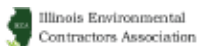


MCA OF CHICAGO
7065 Veterans Blvd.
Burr Ridge, IL 60527



EDUCATION PARTNERS



WINTER/SPRING 2025

CEI EDUCATION CATALOG



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ABOUT CEI

OUR GOAL & GUARANTEE

We work hard to provide truly exceptional programming designed to help you further your career. If any program of the Construction Education Institute® does not fulfill your goal we will gladly refund your money.

HISTORY OF CEI

The nationally-recognized Construction Education Institute® was founded in 1997 by MCA of Chicago and the Piping Education Council (PEC) to provide quality educational offerings for the industry. One major genesis for the founding of CEI came from a national study on union contractor productivity. It showed that 1) union contractors were overly reliant on the training of their workers for the success of their businesses and 2) that the management and office staff of non-union contractors were often better trained than the office staff of union contractors. CEI's university-quality programs span a wide range of topics from safety to people management to computer technology. The CEI faculty is comprised of highly qualified educators well-versed in the mechanical contracting and service industry.

GETTING HERE



DRIVING DIRECTIONS 7065 VETERANS BLVD. BURR RIDGE, IL 60527

The Construction Education Institute® is conveniently located in Burr Ridge, IL, close to I-294 and off of I-55. Exit I-55 at N. County Line Road (exit 276B) and turn left on Veterans Blvd. Continue left on Veterans Blvd. and follow the signs to building 7065.

LETTER FROM THE DIRECTOR OF EDUCATION

Dear Members,

In partnership with the Piping Education Council, MCA of Chicago is pleased to present a fresh lineup of classes this winter and spring through our Construction Education Institute. Members are encouraged to sign up for these industry-leading educational opportunities designed to help improve productivity, safety, communication and more essential skills.

Notable programs this cycle include:

- **February 7 | Indiana Contractors Program:** Critical Leadership Skills for Project Managers
- **April 8 & 9 | Dispatchers Program** (2 days)
- **April 17, 24 & May 1 | The Fundamentals of Scheduling** (2 1/2-day series)
- **May 6, 7 & 8 | Rigging Program** (3 days)

We look forward to seeing you in the classroom!



Mary Sebek
Director Of Education

MCA LEADERSHIP

MCA OF CHICAGO BOARD

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Susan Rocque, Director of Finance

CLASS SCHEDULES



JANUARY 2025

1.15-1.16 - ACCOUNTING 101 FOR CONTRACTORS

1.22 - TIME MANAGEMENT

1.28-1.29 - GROWING AND DEVELOPING SUPERVISORS

FEBRUARY 2025

2.4 - UNDERSTANDING MECHANICAL SYSTEMS

2.5 - BLUEBEAM LEVEL 1: PART 1

2.7 - INDIANA CONTRACTORS PROGRAM: CRITICAL LEADERSHIP SKILLS FOR PROJECT MANAGERS

2.11 - SUPERVISING FOR SAFETY

2.12 - BLUEBEAM LEVEL 1: PART 2

2.12 - SALES SUCCESS STRATEGIES

2.13 - CUSTOMER SERVICE EXCELLENCE

2.26 - AI IN A DAY FOR OFFICE

MARCH 2025

3.4 - FINANCIALLY DISTRESSED CONTRACTORS

3.12 - MANAGING PROJECT RISK WITH SOLID DOCUMENTATION

3.13 - OUTLOOK: FORMATTING EMAILS SO RECIPIENTS ACTUALLY READ THEM

3.20 - TRANSITION FROM FIELD TECH TO OFFICE PROFESSIONAL

APRIL 2025

4.2 - MAKING YOUR PRESENTATIONS MEMORABLE: IT'S NOT WHAT YOU SAY, IT'S HOW YOU SAY IT

4.8-4.9 - DISPATCHERS PROGRAM

4.9 - ONENOTE

4.10 - CUSTOMER CONNECTIONS: BUILDING POSITIVE SALES RELATIONSHIPS

4.15 - FUNDAMENTALS OF PROJECT ENGINEERING

4.17 - FUNDAMENTALS OF SCHEDULING: DAY 1

4.23 - THE HUMAN WEIRDNESS NAVIGATION JOURNEY

4.24 - FUNDAMENTALS OF SCHEDULING: DAY 2

MAY 2025

5.1 - THE FUNDAMENTALS OF SCHEDULING: DAY 3

5.6-5.8 - RIGGING PROGRAM DAYS 1-3

JANUARY 2025

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
5	6	7	1	2	3	4
12	13	14	8	9	10	11
19	20	21	15 8AM - Noon * ACCOUNTING 101 FOR CONTRACTORS: DAY 1	16 8AM - Noon * ACCOUNTING 101 FOR CONTRACTORS: DAY 2	17	18
26	27	28 8AM - 3PM * GROWING AND DEVELOPING SUPERVISORS	22 8AM - Noon * TIME MANAGEMENT	23	24	25
			29 8AM - 3PM * GROWING AND DEVELOPING SUPERVISORS	30	31	

