1:45 p.m. to 3:15 p.m.
Business Development/Technical Sessions
- How the National Energy Management Institute Can Help SMACNA Contractors
  Lisa Davis, Administrator, NEMI
  Panelists:
  Cassandra Kline, Director of Building Construction Technology, NEMI
  Chris Ruch, Director of Education, NEMI
  Duane Smith, Director of Certification, NEMI
  Grand Sonoran A-B - Level 1
- Turning Obstacles into Opportunities, a WIC Panel Discussion
  Moderator:
  Angie Simon, P.E., Executive Director and Co-Founder, Heavy Metal Summer Experience
  Panelists:
  Carmen Koo, Applied Air Conditioning
  Shasta Erickson, Miller Bonded
  Kathy Kerber, KSM Metal Fabrication
  Maria Ford, DeWalt
  Melissa Barbour, SMACNA of Long Island
  Grand Sonoran C-D - Level 1
- The Real Shortage in the Employment Market
  Julie Markee, Founder and Managing Director, Key Process Innovations
  Grand Sonoran E - Level 1
- Risk Management for Construction Professionals
  Guy Gast, Past President, Waldinger Corporation – Iowa Division
  Grand Sonoran F - Level 1
- Powder Coating: The Good, the Bad, and the Ugly:
  Luke Bland, Director of Specialty Metals, Poynter Sheet Metal
  David Flattan, President, Inland Powder Coating
  Pinnacle Peak 1 - Level 2, Lobby Level

WEDNESDAY, OCTOBER 18

7:00 a.m. to 2:00 p.m.
Convention Registration
Grand Canyon Foyer - Level 1

7:30 a.m. to 7:45 a.m.
SMACN-IFUS Contributors’ Annual Meeting
Grand Canyon Ballroom - Level 1

7:45 a.m. to 8:45 a.m.
SMACNA Annual Business Meeting
- Outgoing Board Recognition
- New Horizons Foundation Update
- Safety Awards
Grand Canyon Ballroom - Level 1

8:45 a.m. to 10:00 a.m.
Keynote Presentation
Anirban Basu
Grand Canyon Ballroom - Level 1

10:15 a.m. to 11:30 a.m.
Labor Forum
Mike Coleman, SMART General President
Moderator:
Jason Watson, Executive Director Labor Relations, SMACNA
Grand Saguaro East-West - Level 1

12:00 p.m. to 1:30 p.m.
President’s Lunch
- Charity Donation
- College of Fellows Induction
- Announcement of New Officers and Board Members
  Grand Canyon Ballroom - Level 1
  Sponsored by ServiceTitan

1:45 p.m. to 3:15 p.m.
Business Development/Technical Sessions
- Accelerate Your Impact: HR for Small Employers
  Dan Kelly, Legal Counsel, Felhaber Larson
  Grand Sonoran A-B - Level 1
- Expanding Training Opportunity Ideas Using ITI Grants and Resources
  Mike Harris, Administrator, ITI
  Ronald McGuire, Director, VDC and Technology Training, ITI
- JATC Management Trustee Panelists:
  Rich Bonner, Big B Contracting, Toms River, NJ
  John Sickle, Duct Fabricators Inc., Cleveland, OH
  Bill Blakely, Blakely Sheet Metal, St. Louis, MO
  Dan Durphy, Peters Eichler Mechanical, St. Louis, MO
  Grand Sonoran C-D - Level 1
- Politics and Policy – A Capitol Hill Briefing and Commentary
  Stan Kolbe, Executive Director of Government and Political Affairs
  Erykka Thompson, Assistant Director, Legislative Affairs
  Denise Murphy McGraw, Partner, Hill, Gosdeck & McGraw, LLC
  Grand Sonoran E - Level 1
- Improving Procurement to Improve Your Books & Margins
  Maria Davidson, CEO & Founder, KOJO
  Grand Sonoran F - Level 1
- Working Through the Aftermath of a Fatality or Extreme Injury
  Don Campbell, CHST, P1 Group
  Ryan Hayes, General Manager of Home Office Claims, Federated Insurance
  Grand Saguaro East-West - Level 1

5:00 p.m. to 6:30 p.m.
CIC Reception
Isle of Capri - Level 1

6:45 p.m. to 10:00 p.m.
Closing Dinner and Show - Entertainment: Big and Rich
Grand Canyon Ballroom - Level 1
Sponsored by Milwaukee

THANK YOU TO OUR PREMIER PARTNERS
Welcome to the 2023 SMACNA Annual Convention. While here at the JW Marriott Phoenix Desert Ridge Resort & Spa, please use this helpful guide to get information about the schedule for all social events, general sessions, business development sessions and technical sessions, and the SMACNA Product Show.

Please remember that your 2023 SMACNA Annual Convention badge is required for entry into all SMACNA events.

To get more detailed information about events and speakers, please download the official 2023 SMACNA Annual Convention App by scanning the QR code.

