



ANNUAL MEETING

2019



JUNE 20-23 | HYATT REGENCY CHICAGO
Chicago, Illinois



PRESIDENT'S LETTER

MCAI Members:

We're heading to the Windy City! It's my pleasure to invite you and your family to attend the 2019 MCAI Annual Meeting in Chicago, IL on June 20-23. Our members have come to expect top level education and member-focused activities, and this year's event has both covered. Your support of the annual meeting, highlighted by record attendance the past two years in Nashville and Kansas City, demonstrates the value our members place on education, fellowship and networking. We are looking forward to another excellent turnout this June.

The MCAI Board of Directors, Convention Committee and staff work hard each year to assemble an event that builds off past success, while continuing to raise the level of professionalism, creativity, and value for our members — contractors and associates/affiliates alike.

This year's event kicks off on Thursday evening, June 20th, when the Welcome Reception reaches new heights on the 99th floor of the world-famous Willis Tower. The tallest building in the Western Hemisphere, the Willis Tower stands 110 stories tall and rises 1,450 feet over downtown Chicago. Enjoy the tastes of Chicago and experience VIP access to *The Ledge*, a popular tourist attraction on the 103rd floor. You will not want to miss this unique opportunity to socialize, network and reconnect with your peers.

Education is a core service of the MCAI, and this year's lineup of speakers certainly illustrates this priority. We have three amazing sessions you will not want to miss. On Friday morning, Nick Espinosa will open your eyes to the important role cyber security plays for today's contractors, and Bill Benjamin will discuss why it's important for managers and leaders to have a high level of Emotional Intelligence (EI). On Saturday morning, my Defensive Line Coach at Iowa, Dan McCarney, will inspire and motivate during his keynote address. I guarantee you'll be ready to suit up, throw on the pads and get to work!

We have several fellowship and networking opportunities lined up for you as well. The Chicago Cubs host the New York Mets on Friday afternoon, and you'll be in the stands at Wrigley Field for the first pitch. Join us at SPIN Chicago on Saturday for lunch and a friendly or competitive game of ping pong. Close the week with a dinner cruise on Lake Michigan and enjoy the spectacular fireworks display over Navy Pier. There is truly something for everyone.

You will find descriptions of all the events in this brochure.

Over the past year I am happy to report the Association continued to grow in membership, services and educational offerings. Member participation is a large reason for the MCAI's success. I hope you and your family will join us in Chicago as we celebrate another great year!

Go Cubs!

A handwritten signature in black ink that reads "Jeff Koepfel". The signature is fluid and cursive.



Jeff Koepfel
AAA Mechanical Contractors
MCAI President



Chicago, Illinois

PROGRAM AGENDA

Thursday, June 20

- 3:00 p.m.–5:00 p.m. Registration & Refreshments
- 5:30 p.m. Transportation to Willis Tower
- 6:00 p.m.–9:00 p.m. Welcome Reception — Skydeck at Willis Tower
- 9:00 p.m. Transportation back to Hotel

Friday, June 21

- 7:30 a.m.–9:30 a.m. Breakfast Buffet
- 7:30 a.m.–7:50 a.m. Annual Membership Business Meeting
- 8:00 a.m.–9:30 a.m. Seminar — Nick Espinosa, Cyber Security Expert
- 9:40 a.m.–11:00 a.m. Seminar — Bill Benjamin, The Science of Emotional Intelligence
- 11:30 a.m. Transportation to Wrigley Field
- 12:00 p.m.–4:30 p.m. Chicago Cubs vs. New York Mets (Lunch Provided)
- 4:30 p.m. Transportation back to Hotel

Saturday, June 22

- 8:00 a.m.–9:30 a.m. Breakfast with Keynote Speaker, Coach Dan McCarney
- 11:00 a.m.–1:00 p.m. SPiN Chicago — Ping Pong Social and Lunch (10 min walk)
- 1:00 p.m.–7:00 p.m. Open for Sightseeing & Networking
- 7:00 p.m.–7:15 p.m. Meet at Hotel to load buses for Anita Dee II
- 7:30 p.m.–11:00 p.m. Reception, Dinner Cruise and Fireworks aboard Anita Dee II
- 11:00 p.m. Transportation back to Hotel

Sunday, June 23

- 7:30 a.m.–9:30 a.m. Traveler's Breakfast

For more information:

