



OF PENNSYLVANIA

908 N. Second Street
Harrisburg PA 17102

Join us for the 37th Annual
SMACNA of PA Convention.

SMACNA of PA
Annual State Convention
June 18 - 20, 2009

The Hotel Hershey



SMACNA of Pennsylvania 2009 Annual Conference

The Hotel Hershey
Hershey, PA
June 18 - 20, 2009





Schedule

SMACNA of PA Annual State Convention June 18 - 20, 2009

The Hotel Hershey®

Thursday 6.18

- 9:30, 9:40, 9:50, 10:00 The Hershey Links Golf Course
- 5:45 pm Bus departs from the Hotel Hershey for Penn National
- 6:00 pm - 9:00 pm Reception and Dinner
Hollywood Casino at Penn National Race Course
Registered contractors, spouses, and kids are invited

Friday 6.19

- 8:00 am - 9:00 am Family Breakfast Buffet
- 9:15 am - 10:15 am General Membership Meeting
- 10:30 am - 11:45 am "How to Make a Profit in a Down Economy"
*Guest speaker: Jeff Moore, Director
NCI Construction Management Consulting Group*
- 12:00 pm - 1:30 pm Contractors Lunch
"What Is LEED Accreditation, Why Do I Need It
and How Can I Get It?"
Guest speaker: Catherine Sheane, Astorino
- 6:00 pm - 10:00 pm Kids Dinner & Supervised Programs
- 6:00 pm - 7:00 pm Adult Reception
- 7:00 pm - 9:00 pm Adult Dinner
Murder Mystery
Raffle to fund SMACNA Political Action Committee

Saturday 6.20

- 8:30 am - 9:00 am SMACNA of PA Board of Directors Meeting
- 9:00 am - 10:00 am Family Breakfast
- Adjourn

"Hershey" is a trademark used with permission.

The Hotel Hershey



**Call TODAY
to make
your reservation!**

1.800.HERSHEY

The Hotel Hershey

Situated to overlook the town of Hershey, Pennsylvania, The Hotel Hershey is a getaway in itself. Awaken your senses, soothe your soul, and experience the finest in elegance and service. It's Milton Hershey's ultimate expression of grandeur. Call TODAY to make your reservation. The hotel is a popular destination.

Call 717.533.2171 or 800.437.7439 well BEFORE May 24, 2009. State that you are attending the SMACNA Convention. The group rate is \$284 for single/double. (6% PA sales tax and 5% local tax will be added.)

The Spa at the Hotel Hershey

The Spa At The Hotel Hershey is a haven from daily chaos. Make time for innovative and relaxing spa services. Enjoy classic elegance, timeless sophistication, and the unmistakable touch of Hershey. Take in the aromas, flavors, textures, sounds, and vistas that are uniquely Hershey and let the stress melt away.

Call Spa Reservations at 877-772-9988 or 717-520-5888. The spa is extremely popular and it may not be possible to get an appointment the day you arrive. Please call well in advance.

Places to See, Things to Do

The Hershey region and central Pennsylvania offer a number of options for visitors. You can check online for details, but here are a few ideas:

- Antique Auto Museum
- The Hershey Gardens
- Hersheypark
- Hershey Chocolate World
- The Hershey Story
- Zoo American
- The Outleat at Hershey

Visit www.visithc.com to find more regional attractions.



Sessions

**Friday, June 19
9:15 am - 10:15 am**

General Membership Meeting

This meeting offers members a chance to discuss first hand the issues and solutions to challenges they face in the industry. Talk with contractors and chapter managers from around the state about concerns and opportunities.

In addition, SMACNA of PA monitors legislation in the Pennsylvania General Assembly that can impact contractors. Our lobbyists monitor and guide legislation affecting the issues like the following:

- Prevailing Wage
- Mechanics Lien
- School Construction Issues
- Separations Act
- Misclassification of Workers
- Procurement Issues

Join contractors just like you for a valuable morning session. This is an excellent opportunity to compare notes.

**Friday, June 19
10:30 am - 11:45 am**

Make a Profit in a Down Economy

*Guest speaker: Jeff Moore
Director of NCI's Construction
Management Consulting Group*

The global financial crisis has roiled stock markets, credit markets and economies across the world. Just as an engine relies on oil for lubrication, the free market economies rely on credit to keep markets moving. As credit markets froze, so too did contractor's prospects of another year of the bull run. The economy now faces an unprecedented challenge to unwind and de leverage. Project delays and cancellations are rising. Banks and bonding companies are requiring increased collateralizations. Bankruptcies are mounting. As the next two years unfold, contractors must stay ahead of what's coming to ensure survival. What is your organization doing as a result the economic turmoil?

Navigant Consulting will discuss options for contractors in a down market and will shed some light on mistakes to avoid. Every company can learn from other contractors past mistakes and successes in down times. Knowing what to do and what not to do is imperative – particularly for organizations and leaders who have never experienced a down market. The discussion will investigate strategic planning, project execution and differentiation in branding as means to improving market and wallet share. Additionally, this session will include a discussion on the successful methods for maintaining a proactive business stance as opposed to reacting to a volatile environment/market.

Sessions



Friday, June 19
12:45 pm

What Is LEED Accreditation, Why Do I Need It, and How Can I Get It?