FEBRUARY 2025

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
2	3	4 ★ UNDERSTANDING MECHANICAL SYSTEMS 🕒 8AM - 3PM	5 🕒 9-10:30AM ★ BLUEBEAM LEVEL 1: PART 1	6	7 🕒 7:30AM - Noon ★ INDIANA CONTRACTORS PROGRAM - CRITICAL LEADERSHIP SKILLS FOR PROJECT MANAGERS	8
9	10	11 🕒 8AM - Noon ★ SUPERVISING FOR SAFETY	12 🕒 8AM - Noon ★ SALES SUCCESS STRATEGIES 🕒 9-10:30AM ★ BLUEBEAM LEVEL 1: PART 2	13 🕒 8AM - Noon ★ CUSTOMER SERVICE EXCELLENCE	14	15
16	17	18	19	20	21	22
23	24	25	26 🕒 8AM - 3PM ★ AIN A DAY FOR OFFICE	27	28	

★ Business Skills | ★ Technology | ★ Jobsite Skills | ★ Essentials of Project Management (EPM)

MARCH 2025

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
						1
2	3	4 ★ FINANCIALLY DISTRESSED CONTRACTORS 🕒 8AM - Noon	5	6	7	8
9	10	11	12 ★ MANAGING PROJECT RISK WITH SOLID DOCUMENTATION 🕒 8AM - 3PM	13 🕒 9 - 10:30AM ★ OUTLOOK: FORMATTING EMAILS SO RECIPIENTS ACTUALLY READ THEM	14	15
16	17	18	19	20 ★ TRANSITION FROM FIELD TECH TO OFFICE PROFESSIONAL 🕒 8AM - 3PM	21	22
23	24	25	26	27	28	29
30	31					

★ Business Skills | ★ Technology | ★ Jobsite Skills | ★ Essentials of Project Management (EPM)

APRIL 2025

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1	2 ★ MAKING YOUR PRESENTATIONS MEMORABLE: IT'S NOT WHAT YOU SAY, IT'S HOW YOU SAY IT 🕒 8AM - Noon	3	4	5
6	7	8 ★ DISPATCHERS PROGRAM: DAY 1 🕒 8AM - 3PM	9 ★ DISPATCHERS PROGRAM: DAY 2 🕒 9-10:30AM ★ ONENOTE 🕒 8AM - 3PM	10 ★ CUSTOMER CONNECTIONS: BUILDING POSITIVE SALE RELATIONSHIPS 🕒 8AM - 3PM	11	12
13	14	15 ★ FUNDAMENTALS OF PROJECT ENGINEERING 🕒 8AM - 3:30PM	16	17 ★ FUNDAMENTALS OF SCHEDULING: DAY 1 🕒 8AM - 4PM	18	19
20	21	22	23 ★ THE HUMAN WEIRDNESS NAVIGATION JOURNEY 🕒 8AM - 3PM	24 ★ FUNDAMENTALS OF SCHEDULING: DAY 2 🕒 8AM - 4PM	25	26
27	28	29	30			

MAY 2025

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1 🕒 8AM - Noon ★ FUNDAMENTALS OF SCHEDULING: DAY 3	2	3
4	5	6 ★ RIGGING PROGRAM: DAY 1 🕒 8AM - 3PM	7 ★ RIGGING PROGRAM: DAY 2 🕒 8AM - 3PM	8 ★ RIGGING PROGRAM: DAY 3 🕒 8AM - Noon	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

WINTER/SPRING 2025 BUSINESS SKILLS



MCA
OF CHICAGO



BUSINESS SKILLS

JANUARY 15 & 16

🕒 8AM - Noon | 🏢 CEI® Classroom

ACCOUNTING 101 FOR CONTRACTORS

2 DAY

PAUL VALAISA

The service/replacement market is one of the most profitable in the HVAC arena, with profits exceeding 15%. Over 90% of homes today have AC units, which require maintenance, service and (eventually) upgrades. This workshop will teach you the ins and outs of working in — and profiting from — the service market. From operations, personnel and pricing to marketing and sales, you'll gain the knowledge to excel in this field.



REGISTER

JANUARY 22

🕒 8AM - Noon | 🏢 CEI® Classroom

TIME MANAGEMENT

JOHN KOONTZ

Project management is a dynamic and challenging thing to do for a living. It creates numerous time management challenges for the project manager and causes daily chaos that must be successfully managed in a way that maintains project productivity, project profitability and customer relationships. Effective and efficient managers of time who can successfully manage multiple projects are therefore invaluable to their firms. This session identifies the greatest time wasters and provides strategies for improving time management skills. Students will identify and discuss the best practices required for becoming a better manager of multiple projects.



REGISTER

JANUARY 28 & 29

🕒 8AM - 3PM | 🏢 CEI® Classroom

GROWING AND DEVELOPING SUPERVISORS

2 DAY

KEVIN DOUGHERTY

Looking for the perfect supervisor? You don't need to look very far.