HYATT REGENCY CHICAGO
 151 East Wacker Drive
 Chicago, IL 60601
www.hyatt.com/en-US/hotel/illinois/hyatt-regency-chicago/chirc

WILLIS TOWER SKYDECK
 233 South Wacker Drive
 Chicago, IL 60606
www.willistower.com

NICK ESPINOSA
 Cyber Security Expert
www.securityfanatics.com

BILL BENJAMIN
 Institute for Health and Human Potential
www.ihhp.com/bill-benjamin

CHICAGO CUBS
 Wrigley Field
 1060 Addison St.
 Chicago, IL 60613
www.mlb.com/cubs
www.mlb.com/cubs/ballpark

SPIN CHICAGO
 344 N. State Street
 Chicago, IL 60654
chicago.wearspin.com

ANITA DEE II
 200 N Breakwater Access
 Chicago, IL 60601
www.anitadee.com





Chicago, Illinois

PROGRAM HIGHLIGHTS

THURSDAY EVENTS

Registration & Refreshments | Thursday, June 20, 3:00 – 5:00 p.m.

Get checked into your room and head over to The Living Room (West Tower - 2nd Floor) to pick up your registration packet, enjoy a refreshment and socialize with friends and colleagues before we kick off the evening with the Welcome Reception at Willis Tower Skydeck!

Welcome Reception | Thursday, June 20, 6:00 – 9:00 p.m

Join us for an unforgettable evening of fellowship on the 99th floor of the Willis Tower, the tallest building in the Western Hemisphere and a world-famous architectural icon standing 1,450 feet tall and 110 stories over the heart of downtown Chicago. Take in the panoramic views of the lakefront and up to four states while you enjoy Taste-of-Chicago themed dinner stations. Souvenir photos will be offered on The Ledge, a glass floor balcony extending four feet outside the 103rd floor and 1,353 feet over Chicago!





Chicago, Illinois

PROGRAM HIGHLIGHTS

FRIDAY EVENTS

MCAI Annual Business Meeting | Friday, June 21, 7:30 – 7:50 a.m.

Open to all members, this meeting reviews Association activities over the past year and previews activities and resources planned for the coming year.

SEMINAR — NICK ESPINOSA, Cyber Security Expert | Friday, June 21, 8:00 – 9:30 a.m. **Cyber Security with Live Hacking Demonstration**

Nick Espinosa will inform, and possibly disturb you with his important message regarding Cybersecurity and minimizing risks to your privacy, data, and business operations in our connected digital world, while enjoying the benefits of our technology. He will not only scare you about IT and being on the internet but also tell you how to protect yourself. A live hacking demonstration will be included.

An expert in cybersecurity and network infrastructure, Nick Espinosa has consulted with clients ranging from small businesses up to the Fortune 100 level. Nick founded Windy City Networks, Inc in 1998 at age 19 and was acquired by BSSI2 LLC in 2013 where he is their CIO. In 2015 Security Fanatics, a Cybersecurity/Cyberwarfare outfit dedicated to designing custom Cyberdefense strategies for medium to enterprise corporations, was launched. A nationally recognized speaker, member of the Forbes Technology Council, TEDx Speaker, regular columnist for Forbes, award winning co-author of a bestselling book “Easy Prey”, host of “The Deep Dive” nationally syndicated radio show, on the Board of Advisors for Roosevelt University’s College of Arts and Sciences as well as their Center for Cyber and Information Security and also Bits N’ Bytes Cybersecurity Education, Nick is known as an industry thought leader and sought after for his advice on the future of technology and how it will impact every day businesses and consumers.





Chicago, Illinois

PROGRAM HIGHLIGHTS

FRIDAY EVENTS

SEMINAR — BILL BENJAMIN | Friday, June 21, 9:40 – 11:00 a.m

The Science of Emotional Intelligence – The Missing Ingredient Behind Building a Highly Engaged Organizational Culture

Why would anyone want to be led by you? This is the single most important question a manager or leader needs to ask themselves if they want to unlock the potential and creativity of their people. The reason your employees get up in the morning and choose to be engaged and productive has nothing to do with a manager’s level of IQ or technical capabilities, it has everything to do with their manager’s level of Emotional Intelligence (EI).

The research is clear that Emotional Intelligence is the single most important driver of an engaged, results-driven, highly effective workforce, especially in environments that are undergoing significant change and disruption.

