



2022 MCAO Convention Overview: Events and Educational Sessions
Full information and registration at: www.mcaohio.com

THURSDAY, SEPTEMBER 22nd

9:00am – 10:30am

Opening Address and Biennial Business Meeting – All Attendees

Join the MCA of Ohio Trustees, MCAA, SMACNA and TAUC Representatives alongside UA and SMART Leaders to kick off this annual assembly. The MCAO will recognize their volunteer leaders and pass the gavel in preparation for another successful year of partnership and industry advocacy!



10:30am-12:00pm

Opening Keynote Speaker: Finding Confidence in Conflict – All Attendees

Kwame Christian, Carlile, Patchen & Murphy LLP
(1.5hrs OCILB and Kentucky credits pending)

A best-selling author, coach and speaker, Kwame Christian is the Director of the American Negotiation Institute and a thought leader in the field of negotiation and conflict resolution. *Finding Confidence in Conflict* will show you how to handle these negotiations and difficult conversations using the Compassionate Curiosity Framework. This framework designed to guide you through all of your difficult conversations, both at work and at home. We often make the mistake of assuming that our primary barriers to success in difficult conversations are strategic and tactical when the true issues are emotional and psychological. This book utilizes the latest psychological research to help you to overcome these barriers and will also give you the confidence you need to engage in these difficult conversations persuasively and authentically.



12:30pm-1:30pm

General Session I: Climate Change and ESJ

Mike Born, Shumaker
(1hr OCILB and Kentucky credit pending)

With 30 years of experience, Mike Born has participated in and represented clients through regulatory development and enforcement trends throughout multiple administrations at both state and federal levels. During this session you will learn how consumer demands and shareholder activism are pushing companies to increasingly respond to expectations for businesses to address their CO₂ footprint, environmental justice, and related social responsibilities in their long-term planning and their day to day operations. Consequently, businesses are pushing these issues “down” to suppliers, business partners, and contractors. This discussion will explore the demands your next customer may impose on your jobs, the information they may request you provide, and what you can do to prepare for this brave new “woke” world.



12:30pm-1:30pm

Field Leaders & Project Managers Program: Advanced Estimating – Turning your Take Off into a Winning Proposal

Kevin Dougherty, SMACNA

(1hr OCILB AND Kentucky credit pending)

Kevin Dougherty will be presenting the Field Leaders & Project Managers Program for 2022. Kevin represents a changing industry - aggressive, realistic, and open-minded. Kevin's work and education experience enables him to relate to today's problems and provides tangible solutions in an easy-to-listen style. This session will help estimators to think differently about the estimating process, and how to approach each opportunity realistically. We will help estimators to not just look at the estimate as a number, but more as a process from job inception to job completion.



12:30pm-1:30pm

IT Specialists Breakout Track: Hacking the Hackers

Nick Espinosa, BSSI2

(1hr OCILB AND Kentucky credit pending)

Nick Espinosa will be joining us to present the IT Specialist Breakout Track for 2022. A deep dive into the threats that corporations and governments face such as Dark Web exposure, types of hacking attacks and a look into the foundational concepts of how to create a well defended organization. Includes live demonstrations of hacking vulnerabilities!



1:45 pm- 2:45 pm

General Session II: Ohio's Tech Boom! Building the Future in the Buckeye State

Valerie Pope, MCA of Ohio Moderator

(1hr OCILB and Kentucky credit pending)

It seems like every week brings a new announcement of another big tech project coming to our great state! Hear from a panel of tech industry construction professionals about what's coming next, why they picked Ohio and what opportunities surround this boom in high tech manufacturing for signatory contractors.

1:45pm-2:45pm

Field Leaders & Project Managers Program: Field Based Project Management – Closing the Gap Between Office & Field

Kevin Dougherty, SMACNA

(1hr OCILB AND Kentucky credit pending)

This Field Based Project Management session is designed to get the field to understand the importance of the project management process and provide them with the tools to improve and insure profitability goals are met. This program will touch on pre-planning, job coordination, and dealing with the other job trades, the need for jobsite organization, jobsite negotiations and many more real world topics.

1:45pm-2:45pm

IT Specialists Breakout Track: Certification for Federal Contracting (CMMC)

Nick Espinosa, BSSI2

(1hr OCILB AND Kentucky credit pending)

Nick Espinosa Chief Security Fanatic of BSSI2, will give an overview of the federal Cyber Security Maturity Model Certification (CMMC) and get you up to speed on what you need to know about compliance with this unified standard for implementing cybersecurity across the defense base supply chain.