If you want to develop your employees into managers or work on your own supervisory skills, this seminar can help. This real-world presentation was designed for anyone who manages people, including foremen, owners and project managers, and has been used to train more than 10,000 supervisors in leadership, transition to management, problem solving and ending communication conflict.



REGISTER

FEBRUARY 12

🕒 8AM - Noon | 🏢 CEI® Classroom

SALES SUCCESS STRATEGIES **NEW CEI CLASS****MARK MATTESON**

Why do some sales professionals have a 75% close ratio while others struggle to close 25%? What are the causes of success?

Sales people are not born, they are made. Using personal stories from 53 years in sales, his most successful contractor clients, self-effacing humor, high levels of interaction and critical success factors of peak performing sales professionals, Mark will give attendees the tools they need to raise the own bar and maximize sales potential.

FEBRUARY 13

🕒 8AM - Noon | 🏢 CEI® Classroom

CUSTOMER SERVICE EXCELLENCE **NEW CEI CLASS****MARK MATTESON**

The purpose of business is to get and keep customers. In this workshop, Mark will give attendees insight into customer service excellence, with the following takeaways:

1. How to keep more of the business you have
2. How to build breakthrough relationships with clients
3. Telephone and field soft skills
4. How to deal with angry customers (and turn them into a raving fans)
5. How to generate endless referrals from the field
6. 10 strategies for every manager to know and adopt
7. The value of appreciation, respect and understanding
8. Generating leads and new business from the field (increasing revenue without increasing overhead)

MARCH 4

🕒 8AM - Noon | 🏢 CEI® Classroom

FINANCIALLY DISTRESSED CONTRACTORS**CHIP MITCHELL**

Eventually, every company has to do business with financially distressed contractors. It might be a general contractor, a subcontractor, or a supplier. Understanding the unique risks associated with financially distressed contractors is critical. This class will explore:

- Warning signs of financial distress
- Providing financial assistance
- Declaring default and taking over another party's work
- Third party creditor risks
- Taxes
- Insurance
- Banks and sureties
- Bankruptcy

MARCH 12

🕒 8AM - 3PM | 🏢 CEI® Classroom

MANAGING PROJECT RISK WITH SOLID DOCUMENTATION **NEW CEI CLASS****KATHY CROSBY**

Now more than ever, contractors must pay close attention to the written records they keep on construction projects. Solid project documentation is a company's best defense against problems that occur.

This all-day seminar will cover important documentation topics, including:

- Contract language
- Submittals and RFIs
- Close-out
- Scheduling and schedule delays
- Tracking and managing owner furnished equipment
- Notification requirements
- Change orders
- Jobsite organization

Attendees will learn their unique role in protecting the company against damage, claims and unnecessary costs.

REGISTER



REGISTER



REGISTER



REGISTER



MARCH 20

🕒 8AM - 3PM | 🏢 CEI® Classroom

TRANSITION FROM FIELD TECH TO OFFICE PROFESSIONAL NEW CEI CLASS

WOODY WOODALL

This class will focus on the transition from the field to the office for service techs. Using lecture, small group discussion, role plays and real situations, participants will review the duties of all office positions and the skills it takes to be successful.

We will review the following topics:

- Overview of a typical service office environment and key role expectations
- Leadership vs. management
- Importance of communication as a service leader
- Setting internal and external customer service goals
- Time management and prioritization
- Building and maintaining relationships
- Conflict management
- Coaching, mentoring and conducting performance reviews
- Financial understanding for business success
- Motivating teams and fostering a positive service attitude

APRIL 2

🕒 8AM - Noon | 🏢 CEI® Classroom

MAKING YOUR PRESENTATIONS MEMORABLE: IT'S NOT WHAT YOU SAY, IT'S HOW YOU SAY IT

ANTHONY HUEY

Whether you realize it or not, your communication skills are constantly being judged by others, often subconsciously. How you communicate in everything from casual conversations to formal presentations can be the difference between success and failure. Don't miss what is often your only opportunity to connect and leave a lasting impression!

This highly interactive, hands-on session teaches effective ways to communicate your message to a wide variety of audiences in a diverse array of situations.

APRIL 10

🕒 8AM - 3PM | 🏢 CEI® Classroom

CUSTOMER CONNECTIONS: BUILDING POSITIVE SALES RELATIONSHIPS

NANCY BANDY

Almost everyone has experienced situations where they just didn't seem to be able to connect with or get through to another person, regardless of how hard they tried. When this happens on a sales call it can mean sales opportunities go unrealized and potentially good customers are lost to competitors. Effective salespeople must be able to recognize and quickly adapt to the different communication styles of their customers to avoid creating these unnecessary obstacles to sales. This program uses the proven DiSC® Sales Profile to give participants the skills they need to quickly recognize and adapt their approaches for the different operating styles of their customers. At the end of this program, participants will be able to:

- Quickly identify the different communication and operating styles of their customers
- Adapt their presentation and sales approach to accommodate style differences
- Communicate more effectively to accurately determine customer requirements and concerns

APRIL 23

🕒 8AM - 3PM | 🏢 CEI® Classroom

THE HUMAN WEIRDNESS NAVIGATION JOURNEY

STEVE THOMAS

Leading your team to effectiveness has never been more important. In addition to business challenges, you must also manage differing personalities and the complexities that human weirdness can create. The common thread to achieving success in all these areas is learning to navigate through these differences.