IN THIS INTERACTIVE SESSION, YOU WILL DISCOVER:

- What the brain does under pressure and specific tools & strategies to effectively manage situations of tension and conflict.
- Self-awareness: understanding the impact of your leadership style and how to win the hearts and minds of your people by connecting to the emotions that drive their behavior.
- Engaging stories from the frontlines of leaders who are stepping up and winning in the most challenging, pressure-filled circumstances.



As a math and computer science guy, Bill discovered the power of managing emotions while he was working in the technology industry. Bill is very honest about the struggles he had early in his career as a leader.

He was so impressed by the Institute for Health and Human Potential [IHHP]’s brain science based approach to Emotional Intelligence, and even more so by its practical applications, that he became a partner in the company. Now that’s commitment!

Bill’s experience in technology and sales gives him real-world experience in the types of challenges that organizations face today. His analytical background in math and computer science drives him to take a practical and scientific approach to helping people understand how the brain responds under pressure, and how that can help increase leadership and performance.

Bill has an authentic approach that resonates with the audience and especially with those that might be typically resistant to the important relationship between ‘soft-skills’ and exceptional leadership. A natural storyteller, he balances anecdotes with science and research to engage all types of participants. When he is not speaking, Bill spends time working with senior leaders and their teams at Fortune 500 companies helping them overcome the barriers that often hold them back from reaching their full potential.

Bill loves to write and contributed to the New York Times and Amazon bestselling book, *Performing Under Pressure: The Science of Doing Your Best When it Matters Most*, co-authored by IHHP’s JP Pawliw-Fry and published in 65 countries with multiple translations. Bill is also a regular contributor to CEO magazine, Training Magazine, as well as other leadership publications.

Bill is originally from Canada and moved to New York City in the nineties. He now calls Chicago home and it is here you will find him indulging in his other passions - his family, scotch, and cycling.



