Be Heard, Be Present, Belong

ALSO IN THIS ISSUE

WELCOME, PRESIDENT CHARLIE USHER
CEI FALL/WINTER PROGRAMMING
BUILDING INDUSTRY AWARENESS
Hello MCA of Chicago Members!

I’m Charlie Usher, your new MCA of Chicago President. I’m thrilled to kick off my term and work with such a great leadership team over these next two years. I’d like to thank our Immediate Past President, Brian Helm, for passing the gavel to me and setting a standard of leadership excellence. The goals I have set for my term is best summed up by the following: Be Heard, Be Present, Belong.

**Be Heard**
We want to hear from you. Yes, you! As a member of MCA of Chicago, it’s important that you let us know what you want from your membership. Your voice matters to us.

**Be Present**
We want to see you! Whether it’s over Zoom (for now) or in-person (hopefully soon!) we want you to participate and be present. One of the things our association prides ourselves on is offering something for anyone, whether it’s a class, a meeting or a networking opportunity. If you’re ever unsure where you fit in here, reach out to the MCA of Chicago staff.

**Belong**
Simply put, you belong. This term, I’m excited that we will spend time making sure that everyone feels welcome at all of our events. I’m also excited that the Diversity, Equity and Inclusion (DEI) Task Force has stepped into action. Keep a lookout for programming from that group.

Finally, please remember to get out and vote!

Charlie Usher
President, MCA of Chicago
CAREER DEVELOPMENT

Building Industry Awareness...

Presented during Polished Pebbles’ Fall Program

Provided Local Industrial Technology (Shop) Classes with Tape Measures

Supported Middle and High School Science

Sponsored Free Online Science Curriculum
In honor of S.T.E.A.M. Week, MCA of Chicago sponsored a 32-lesson online energy program based on Illinois math and science standards with Jerry Katz (a.k.a. Mr. Energy). The curriculum is freely available from Mr. Energy at NRGed.org.

Coordinated Sponsorship for Home Experiment Kits
Eight schools and 583 students received home experiment kits thanks to Milwaukee Tool, Bornquist, Ferguson, ViaTechnik and Apollo Valves.

 Recruited Industry Members for Online Interviews
Check out NRGed.org to view video interviews with members of our industry.

THANK YOU,
MCA of Chicago Interns

This summer, we had two interns working with us in the MCA of Chicago office. Ervin and Judie Prophete are both seniors at DePaul University. Ervin is studying public relations and advertising and Judie is studying finance. Both were great additions to our team! We’re also excited to have Judie as an administrative assistant throughout her senior year.
## CEI Online Course Calendar (October - December)

Register online now at [mca.org/calendar](http://mca.org/calendar). Find the date and select the class. All programs will be taught via Zoom.

### OCTOBER 15

**The Profound Power of Presence: How the Sale Begins (or Ends) Before You Say a Word**  
**October 15 | 10:00 a.m. - 11:30 a.m.**  
**Instructor:** Todd Cohen

Before a single word is spoken – in a split second - the decision to engage, trust, and buy is made. Every person who interacts with the client – sales, service technicians, estimators, installers, finance, or the CEO all share one common and powerful selling and customer service tool – Presence.

### OCTOBER 22

**Proposal Writing**  
**October 22 | 10:00 a.m. - 12:00 p.m.**  
**Instructor:** Marie Patterson

Writing a proposal is the formal response to a potentially lengthy and costly sales and estimating process. In this course, you will learn about the key steps of the proposal process, the necessary components of a proposal letter, how to respond to RFP’s, bid forms and exhibits, and overall best practices for proposals. It will also cover tips for opening up communication with your clients, as well as follow up to help close the deal to turn your next proposal into your next project.

### OCTOBER 29

**The Art of Bidding**  
**October 29 | 1:00 p.m. - 2:30 p.m.**  
**Instructor:** Keith Rahn

Learn how to increase your share of profitable work and decrease the chance of being the low bidder on unprofitable jobs. This course is designed for anyone involved with pricing, bidding or selling jobs including Project Managers and Estimators.

### NOVEMBER 12

**3 Steps to Building a Culture of Feedback & Transparency**  
**November 12 | 10:00 a.m. - 11:30 a.m.**  
**Instructor:** Gregory Tall

One of your employees or coworkers just made a huge mistake that impacts your work, or they regularly do things that stifle their chances of being promoted. You feel like you should speak up, but you don’t want to hurt their feelings or damage your relationship with them. Or maybe you are just too direct and are worried that you will offend them. So instead you hope the problem miraculously goes away or you convince yourself that you’re really going to speak up the next time something happens. Really! This workshop prepares you to be on the giving and receiving end of those very difficult, but very necessary conversations.
**NOVEMBER 18 & 19**

**Understanding Mechanical Systems (2-Part Class)**

**November 18 & 19 | 1:00 p.m. - 3:00 p.m.**
**Instructor: Keith Rahn**

This course is excellent for those who want to gain a basic understanding of mechanical systems. The instructor will discuss the common types of HVAC systems in the buildings and the components and design elements of heating, ventilation and cooling systems that provide a comfortable and safe environment. The use of plans/specifications and code issues is also incorporated into the course and “green building” examples in both plumbing and HVAC systems will be provided.