In this unconventional session, participants will talk about how to understand what makes people so different as well as how to navigate through the complexities of human weirdness. Taking it another step further, attendees will learn simple ways to serve and lead teams effectively, and how to get everyone to take on a leadership role. Attendees will leave with new insights on how to make profound impact with their highest and most valuable resource — people.

REGISTER



REGISTER



REGISTER



REGISTER



WINTER/SPRING 2025 JOBSITE SKILLS



MCA
OF CHICAGO



JOBSITE SKILLS

FEBRUARY 4

 **8AM - 3PM** |  **CEI® Classroom**

UNDERSTANDING MECHANICAL SYSTEMS

KEITH RAHN

This course will provide participants with a basic understanding of mechanical systems terminology, various components and simple design principles.



REGISTER

FEBRUARY 7

 **7:30AM - Noon** |  **Munster, IN**

INDIANA CONTRACTORS PROGRAM: CRITICAL LEADERSHIP SKILLS FOR PROJECT MANAGERS **NEW CEI CLASS**

JOHN KOONTZ

The success of project managers, who typically manage multiple projects, largely depends on the performance of several jobsite teams. In turn, company success depends on the project manager's performance. There is no such thing as a great project manager who is a weak leader. Successful projects — and a successful career — start with critical leadership skills. This seminar provides an understanding of these leadership skills, and will include:

- What is great leadership?
- What is servant leadership and why is it important?
- What is emotional intelligence?
- Understanding the relationship between effective leadership and emotional intelligence
- Defining and dispelling the myths of leadership
- The difference between leadership and management
- A discussion of Maxwell's irrefutable laws of leadership
- Making the emotional connection with teams and leaders
- The relationship between leadership and motivation
- Developing effective speaking and listening skills
- Creating an atmosphere of trust
- Leadership ability and its relationship to personal effectiveness and accomplishment



REGISTER



The Center For Visual and Performing Arts
1040 Ridge Road
Munster, IN 46321

FEBRUARY 11
8AM - Noon | CEI® Classroom

SUPERVISING FOR SAFETY

CHRIS PFEIFFER

Industry-leading employers maintain successful safety and risk management programs by providing training that helps identify and prevent unsafe behaviors and conditions. This workshop, designed for frontline supervisors, managers, safety personnel, risk managers, will cover the following skills necessary to supervise a successful safety program:

- Understanding accident causation
- Leadership by example
- Fostering a culture of safety
- Effective accident investigation
- Conducting effective safety audits
- Work area hazard assessment
- Presenting effective safety talks
- Accountability for safety

APRIL 8 & 9
8AM - 3PM | CEI® Classroom

DISPATCHERS PROGRAM **NEW CEI CLASS**

NANCY BANDY

Custom-designed for MCA of Chicago members, this program goes beyond traditional technical training to help develop those advanced skills needed to be highly effective in the dispatcher role. By completing this program, dispatchers will be able to improve their job performance and more effectively contribute to the success of their companies.

APRIL 15
8AM - 3:30PM | CEI® Classroom

FUNDAMENTALS OF PROJECT ENGINEERING

HARRY BEDERIAN

This seminar offers a comprehensive and practical overview of project engineering in the construction industry, catering to individuals who are either transitioning to the role of a project engineer or seeking to broaden their understanding of the responsibilities and scope of this position. The seminar aims to equip participants with the necessary skills and knowledge to effectively bridge the gap between engineering and management/construction, a crucial aspect of the project engineer role.

APRIL 17 & 24
8AM - 4PM | CEI® Classroom
MAY 1
8AM - Noon | CEI® Classroom

FUNDAMENTALS OF SCHEDULING

NEW CEI CLASS
3 DAYS
**DALE COX, JOHN KOONTZ, CHIP MITCHELL,
TROY AICHELE, KATHY MCCAULEY**

This three-day program, tailored for project managers, assistants, engineers, and coordinators, begins with an overview of construction scheduling, covering types, benefits, and change orders. Day 2 focuses on building a mechanical schedule from pre-planning to commissioning with real-world examples. Day 3 wraps up with pull planning, coordination, collaboration, and negotiation.

MAY 6 & 7
8AM - 3PM | CEI® Classroom
MAY 8
8AM - Noon | CEI® Classroom

RIGGING PROGRAM **NEW CEI CLASS**

3 DAYS
JASON BIRDWELL

This program is designed to provide participants with the basic knowledge and skills to identify unsafe conditions while using Crosby rigging hardware with wire rope, chain and synthetic slings. Day three is for rigging trainers who will use Crosby materials to train others.