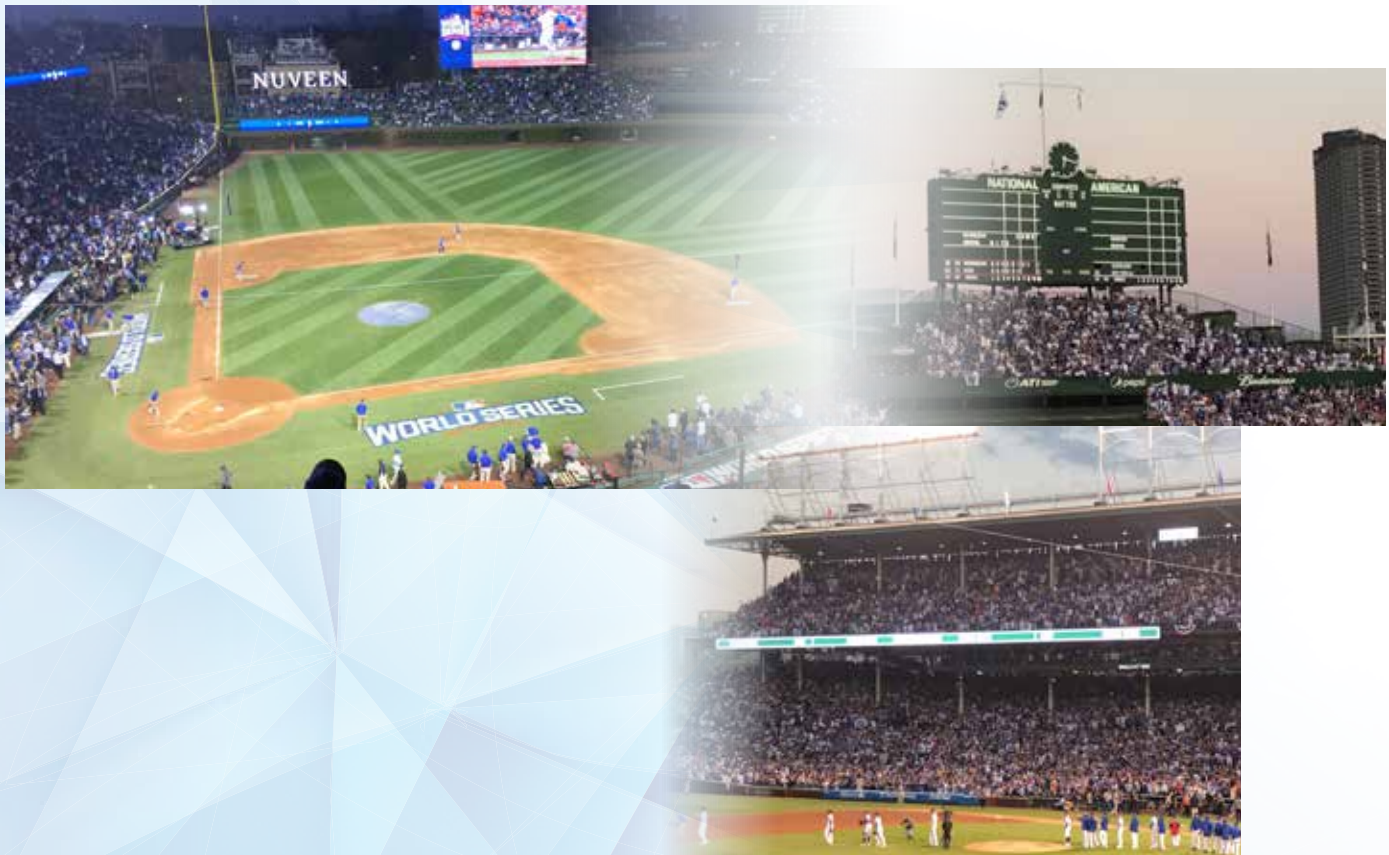
Chicago, Illinois

PROGRAM HIGHLIGHTS

FRIDAY EVENTS (CONTINUED)

Chicago Cubs vs. New York Mets | Friday, June 21, 12:00 – 4:30 p.m.

Whether you are a Cubs fan or not, this will be an experience you won't want to miss! First pitch is scheduled for 1:20 p.m. We have stadium seats reserved with dedicated servers bringing traditional ballpark food and drinks around so you can enjoy the full baseball experience. After the game, transportation will be available to take you back to the hotel if you choose. Otherwise, the evening is open to check out Wrigleyville or take in the sights of downtown Chicago.





Chicago, Illinois

PROGRAM HIGHLIGHTS

SATURDAY EVENTS

BREAKFAST AND KEYNOTE — COACH DAN MCCARNEY

Saturday, June 22, 8:00 a.m. – 9:30 a.m.

Join us for breakfast and a keynote presentation from Coach Dan McCarney. Born and raised in Iowa City, McCarney made his mark on the gridiron as both a player and a coach for the Iowa Hawkeyes and a hall of fame head coach for the Iowa State Cyclones. Whether you're a Cyclone or a Hawkeye, chances are you've cheered for McCarney at one point or another. McCarney will share his experiences, the highs and lows of college athletics and the lessons that can be applied to your everyday life. Fun fact: McCarney coached MCAI President, Jeff Koeppel, at Iowa from 1986–1989.



Patrick Daniel “Dan” McCarney was born and raised in Iowa City. After starring at Iowa City High he went on to become an offensive lineman at the University of Iowa from 1972 to 1974 and was named team captain in 1974. He returned to Iowa as a graduate assistant from 1977 to 1978 under Bob Commings. When Hayden Fry arrived at Iowa in 1979, he named McCarney as defensive line coach, a post he held for 11 years--during which Iowa made two appearances in the Rose Bowl. He served as the defensive coordinator and defensive line coach at the University of Wisconsin under Barry Alvarez from 1990 to 1994.

He served as head coach at Iowa State University from 1995 to 2006. During that span, McCarney led the Cyclones to five bowl games, more than any other Iowa State coach in school history. The Cyclones had been to only three bowl games in their entire history before his arrival. In their first bowl appearance under McCarney, the 2000 Insight.com Bowl, the Cyclones notched their first bowl win in school history. McCarney finished his Cyclone career as the longest-tenured (1995-2006) and winningest (56) coach in Iowa State football history.

In February 2007, McCarney accepted a position as the defensive line coach and assistant head coach at the University of South Florida. The next year, he accepted the same position at the University of Florida. He coached the defensive line at Florida for three years. During his tenure, the Gators produced NFL draft picks Carlos Dunlap and Jermaine Cunningham. He was 30-2 in 32 games at Florida, winning a National Championship in 2008. From 2011 to 2015, McCarney served as head coach at the University of North Texas, where he went 22-32 and won the Heart of Dallas Bowl in 2014.