MONDAY, OCTOBER 16
7:00 a.m. to 4:00 p.m.
Convention Registration
Grand Canyon Foyer - Level 1

7:00 a.m. to 12 noon
PAC Registration
Grand Canyon Foyer - Level 1

7:30 a.m. to 9:00 a.m.
Business Development/Technical Sessions
- New Opportunities for Industrial Contractors - From Carbon Capture to Green Hydrogen and Beyond
  David Gardiner, President, David Gardiner and Associates
- Stan Kolbe, Executive Director, Government and Political Affairs, SMACNA
- Grand Sonoran A-B - Level 1
  - Engaging Emerging Leaders at the Local Level
    Clark Ellis, Principal and Founding Member, Continuum Advisory Group
- Grand Sonoran C-D - Level 1
  - Integrating the Tech Stack
    Kris Blankenship, Industry Advisor, ServiceTitan
  - How Sheet Metal Contractors are Using Digital Workflows to Streamline Field/Office Communication
    Lee Browning, Regional Sales Manager, Trimble
  - Building Resilience: Safeguarding Mental Health in the Sheet Metal Industry
    Aldo Zambetti, Administrator, SMOHIT
    Chris Carlough, SMART MAP Program Coordinator, SMART/SMOHIT
    Jeremy Holburn, Helpline Counselor, SMOHIT
  - Grand Sonoran E - Level 1
    Ben Cort, Cort Consulting
  - Pinnacle Peak 1 - Level 2, Lobby Level

9:30 a.m. to 11:00 a.m.
Business Development/Technical Sessions
- 2024 SMACNA Technical Services
  Eli Howard, Executive Director of Technical Resources, SMACNA
- What Makes Rainscreen Walls Work
  Todd Kimmel, Architectural Specifications Manager, ROCKWOOL North America
- Grand Sonoran A-B - Level 1
- Change Orders: Too Much of a Good Thing
  Guy Gast, Past President, Waltinger Corporation – Iowa Division
- Grand Sonoran C-D - Level 1
- Proven Process for Driving a Service Culture
  John Tschohl, President and Founder, Service Quality Institute
  Grand Sonoran E - Level 1
- Back on Track: Why Software Implementation Derails and How to Fix It
  Claire Wilson, Head of Construction Solutions, SITELINE
  Grand Sonoran F - Level 1
- Contractors for Change: Embracing Heat Pumps, Building a Greener Tomorrow
  Roberto Herrera, Product Manager Daikin Comfort
  Pinnacle Peak 1 - Level 2, Lobby Level

11:30 a.m. to 1:30 p.m.
Keynote Presentation and Lunch
- Chapter Executive of the Year Award
- Contractor of the Year Award
- Legislative Awards
- Labor Relations Award
Keynote Speaker: James Lawrence
Grand Canyon Ballroom - Level 1
2:00 p.m. to 3:30 p.m.
Business Development/Technical Sessions
- Communication Across the Generations: Generation Everyone
  Rebecca Klein Scott and Keith Scott, TALLsmall Productions
  Grand Sonoran A-B - Level 1
- Workforce Development – Best Practices Identification, Communication and Training (A New Horizons Foundation Project)
  Clark Ellis, Principal and Founding Member, Continuum Advisory Group
Panelists:
  Angie Simon, P.E., Executive Director and Co-Founder, Heavy Metal Summer Experience
  Two Workforce Panelists: TBD
Grand Sonoran C-D - Level 1
- Proven Process for Driving a Service Culture
  (repeat of the 9:30 a.m. session)
  John Tschohl, President and Founder, Service Quality Institute
  Grand Sonoran E - Level 1
- Harnessing the Power of AI in the Sheet Metal Industry
  Lauren Wattle, Vice President, Vault Communications
  Grand Sonoran F - Level 1
- Communication and Building Connections
  Danielle Quesenberry, Engagement Director, Inclusiv
  Pinnacle Peak 1 - Level 2, Lobby Level
  6:00 p.m. to 9:30 p.m.
- PAC Reception and Dinner
  Ballroom Lawn - Level 2, Lobby Level (weather backup Grand Canyon Ballroom)
  TUESDAY, OCTOBER 17
6:30 a.m. to 2:00 p.m.
Convention Registration
Grand Canyon Foyer - Level 1

7:00 a.m. to 11:30 a.m.
Product Show
Grand Saguaro Ballroom - Level 1

7:00 a.m. to 9:00 a.m.
Product Show Breakfast
Grand Saguaro Ballroom - Level 1

9:30 a.m. to 11:30 a.m.
Product Show Morning Bar
Grand Saguaro Ballroom - Level 1

9:00 a.m. to 11:00 a.m.
Spouse Breakfast
Guest Speaker: Judi Holler
Grand Canyon Ballroom - Level 1
9:00 a.m. to 12 noon
PAC Auction Payment Office
Desert Suite 1 - Level 2, Lobby Level