REGISTER

REGISTER

REGISTER

REGISTER

REGISTER


WINTER/SPRING 2025 TECHNOLOGY



FEBRUARY 5

🕒 9AM - 10:30AM | 🖥️ Virtual Class

BLUEBEAM LEVEL 1: PART 1

GINNIE FLORADAY

Bluebeam is a collaborative construction management program that makes managing a project smoother and easier. This course will provide an overview of the program and will teach you how to use it effectively. In part one of the course we'll cover:

- How the program is organized
- Setting up reusable marks
- Managing documents
- Extracting documents
- Comparing documents

FEBRUARY 12

🕒 9AM - 10:30AM | 🖥️ Virtual Class

BLUEBEAM LEVEL 1: PART 2

GINNIE FLORADAY

In part two of the Bluebeam Level 1 course we'll delve into searching for objects, measurement and sharing construction documents over Bluebeam Cloud. We'll also:

- Learn how to calibrate documents to assure accuracy
- Review traditional measuring methods
- Go over Bluebeam's measurement tools
- Provide an overview of Bluebeam Projects and Studio

FEBRUARY 26

🕒 8AM - 3PM | 🏢 CEI® Classroom

AI IN A DAY FOR OFFICE

CHRIS CARR

The goal of this class is to equip mechanical contractors, who spend a majority of their time behind a computer, with the skills to effectively utilize AI to become a driver of efficiency, quality and creativity. This course offers practical, hands-on training to master AI tools, ensuring your team not only understands AI's capabilities but also leads in its application, giving your company a competitive edge in an AI-driven business landscape.



REGISTER



REGISTER



REGISTER



MARCH 13

🕒 9AM - 10:30AM | 🖥️ Virtual Class

OUTLOOK: FORMATTING EMAILS SO RECIPIENTS ACTUALLY READ THEM

NEW CEI CLASS

GINNIE FLORADAY

How often have you discovered that only the first line of your email was read? Make your communication more effective with a few organization tips. Also, see several built-in formatting features that are shared by both Outlook and Word.

1. General composition
2. Keep it brief
3. Email sections
4. Email body
5. Formatting
6. Simple and clean
7. Managing emails
8. Email repetition

APRIL 9

🕒 9AM - 10:30AM | 🖥️ Virtual Class

ONENOTE

GINNIE FLORADAY

OneNote is a personal information manager that helps you collect information from various sources and store it in an organized format. Its freeform gathering technique allows you to keep and organize handwritten notes, link to websites, external documents or files of various types — including images, graphics, freeform sketches, audio files and more. OneNote also allows you to capture and extract graphics and text from image files, which is particularly slick. You can also share your notes, work offline and then merge each user's notes file when back online. This class will give you the overview of the OneNote tools and how to use them.



WHAT'D WE MISS?

Let us know what classes to add next year to expand your business skills



SCAN TO CONTACT US



ESSENTIALS of PROJECT MANAGEMENT

The Essentials of Project Management (EPM) certificate program focuses on core management skills like communications, labor, legal, change orders and project close-outs. This 72-hour program features courses taught by academics and highly experienced project management professionals and can be completed in less than a year.