In September 2016, McCarney was inducted into the Iowa State Athletics Hall of Fame.

Additional coaching highlights:

- Coached in 20 bowl games including 3 Rose Bowls, Orange Bowl and Sugar Bowl
- Coached in 25 Iowa/Iowa State football games
- Inducted into Iowa City City High Hall of Fame in 2005
- Went from the Bottom 10 in America to Bowl Champs at Iowa, Wisconsin, Iowa State and North Texas
- Went from 1-10 to 10-1 at Wisconsin and won the first Rose Bowl in school history in 1994



Chicago, Illinois

PROGRAM HIGHLIGHTS

SATURDAY EVENTS (CONTINUED)

SPiN Chicago | Saturday, June 22, 11:00 a.m. – 1:00 p.m.

If you're looking for something fun and different, join us at SPiN, Chicago's popular ping pong social club. By combining an unusual mixture of sport, design and entertainment, SPiN Chicago has created a unique venue with 20 ping pong courts, multiple bars, restaurant, pro-shop and two private lounges. We have reserved the entire lower level for our group, with a catered lunch and full private bar. We'll have ping pong pros available to up your game, learn the perfect backhand and impress your friends. This is guaranteed to be a fun time for all ages!

Anita Dee II Yacht | Saturday, June 22, 7:30 – 11:00 p.m

To conclude this year's Annual Meeting, join us on the Anita Dee II, a 140 foot, 400 passenger yacht, for a chartered dinner cruise on Lake Michigan. Since 1981, the Anita Dee and Anita Dee II have hosted over a million guests, including some of the highest dignitaries in the world, actors, musicians, radio and television personalities. The evening will feature a reception, dinner buffet, full bar, music and spectacular Fireworks display!





Chicago, Illinois

REGISTRATION

Please complete the registration form below indicating your hotel room preference and attendance at the various activities. MCAI has reserved a block of rooms at the Hyatt Regency Chicago and will coordinate room reservations. Visit www.hyatt.com for more information about the hotel. **Please return your registration form no later than Tuesday, May 14, 2019.**

PLEASE REGISTER ONLINE: www.mcaofiowa.org **OR**
RETURN REGISTRATION FEES TO: MCAI, 3066 104th Street, Urbandale, IA 50322-3847
EMAIL: jennifer@mcaofiowa.org
FAX: 515-334-2620

ATTENDEE INFORMATION

Member Name: _____
Spouse/Guest Name: _____
Child(ren) Name(s)/Age(s): _____
Company Name: _____ Email Address: _____

REGISTRATION FEES*

Register before **March 15, 2019**, to receive a discount up to \$100 off regular registration fees.

CONTRACTOR RATES	MEMBER	SPOUSE/GUEST	CHILD	ASSOCIATE/AFFILATE RATES	MEMBER	SPOUSE/GUEST	CHILD
EARLY BIRD	<input type="checkbox"/> \$625	<input type="checkbox"/> \$300	<input type="checkbox"/> \$150/child	EARLY BIRD	<input type="checkbox"/> \$725	<input type="checkbox"/> \$350	<input type="checkbox"/> \$150/child
REGULAR	<input type="checkbox"/> \$675	<input type="checkbox"/> \$350	<input type="checkbox"/> \$150/child	REGULAR	<input type="checkbox"/> \$775	<input type="checkbox"/> \$400	<input type="checkbox"/> \$150/child
LATE	<input type="checkbox"/> \$725	<input type="checkbox"/> \$400	<input type="checkbox"/> \$150/child	LATE	<input type="checkbox"/> \$825	<input type="checkbox"/> \$450	<input type="checkbox"/> \$150/child

EARLY BIRD BEFORE MARCH 15, 2019 **REGULAR** BEFORE APRIL 30, 2019 **LATE** AFTER APRIL 30, 2019

*Registration fees include all association-sponsored meals, refreshments and events, with the exception of lodging expenses.
Please make all checks payable to Mechanical Contractors Association of Iowa, or complete the credit card authorization below.