3:00pm-4:00pm

General Session III: Business Succession Planning for Contractors

Bob Bobek, Gilmore Jason Mahler LTD, Greg Taylor, Gilmore Jason Mahler LTD, Matthew Harper, Eastman & Smith LTD



Join the dynamic trio of Bobek, Taylor and Harper for this timely session on succession planning specifically for contractors. This session will discuss why all contractors should have a succession plan and how it impacts the value of your company. The panel will discuss the landscape of the potential next leaders/owners of your company, family, key management or an outside buyer. Explore tools and methodologies to transfer wealth while providing a path for the continuation of your Company.

3:00pm-4:00pm

Field Leaders & Project Managers Program: Project Communication – Understanding the Importance of Properly Communicating Throughout the Project

Kevin Dougherty, SMACNA

(1hr OCILB AND Kentucky credit pending)

This program is designed to help the contractor and their production teams take charge of projects and determine the most profitable way to proceed. Understand the importance of the finishing the project strongly, and all the documentation needs and standards. This program will cover the importance of knowing what you own and how it will/can impact the job and how documentation is an important communication channel.

3:00pm-4:00pm

IT Specialists Breakout Track: Basics of Ransomware

Nick Espinosa, BSSi2

(1hr OCILB AND Kentucky credit pending)

Learn the ins and outs of what ransomware is, how it can infect your company and spread, and what the potential damage could be to you! Then Nick will dive into the key strategies and technologies needed to thwart these attackers!

4:15pm-5:15pm

Field Leaders & Project Managers Program: How to be a More Effective Foreman – Management Seminar

Kevin Dougherty, SMACNA

(1hr OCILB AND Kentucky credit pending)

This program covers proven conflict resolution techniques, communication skills, productivity enhancement, motivational tactics, time management ideas and many more skills that a foreman needs in order to thrive today. This program is designed to help anyone who manages people; from the new foreman to the experienced veteran all attendees will come away with tools that will make an immediate impact on job performance.

4:15pm-5:15pm

General Session IV: A Dark Web

Nick Espinosa, BSSi2

(1hr OCILB AND Kentucky credit pending)

In this presentation, Nick describes what the Dark Web is, takes you on a live tour of some of the sites and shows you what is for sale about you. He will also give some recommendations on how to protect your company from these threats. He will discuss the risks we all face with cybersecurity. Small Businesses are often targeted by hackers, because they are seen as a gateway to their customers.

FRIDAY, SEPTEMBER 23RD



8:00am – 10:00am

Legislator Panel Keynote – All Attendees

Josh Sanders, Calfee Halter & Griswold – MCAO Government Affairs Consultant and Stan Kolbe, Executive Director of Government and Political Affairs for SMACNA



The Mid-term Elections are right around the corner and Stan Kolbe and Josh Sanders will be your guide to understanding the key races, key impacts, and key takeaways for your business! They will be joined by a panel of state and federal legislators who will break down the facts versus the fiction and give you the real picture of what is happening in DC and in Columbus!

10:30am-11:30am

Field Leaders & Project Managers Program: Providing Professional Customer Service – Customer Service Seminar

Kevin Dougherty, SMACNA

(1hr OCILB AND Kentucky credit pending)

To each employee, this dynamic and effective program will communicate the need to be more company-minded and sales-oriented. Practical, proven, and entertaining, this program's comprehensive approach to customer service makes this program mandatory for anyone who has contact with customers, including service technicians, drivers, dispatchers, foremen, receptionists, salespeople, accounting personnel, and managers.



10:30am-11:30am

General Session V: Economic Forecast for Ohio

Guhan Ventaku, Cleveland Federal Reserve

(1hr OCILB AND Kentucky credit pending)

The MCA of Ohio is honored to have Guhan Ventaku of the Cleveland Federal Reserve to present Ohio's Economic Forecast. With so many aspects of the economy in flux, Ventaku will guide attendees through the key economic indicators and help shed light on ways to navigate these tumultuous times.



11:45am-1:00pm

Closing Keynote – All Attendees

How to Overcome the Prejudice Injustice On & Off the Field

Cornelius Green, 1st OSU African American Quarterback

(1hr OCILB AND Kentucky credit pending)

Our closing keynote session will be presented by Ohio native and OSU Football great, Cornelius Green. Green played under famed coach, Woody Hayes and was selected as the first African-American quarterback to play for Ohio State. He was named Big Ten Conference MVP for the 1975 season, when his teammate Archie Griffin became the first two-time Heisman Trophy winner.

A member of the Rose Bowl Hall of Fame and the Ohio State Athletics Hall of Fame, Green will share not only his positive experiences during the golden age of OSU football, but also the challenges on and off the field of being a trail-blazing player, coach and mentor.

INDUSTRY EXHIBIT HALL RUNS THROUGHOUT THE EVENT!
PLUS! STATEHOUSE GALA CELEBRATION 6-9PM THURSDAY