AUGUST 22, 2024 ⌚ 8AM - 3:30PM

PLANNING SKILLS

DAY 1 | JOHN KOONTZ

🏢 CEI® Classroom

SEPTEMBER 19, 2024 ⌚ 12:30 - 3:30PM

TIME MANAGEMENT

DAY 2 | JOHN KOONTZ

🏢 CEI® Classroom

SEPTEMBER 19, 2024 ⌚ 8AM - Noon

PRODUCTIVITY IMPROVEMENT

DAY 2 | JOHN KOONTZ

🏢 CEI® Classroom

OCTOBER 24, 2024 ⌚ 8AM - Noon

JOB COST CONTROL

DAY 3 | JOHN KOONTZ

🏢 CEI® Classroom

OCTOBER 24, 2024 ⌚ 8AM - 3:30PM

PROJECT BILLINGS & CASH FLOW

DAY 3 | JOHN KOONTZ

🏢 CEI® Classroom

NOVEMBER 14, 2024 ⌚ 8AM - 3:30PM

BASIC CONTRACTS

DAY 4 | JOHN KOONTZ

🏢 CEI® Classroom

DECEMBER 5, 2024 ⌚ 8AM - Noon

DOCUMENTATION

DAY 5 | JOHN KOONTZ

🏢 CEI® Classroom

DECEMBER 5, 2024 ⌚ 12:30 - 3:30PM

BASIC NEGOTIATING

DAY 5 | JOHN KOONTZ

🏢 CEI® Classroom

JANUARY 23, 2025 ⌚ 8AM - Noon

CHANGE ORDER MANAGEMENT

DAY 6 | TROY AICHELE

🏢 CEI® Classroom

JANUARY 23, 2025 ⌚ 12:30 - 3:30PM

MECHANICAL SCHEDULING

DAY 6 | TROY AICHELE

🏢 CEI® Classroom

FEBRUARY 20, 2025 ⌚ 8AM - 3:30PM

CRITICAL LEADERSHIP SKILLS

DAY 7 | GARY POLAIN

🏢 CEI® Classroom

MARCH 6, 2025 ⌚ 8AM - 3:30PM

FINANCIAL OUTCOMES

DAY 8 | DAVID ASHCRAFT

🏢 CEI® Classroom

APRIL 3, 2025 ⌚ 8AM - Noon

PROJECT CLOSEOUT

DAY 9 | MARK ROUNDS

🏢 CEI® Classroom

APRIL 3, 2025 ⌚ 12:30 - 3:30PM

BEST PRACTICES OF GREAT PROJECT MANAGERS

DAY 9 | MARK ROUNDS

🏢 CEI® Classroom

MAY 15, 2025 ⌚ 8AM - 3:30PM

DEVELOPING A DANGEROUS MINDSET

DAY 10 | ALEX WILLIS

🏢 CEI® Classroom

CEI® INSTRUCTORS

Troy Aichele

Owner and Instructor, Aichele and Associates, LLC

Troy has worked in every facet of commercial mechanical contracting for 30 years, including as a prime, second tier and joint venture contractor for new, remodel and mechanical system upgrades. Troy has helped complete everything from high rise office and apartment buildings to hotels, hospitals, schools and casinos under a variety of delivery methods, including plan and specification, negotiated, design-build and design-assist. Through Aichele and Associates, LLC, Troy teaches mechanical construction workshops nationally, as well as instructor training development, and creates company training programs.

Harry Bederian

Project Manager, ACCO Engineered Systems

Harry Bederian first became interested in the mechanical contracting industry when he was an undergraduate student at California State Polytechnic University, Pomona (Cal Poly Pomona) and served as the president of the MCAA/CPMCA Student Chapter at Cal Poly Pomona. He majored in Mechanical Engineering with an emphasis in Manufacturing and obtained a minor in Business. After graduating, Harry began his career in the HVAC construction industry before transitioning two years later to the industrial construction industry working for ARB Inc. / Primoris Service Corporation. Throughout his career, he has held various positions, including but not limited to, Project Manager, Sr. Project Engineer, and Estimator. In addition, Harry developed and oversees ARB's Summer Internship Program, provides mentorship and coaching and helps everyone around him become better at what they do. He has worked on diverse projects, including the construction of Gas Fired Power Plants, Solar Power Plants, and Gas Compressor Stations, as well as construction within refineries.

Nancy Bandy

Managing Director, Transitions Consulting Group LLC

Nancy Bandy is Managing Director of TRANSITIONS Consulting Group LLC. She draws on many years of experience in training and management consulting to develop and deliver highly effective custom training programs using proven experiential learning methods. Nancy is well known among MSCA members and has been responsible for developing and delivering many MSCA courses, webinars and other resources.

Jason Birdwell

North America Training Manager, Kito Crosby

Jason joined Crosby as a product trainer conducting various levels of rigging training around the US and Canada. He is currently the North America Training Manager for Kito Crosby, maintaining the vision Crosby Rigging Training started over 30 years ago and working to continuously improve upon their foundation. Prior to joining Crosby, Jason spent 15 years in the oil and gas industry with Schlumberger, one of the world's top global oilfield service companies. He spent eight years as a field engineer leading and supervising jobs in south Louisiana and Texas.

Chris Carr

Founder and CEO, Farotech

Chris Carr is the Founder and CEO of Farotech, a digital marketing agency outside of Philadelphia. What started primarily as a web design firm in 2001 quickly grew into a comprehensive digital marketing agency that now specializes in helping clients in the healthcare, orthopedics, manufacturing, SaaS and cyber security fields see explosive growth through a proven marketing system. Chris is the host of three podcasts, and since early 2020 has become a thought leader in the field of artificial intelligence (AI), hosting AI workshops for companies around the country.

Kathy Crosby

Owner and Founder, C2 Consulting, Inc.

Kathryn Crosby has more than 30 years experience in the construction business. While serving as Vice President and CFO for a mechanical contractor she was elected to the MCAA Board of Directors, nominated as chair for MCAA's Project Management Education Committee, was active in the AGC, and served on the faculty of the MCAA's highly acclaimed Institute for Project Management (IPM). Today, as owner and founder of C2 Consulting, Inc, Kathryn continues her dedication and love for the construction industry doing seminars and training throughout the U.S. and Canada. She currently serves on the faculty of IPM, Construction Education Institute, MCAA's National Education Initiative (NEI) and the UA's Instructor Training Program. Kathryn has developed custom training programs for several trade organization and construction companies including the UA and Asbestos Workers.