Guest speaker: Catherine Sheane, Sustainable Design Manager, Astorino

The LEED Accreditation process for professionals in architecture, engineering, and construction industries has changed with the roll-out of LEED® 2009.

This session will outline

- new three-tiered accreditation system managed by the Green Building Certification Institute
- steps required to obtain LEED® AP status using the new exam format (or to opt in to the new system if you're already a LEED® AP)
- credentialing maintenance program for all participants to keep up to speed with continuous advancement of green building practices, products, and technology

Applicability and benefits for contractors will also be discussed.



Notes

The Hershey Links

Overlooking the Hershey landscape, *Hershey Links* rolls along 175 acres in a peaceful setting. Of course, shot-making challenges still abound.

Numerous lakes and creeks, pot bunkers, multi-level greens, wide vistas, a natural amphitheater around the 15th green, and natural wildlife habitat along the route will impact your strategy.

Five sets of tees accommodate every level of golfer, with the Bentgrass greens, fairways and tees accented throughout the course by tall, golden-brown fescues.

Hollywood Casino at Penn National Race Course

SMACNA of PA will host a reception and dinner for convention guests in a private room above the casino. Adults (21 and over) will have access to the casino.

SMACNA guests will have a clear view of the track from our room, and access to a nearby betting window.

Children of all ages are more than welcome to attend this event with their parents.

Childcare Services

Children are very welcome to join their parents on Thursday evening at Penn National. We will be able to view the horse races from our private room, or guests will have access to the outdoors next to the track.

Supervised dinner and age appropriate activities are planned for SMACNA kids (ages 5 - 17) on Friday evening at the Hotel Hershey.

There is childcare available through the Hershey Hotel concierge if you need to make private arrangements. Call 717.533.2171.

Fatal Fun

A troupe of characters will join us Friday after dinner for an hour of "who done it" entertainment.

The actors will interact with SMACNA guests and establish a relationship with the "victim." We will be called on to solve the crime. "Sleuth Sheets" will be passed out to the audience and can be completed by individuals or teams.

By the end of the evening the mystery will be solved.

SMACNA Registration



1 Convention Attendees

Company: _____
 Contractor Name: _____ Nickname: _____
 Spouse / Guest: _____ Nickname: _____
 Address: _____
 City, State, Zip: _____
 Phone: _____ E-mail: _____
 Names and ages of children attending: _____

SMACNA Chapter Central Philadelphia Northeast Western PA

2 Registration

Registration includes ALL meetings, seminars, events, and meals on agenda

No. of Guests	Fee	Total \$
_____ Contractor	\$ 450	_____
_____ Guest	\$ 400	_____
_____ Child (5 - 21)	\$ 100	_____
<i>(Children under 5 no charge.)</i>		

Notes:

Make checks payable and send to:
 SMACNA of PA
 908 N. Second St.
 Harrisburg, PA 17102
 FAX: 717.236.2046

Questions?
 717.441.6053
 jennifer@wannerassoc.com

3 Golf

Greens fees, cart, bag handling and taxes included.

# of Guests	Fee	Total
_____	\$ 105	\$ _____

Names of other players in foursome:

4 HERSHEY PARK Passes

SMACNA guests can purchase discounted HERSHEY PARK passes here.

# of passes	Fee / ticket	Total \$
_____ Adults (ages 9 - 54)	\$ 33.00	\$ _____
_____ Junior/Senior (ages 3 - 8/55 - 69)	\$ 24.00	\$ _____
_____ Senior (ages 70+)	\$ 19.95	\$ _____

SMACNA Convention Advertising & Sponsorship

Company Name: _____

Contact: _____

Address: _____

City, State, Zip: _____

Phone: _____ E-mail: _____

Sponsorship

Mark preferred event.

SMACNA contractors and their families always enjoy the convention. Connect your company name with a memorable event. Sponsor one or more of the following and we'll give your company prominent recognition both *in the program book and onsite*.

- Penn National/Hollywood Casino \$5,000
- Kid's Dinner and Program \$3,000
- Murder Mystery \$2,500
- Contractor's Lunch \$1,000
- Coffee break \$ 500
- Friday Night Musicians \$ 200

Advertising

Mark preferred ad size.

Advertise in the convention program book to gain SMACNA contractor's attention. SMACNA guests use the book extensively during the three days of activity; particularly to see who advertised! Put your company ad at the fingertips of SMACNA members.

- Full Page back cover \$400
(8.5"w x 11"h)
- Full Page inside front cover \$400
(8.5"w x 11"h)
- Full Page \$300
(8.5"w x 11"h)
- Half Page \$200
(8.5"w x 5.25"h)

Guidelines

Deadline for artwork: June 2, 2009

Ad specifications:

- Ads will be printed in black and white.
- Send ads and logos as IBM formatted electronic files.
- Send files in .tif, .eps, .jpg, or .pdf format.
- Camera ready artwork can be accepted.
- E-mail files to jennifer@wannerassoc.com.

Payment options:

- Check enclosed (payable to SMACNA of PA)
- Send an invoice to the address above.

Send ad/sponsor reservation, registration, artwork, and payment to:

Jennifer Summers
908 N. Second Street
Harrisburg PA 17102
Phone: 717.441.6053; Fax: 717.236.2046
E-mail: jennifer@wannerassoc.com