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**NOVEMBER 19**

**Excel Lists and Reports with Pivot Tables**

**November 19 | 9:00 a.m. - 10:00 a.m.**
**Instructor: Ginnie Floraday**

Make your lists of information more usable. This remote session will explain in detail how to create a formatted table that will easily set filters and display subtotals based on those filters. Create reports from your table with Pivot tables.

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**DECEMBER 2**

**Excel: Diving Into Formulas and Managing Multi-Tabbed Workbooks**

**December 2 | 9:00 a.m. - 10:30 a.m.**
**Instructor: Ginnie Floraday**

This class will build your confidence in building formulas, managing inherited workbooks and workbooks with multiple tabs/worksheets.

- Creating formulas that reference cells in other worksheets
- Auditing workbooks to understand existing formulas
- Learning the difference between a relative and absolute copy of a formula
- A review of the variety of ways you can paste formulas into the workbook
- An overview of working with multiple worksheets

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**DECEMBER 10**

**Valuable Tools for Emerging Leaders**

**December 10 | 9:00 a.m. - 10:00 a.m.**
**Instructor: Katie Lane - VP of Delivery/Senior Trainer, Dale Carnegie St. Louis**

It is important to examine the balance between what we are doing today versus what we are leading others to do. How can we identify and leverage our leadership style to be the best we can be, in order to get the best results for ourselves and our organizations?

Distinguish between leadership and management. Examine areas to grow self-confidence. Describe leadership experience and values. Determine a future path as a successful leader.
Mandatory Sexual Harassment Training Now Available and FREE for Your Employees

This on-demand program meets the minimum requirements. It is 15 minutes long and your administrator can track attendance through MCA of Chicago’s learning management system. In order for Illinois employers to comply, all employees must review the training annually. Contact rlintow@mca.org for assistance.

lms.mca.org/products/illinois-sexual-harassment-training

CEI’s Intro to Project Management

Perfect for those new to the industry!

October 27, November 3, November 10 and November 17 | 8:00 a.m. - 11:30 a.m.

In this virtual four-part program, participants will learn concepts unique to our industry such as the project life cycle through a sample construction project.

mca.org/event/ipm
Since we were last together...

Women’s Industry Panel

**November 4:** virtual panel features Crain’s 2020 Notable Women in Construction and Design

- Stephanie Calhoun
- Catherine Tojaga
- Molly McShane

[mca.org/events/womens-panel](http://mca.org/events/womens-panel)

**SIGN UP FOR NEWSLETTERS**

To sign up, contact admin@mca.org

- MCA of Chicago (Local Angle)
- Emerging Leaders
- Women of MCA of Chicago
WELCOME, NEW LEADERSHIP!

It's an honor for us to welcome our board, PEC and leadership groups for the 2020-2022 presidential term.

MCA of Chicago Board 2020-2022

CHARLIE USHER, President
JIM JACOBSSEN, JR., Vice-President
NICK MARINO, Secretary Treasurer
BRIAN HELM, Immediate Past President
BEN CAMPBELL
RICK CRONHOLM
ERIC DELANEY
CHARLOTTE FLESHER
LINDSEY GRILEC
BRANDON HUBNER

Piping Education Council (PEC) Trustees 2020-2022

JIM MCCAAULEY, JR., Chair
JOHN BERZANSKIS
MIKE MCCOMBIE
MARC PITTAS
JOHN STERN

Learn more about our 22 leadership groups:

mca.org/about/committees
NEW LEADERSHIP

Our 2020-2021 leaders are now in place to serve you! Learn more about who we are and what we’re up to: youtube.com/MCAofChicago
All mechanical contractors recognized by chicagoconstructionnews.com are MCA of Chicago members

American Combustion Service, Inc.
Autumn Construction Services
DePue Mechanical, Inc.
DualTemp Clauger
EHMS Mechanical Services
F.E. Moran, Inc.
Helm Group
Ideal Heating Company
RMC Mechanical
Southwest Town Mechanical

Kudos!
Membership Meeting with Scholarship Winners and HGTV Host

October 20 | 3:00 p.m. - 4:30 p.m.

- Scholarship winners were selected from a group of 100 applicants (the most we’ve ever had!)
- 92% of applicants are not related to someone in the industry
- 84% of applicants are looking for internship or full-time positions in the upcoming year.

mca.org/event/october-membership.

CEO Power Hour with MCAA CEO Tim Brink

November 18 | 11:00 a.m. - 12:00 p.m.

Did you know that Tim Brink, MCAA’s CEO, once ran a contracting business? He swears that the reason his business was able to grow from $4M to $20M was thanks primarily to the resources MCAA has to provide. Come listen to his story and learn how to utilize MCAA membership features to elevate your business.

mca.org/event/power-hour.

For more updates, pictures and videos, like and follow MCA of Chicago on Facebook, LinkedIn, Instagram, Twitter and YouTube.
Save the Date!
Mark your calendars for these important upcoming MCA of Chicago events!

- **Tuesday, October 20**  October Membership Meeting & Scholarship Awards
- **Wednesday, November 4**  MCA of Chicago + Crain’s Women’s Panel
- **Wednesday, November 18**  CEO Power Hour featuring MCAA’s Tim Brink

WWW.MCA.ORG