Kevin Dougherty

Construction Industry Speaker

Kevin Dougherty has been a construction industry speaker, consultant and author for more than 30 years. He has taught thousands of people in various seminars, and his client base ranges from family-owned businesses to corporate conglomerates. Throughout his career, Kevin has served in the roles of foreman, journeyman, sales manager, project manager, operations manager and as a corporate trainer for a multimillion-dollar mechanical contractor. His past work and education allows him to relate to today's challenges and provide tangible solutions in an easy-to-listen-to style. He is a frequent speaker and sought-after training talent for SMACNA, MCAA, MSCA, NECA, NFPC, SMART, UA, PHCC, ISA, SBA and other trade associations.

Ginnie Floraday

Computer Trainer

Ginnie has been consulting and teaching in the computer field for over three decades and has been working with MCA of Chicago since 2002. She is the computer trainer for several chapters of the MCA across the country. Her primary focus is software training and computer consulting, working in the Microsoft Office applications and BlueBeam. She conducts both group and one-on-one training remotely for her clients.

Anthony Huey

Keynote Speaker and Communications Coach

Anthony Huey, CSP®, is a highly-rated international speaker who offers session attendees pragmatic communications tools, tips and techniques they can use immediately. Anthony has presented more than 3,500 paid communications workshops, seminars and speeches in his career, and was named a Certified Speaking Professional (CSP) by The National Speakers Association — an honor awarded to less than 12% of its speakers worldwide. Anthony's 25-year career includes tenures as a news reporter and senior editor, crisis management specialist, media relations consultant and executive speech coach. He owns Reputation Management, LLC, one of the nation's leading communications training and crisis consulting companies.

John Koontz

MCAA's Director for Project Management Education

John Koontz, MCAA's Director for Project Management Education, has almost four decades of wide-ranging mechanical industry experience that includes contracting, academics and consulting. He is a former Tenured Associate Professor in Purdue University's Department of Building Construction Management. He is also the founder and former director of Purdue's Mechanical Construction Management Specialization Program, and is the founder of the first MCAA student chapter at Purdue in 1993. In addition to his academic career, he spent 15 years in the employment of MCAA contractors in a variety of positions including senior project manager, project manager, project engineer and estimator. Koontz comes from a long line of UA members (father, grandfather, great uncle and more) and has a sincere, deep-rooted pride for, interest in, and concern for the success of his fellow union mechanical construction workers. John has a Bachelor's Degree in Building Construction Management from Purdue University and a Master's Degree in Construction Management from Washington University in St. Louis. companies around the country.

Mark Matteson

Speaker & Author

Mark Matteson is an inspiring speaker and author of international bestseller *Freedom from Fear*. For more than 20 years, his positive humor and peak-performance tools have impacted organizations around the globe, igniting personal and professional success for tens of thousands of people. Mark's clients include Microsoft, Honda, GE, Conoco Phillips, John Deere, Honeywell, T-Mobile and more. Mark's high-powered, highly entertaining message is tailored to every audience. He will leave attendees feeling encouraged, energized, empowered — and ready to take on the future.

Kathy McCauley

President, McCauley Mechanical Construction

Kathy McCauley is the President of McCauley Mechanical Construction, Inc., a full-service mechanical contractor with projects ranging from boiler and chiller installation to medical-gas and industrial piping, and complete Design/Build and HVAC service maintenance services. Headquartered in Bridgeview, Illinois, the company serves the Chicagoland area.

Chip Mitchell

Founder and Principal, Blue Fence Advisors

Charles "Chip" Mitchell is the founder and principal of Blue Fence Advisors, and a senior level executive with more than 30 years of combined business and legal experience in the construction industry. He also serves as a private arbitrator.

Chip teaches contract management for the MCAA Institute for Project Management and frequently appears as a guest lecturer at American University, in both undergraduate and law school classes, on topics ranging from construction contracts to white collar criminal investigations. He also frequently speaks before various industry and trade organizations, including the American Bar Association.

Chris Pfeiffer

Vice President, Safety, The Horton Group

Chris Pfeiffer is a certified safety and health professional with extensive knowledge of construction and general industry compliance requirements and best practices. Chris enjoys reading safety-related standards, regulations and various publications to ensure knowledge of the most current information is understood and maintained by all clients. Public speaking and passing on beneficial information to those willing to learn about safety and actively participate is a passion.

Keith Rahn

Assistant Professor, Auburn University

Keith Rahn owned and operated a mechanical contracting company in Indiana for many years before shifting gears to teaching. He currently serves as an assistant professor at Auburn University in the McWhorter School of Building Science. He previously served as an instructional assistant professor at Illinois State University for nine years. While at ISU, he taught a variety of classes that covered instruction in mechanical and electrical systems, project management and administration, estimating and project scheduling and construction material methods.

Steve Thomas

Keynote Speaker and Leadership Coach

Steve Thomas is not normal and neither is his approach. He works with organizations all over the country helping them see and apply leadership in a different way, and help them re-organize and rethink their cultures and teams. In fact, helping people rethink and see things differently is a passion. Another passion is helping people navigate through the complexities of human weirdness. Steve is NOT a motivational speaker. Instead, he creates conversations, leads discussions and stays away from just lecturing, speaking or pumping you up.

