits with impact change orders.	Stephane McShane, Director, Maxim Consulting Group	General Session
THURSDAY, OCTOBER 15 11:30 – 11:35AM	DeWalt	Maria Ford, President, Industrial & Commercial Construction, DeWalt	Exhibitor
THURSDAY, OCTOBER 15 11:40AM – 12:55PM	Turning Field Obstacles into Opportunities Supervisors and field leaders are constantly faced with field obstacles that prevent them from being successful and profitable. This session will provide extremely valuable insights to help you work towards mitigating, and eventually, eliminating these challenges. You will also get the tools you need to increase your control over the results.	Andy Patron, Principal Consultant, Aboveboard Consulting, LLC	General Session
THURSDAY, OCTOBER 15 1:00 – 1:45PM	Virtual Roundtables Roundtable 1: Impact of COVID-19 on Technology in the Shop and Field Roundtable 2: Your Workforce and Community Standards – the Business Case for Diversity Roundtable 3: Integrated Project Delivery – Successes and Other Experiences		SMACNA Booth in Exhibit Hall
THURSDAY, OCTOBER 15 1:55 – 2:00PM	Trimble	Lawrence Smith, Vice President & General Manager – MEP Division, Trimble	Exhibitor
THURSDAY, OCTOBER 15 2:05 – 3:20PM	Effectively Supporting the Field - A Self-Assessment In this session, you will learn about the most common project management limitations and work to develop meaningful solutions that will improve the way you prepare and support your field staff. You will assess your (or your company's) effectiveness in 10 key areas of focus.	Andy Patron, Principal Consultant, Aboveboard Consulting, LLC	General Session
THURSDAY, OCTOBER 15 3:25 – 3:30PM	QuoteSoft by ConstructConnect	Bret Jenkins, Director of Sales, QuoteSoft by ConstructConnect	Exhibitor
THURSDAY, OCTOBER 15 3:35 – 4:50PM	Driving Project Success in a Remote Working Environment The "new normal" of remote work has changed the climate of how projects are managed. In this session, you will learn innovative strategies designed to increase productivity in a remote working environment. How can you use current technologies, tools, communication, and scheduling to achieve a more efficient and successful team?	Stephane McShane, Director, Maxim Consulting Group	General Session
THURSDAY, OCTOBER 15 4:55 – 5:00PM	Closing Remarks	SMACNA President Angie Simon, P.E., CEO, Western Allied Mechanical Vince Sandusky, CEO, SMACNA National	General Session

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