Total Amount: _____ Type of Card: MasterCard Visa Discover or Amex
Card Number: _____ Security Code: _____ Expiration: _____ / _____
Cardholder Name: _____ Signature: _____
Cardholder Billing Address: _____



Chicago, Illinois

REGISTRATION

HOTEL ACCOMMODATIONS

Hotel Reservation procedures: Reservations will be made through MCAI. Please select room preference, arrival and departure dates, and note any special requests on the registration form. **Note: Lodging expenses are an individual cost and not included in the registration fee.*

Space at the *Hyatt Regency* is at a premium. All room reservations are on a first-come, first-served basis. Room reservations received after Tuesday, May 14, 2019 cannot be guaranteed. After that date, rooms will be honored on a space available basis at the prevailing room rate.

- **Room rates are \$209 for single/double occupancy:** King or Double (2 queen beds)

Hotel room rates are subject to applicable state and local taxes (which are currently 17.4% State Occupancy Tax). Check-in time is 3 p.m. and check-out is 12:00 p.m. Our group will receive 15% off the daily on-site parking rate, which is currently \$69 per night.

Arrival Date: Wednesday, June 19 Thursday, June 20 Friday, June 21 Saturday, June 22

Departure Date: Saturday, June 22 Sunday, June 23

Room Preference: King Double (2 queen beds)

List special needs, if applicable (e.g., baby crib, etc.) _____

HYATT REGENCY CHICAGO | 151 E. Wacker Dr | Chicago, IL 60601





Chicago, Illinois

REGISTRATION

ACTIVITIES PARTICIPATION

Please select the events you plan to attend, and include the number of guests who will also attend:

THURSDAY, JUNE 20, 2019

- | Member | # of Guests | | |
|--------------------------|--------------------------------|---------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> _____ | 3:00 p.m.–5:00 p.m. | Registration & Refreshments |
| <input type="checkbox"/> | <input type="checkbox"/> _____ | 5:30 p.m. | Transportation to Willis Tower |
| <input type="checkbox"/> | <input type="checkbox"/> _____ | 6:00 p.m.–9:00 p.m. | Welcome Reception — Skydeck at Willis Tower |

FRIDAY, JUNE 21, 2019

- | | | | |
|--------------------------|--------------------------------|----------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> _____ | 7:30 a.m.–9:30 a.m. | Breakfast Buffet |
| <input type="checkbox"/> | <input type="checkbox"/> _____ | 7:30 a.m.–7:50 a.m. | Annual Membership Business Meeting |
| <input type="checkbox"/> | <input type="checkbox"/> _____ | 8:00 a.m.–9:30 a.m. | Seminar — Nick Espinosa, Cyber Security Expert |
| <input type="checkbox"/> | <input type="checkbox"/> _____ | 9:40 a.m.–11:00 a.m. | Seminar — Bill Benjamin, The Science of Emotional Intelligence |
| <input type="checkbox"/> | <input type="checkbox"/> _____ | 11:30 a.m. | Transportation to Wrigley Field |
| <input type="checkbox"/> | <input type="checkbox"/> _____ | 12:00 p.m.–4:30 p.m. | Chicago Cubs vs. New York Mets |

SATURDAY, JUNE 22, 2019

- | | | | |
|--------------------------|--------------------------------|----------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> _____ | 8:00 a.m.–9:30 a.m. | Breakfast with Keynote Speaker, Coach Dan McCarney |
| <input type="checkbox"/> | <input type="checkbox"/> _____ | 11:00 a.m.–1:00 p.m. | SPiN Chicago — Ping Pong Social and Lunch |
| <input type="checkbox"/> | <input type="checkbox"/> _____ | 7:00 p.m. | Transportation to Anita Dee II Yacht |
| <input type="checkbox"/> | <input type="checkbox"/> _____ | 7:30 p.m.–11:00 p.m. | Reception, Dinner Cruise and Fireworks aboard Anita Dee II |

SUNDAY, JUNE 23, 2019

- | | | | |
|--------------------------|--------------------------------|---------------------|----------------------|
| <input type="checkbox"/> | <input type="checkbox"/> _____ | 7:30 a.m.–9:30 a.m. | Traveler's Breakfast |
|--------------------------|--------------------------------|---------------------|----------------------|





2019 MCAI
ANNUAL MEETING
C H I C A G O



See you in June!

Please contact Jennifer Adkins at jennifer@mcafiowa.org or 515.334.2616 with any questions about the 2019 MCAI Annual Meeting.



Mechanical Contractors Association of Iowa
3066 104th Street | Urbandale, IA 50322-3847
515.334.2616 | mcafiowa.org