One of his fundamental beliefs is you'll never be a better leader (or anything) until you become a better person, which is exactly why he loves helping people live better lives. When you live a better life, you are a better leader; and when people on your team live better lives, you have a better organization.

Paul Valaisa

Principal, CLA

A Principal and a leader of CLA's construction team in the greater Chicagoland area, Paul is recognized as a trusted advisor within the industry. Paul specializes in audit and consulting services for privately-held general contractors, subcontractors, and other affiliated entities in the construction industry ranging from local to large multi-state and multi-entity organizations. He specializes in analysis of complex accounting matters, assistance with financing and bonding capacity, project cost verification and certification engagements, work-in-progress schedule analysis, joint venture and consolidation accounting, internal control processes, risk management, internal reporting, and consulting related to implementation of accounting standards and policies and related best practices. Paul frequently presents on relevant accounting, auditing and other topics within the construction industry and its associations, and he's known for his ability to build strong relationships with his clients and team members. He takes a collaborative approach to his work and is always willing to go the extra mile to ensure his clients receive the highest level of service.

Woody Woodall

Managing Principal, Customer Focused Solutions, Inc.

Woody Woodall is the managing principal of Customer Focused Solutions, Inc., where he specializes in assisting contractors and associations with achieving their strategic goals through education and collaboration. Woody has had a long and distinguished career in the mechanical contracting industry, holding numerous positions in the mechanical field. Being so engaged in the industry has allowed him to identify the processes and techniques that make service groups best in class in their areas. Woody started as a steamfitter with Local 602 in the Washington, D.C., area. After completing his apprenticeship, he went on to become an instructor for the Union Apprentice Program in Washington, D.C. Through his passion for teaching, he has since become an integral part of the education offerings with the Mechanical Service Contractors Association (MSCA). He was instrumental in helping develop many courses, including the HVAC 101 program and the Sales Institute.

MCA OF CHICAGO MEMBER BENEFITS

TRAINING & EDUCATION ★★★★★

CEI EDUCATION

Get top-tier training at the Construction Education Institute (CEI) from industry leaders. Build hands-on skills across a variety of topics, with options to earn certificates in Essentials of Project Management (EPM) and Advanced Project Management (APM).

SAFETY

- 10-hour OSHA training
- 30-hour OSHA training
- New weekly safety videos coming soon
- Safety webinars and seminars

INDUSTRY RESOURCES

- Access to MCAA's Web-Based Labor Estimating Manual.
- Subsidies for Project Management, Advanced Project Management and Advanced Leadership Institute.
- Two free passes for each CBHCC class.
- 33% discount on most CSC classes.

TECHNOLOGY

Three hours of technology consulting from computer and software expert, Ginnie Floraday.

ADVOCATING ★★★★★

LOBBYING

Lobbying experts in Springfield in addition to state representation from Illinois Mechanical Specialty Contractors Association (IMSCA) to implement legislation specific to member interests.

LABOR RELATIONS

Staff coaching on Local Union 597 labor-related questions including contract and code interpretations, jurisdiction, drug plan, wage and benefits, audits, bonds and apprentice issues.

ASSOCIATION RESOURCES ★★★★★

MCAA EVENTS

Subsidies available for attending:

- MCAA Convention
- MSCA Annual Educational Conference
- Safety Directors' Conference
- Women in the Mechanical Industry (WiMI) Conference
- MEP Innovation Conference

ADDITIONAL MEMBERSHIPS

Membership to additional organizations, including:

- Mechanical Contractors Association of America (MCAA)
- Chicagoland Better Heating-Cooling Council (CBHC)
- Construction Safety Council (CSC)

NETWORKING ★★★★★

EVENTS

Gain exclusive access to premier networking events with industry leaders, including events curated for Young Professionals and Women in the Mechanical Industry (WiMI). Foster professional growth in a supportive community.

INDUSTRY

Positively influence the mechanical contracting industry through active participation in MCA committees, professional groups and services to drive collective growth and innovation.

PROFESSIONAL SERVICES ★★★★★

LEGAL COUNCIL

One hour of legal advice and counsel from Ogletree, Deakins, Nash, Smoak & Stewart, P.C., a leading labor and employment law firm.

Email MCAhotline@ogletree.com with details.

OFFICE USAGE

CEI classroom, recreational room and board room for private use.

WEBSITE AUDIT

Website audit conducted by Haines Creative, a full-service web design and marketing agency based in Naperville. Get in touch by emailing theguy@hainesdesigns.com.

FINANCIAL AUDIT

CFO Simplified offers a financial business audit by a team of executives, including review, analysis and recommendations for financial success.



**WANT TO LEARN MORE ABOUT
YOUR BENEFITS?**

SCAN THE QR CODE TO VIEW ALL MCA OF CHICAGO MEMBER BENEFITS