

AGENDA

SATURDAY, DECEMBER 4TH

12:00 - 4:00 pm

GOLF OUTING: DESERT SPRINGS GOLF CLUB

2:00 - 9:00 pm

REGISTRATION DESK - Springs Foyer

2:00 - 4:00 pm

WOMEN IN HVACR EVENT: SARAH SAGREDO-HAMMOND

- San Jacinto

4:30 - 5:15 pm

FIRST-TIMERS ORIENTATION - San Jacinto

5:30 - 6:30 pm

SUPPLIER TOWN HALL - Santa Rosa Ballroom

DISTRIBUTOR TOWN HALL - Springs Ballroom B

7:00 - 9:00 pm

OPENING RECEPTION - JW Pavilion Terrace/ The Grove

9:15 - 10:15 pm

CANADIAN INTERESTS RECEPTION - Director's Terrace

EMERGING LEADERS HAPPY HOUR - Lobby Bar

SUNDAY, DECEMBER 5TH

7:00 am - 5:00 pm

SOLUTIONS CENTER - Springs Terrace

7:00 am - 5:00 pm

REGISTRATION DESK - Springs Foyer

7:30 - 9:30 am

BREAKFAST & OPENING KEYNOTE:

LISA BODELL "THE GREAT RESET" - Springs Ballroom F & G

9:45 - 10:45 am

VOICE OF CONTRACTOR: TJ O'CONNOR - Springs Ballroom B

PRICING PITFALLS: PRADIP KRISHNADEVARAJAN & SENTHIL

GUNASEKARAN - Santa Rosa

HEATING, COOLING, AND THE GREENING OF THE AMERICAN

ECONOMY: MODERATED BY DAN VIA - JW Pavilion

11:00 - 11:45 am

NEW REFRIGERANTS AND NEW EQUIPMENT: HOW WILL LOW-GWP REFRIGERANTS CHANGE HVACR EQUIPMENT?:

MODERATED BY PHILIP MARTIN - Location

VOICE OF TECHNICIAN: SCOTT PEIRSON - Santa Rosa

DISTRIBUTION CONSOLIDATION: MODERATED BY TALBOT GEE

- JW Pavilion

SHEET METAL COUNCIL - San Jacinto

11:45 am - 1:30 pm

LUNCH & FEATURED SPEAKER:

ANIRBAN BASU "ANIRBAN BASU AND THE CHAMBER OF DATA"

- Springs Ballroom F & G

1:45 - 2:30 pm

2023 REGIONAL STANDARDS TRANSITION: ARE YOU PREPARED?: MODERATED BY VANCE STILLMAN - Location

THE EVOLVING LANDSCAPE OF CONTRACTOR

CONSOLIDATION: MODERATED BY MIKE MURPHY - Santa Rosa

VOICE OF SUPPLIER: MODERATED BY BRANDIN BURSA

- JW Pavilion

2:45 - 3:15 pm

DISPELLING MYTHS ABOUT A2L SAFETY AND PREPARING TRAINING FOR THE REFRIGERANT TRANSITION: MODERATED

BY NICK BENTON - Santa Rosa

2021 IN REVIEW - AN UPDATE ON INDUSTRY BENCHMARKS:

TIM FISHER - JW Pavilion

TALENT ATTRACTION IN THE AGE OF COVID: JULIA POLLAK

- Springs Ballroom B

3:30 - 4:00 pm

WHAT'S DRIVING DEMAND IN COMMERCIAL

REFRIGERATION: TIM FISHER, KERI EASON - Santa Rosa

UPDATING CODES AND STANDARDS FOR A2L TRANSITION:

MODERATED BY ALEX AYERS - Springs Ballroom B

BUSINESS OWNERS' GUIDE TO THE CURRENT HVAC M&A

MARKET: QUINN CARLSON - JW Pavilion

4:00 - 5:00 pm

SOLUTIONS CENTER HAPPY HOUR - Springs Terrace

4:15 - 4:45 pm

PAC TOWN HALL: PALMER SCHOENING - Director Ballroom B

MARKET INTELLIGENCE EXCLUSIVE: 2022 REGIONAL

OUTLOOKS (WESTERN REGION) - Santa Rosa

MONDAY, DECEMBER 6TH

7:00 am - 12:00 pm

SOLUTIONS CENTER - Springs Terrace

7:00 am - 5:00 pm

REGISTRATION DESK - Springs Foyer

7:30 - 8:45 am

NETWORKING BREAKFAST - Springs Ballroom F & G

7:00 - 9:00 am

EMERGING LEADERS SESSION: ORGANIZATIONAL

LEADERSHIP (RSVP REQ'D) - San Jacinto

9:00 - 10:00 am

UNDERSTANDING SUPPLY CHAIN DISRUPTION: PRADIP KRISHNADEVARAJAN & SENTHIL GUNASEKARAN
- JW Pavilion

YOU WON'T SOLVE YOUR TALENT CHALLENGE UNTIL YOU UNDERSTAND HOW THE PANDEMIC REDEFINED WHAT EMPLOYEES WANT: MODERATED BY MIKE MARKS
- Springs Ballroom B

BUSINESS SUCCESSION: TERRY RESNICK, LEE RESNICK
- Santa Rosa

FORMER PRESIDENT'S ADVISORY (INVITE ONLY) - Director Ballroom B

10:15 - 11:00 am

THE DRAG ON YOUR SUPPLY CHAIN WILL BE WITH YOU THROUGH 2022 AND 2023 - SO HOW SHOULD YOU DEAL WITH IT?: MODERATED BY MIKE MARKS - JW Pavilion

THE ROLE OF RECLAIM IN THE HFC PHASE-DOWN: MODERATED BY DALE NORTON - Santa Rosa

THE PERFECT STORM: WHEN SURGING DEMAND MEETS SCARCE LABOR AND INVENTORY: PAUL GIUDICE
- Springs Ballroom B

THE EVOLVING ROLE OF THE MANUFACTURER REP
- San Jacinto

11:15 - 11:45 am

RECRUITING USING INTERNSHIPS AND APPRENTICESHIPS: MODERATED BY CHRIS DEBOER - Santa Rosa

TAXES, REGULATIONS, AND BIDEN ADMINISTRATION: PALMER SCHOENING, ALEX AYERS - JW Pavilion

RANSOMWARE EXPERIENCES IN THE MANUFACTURING SPACE: JEFF WHEAT - Springs Ballroom B

11:45 am - 1:30 pm

LUNCH & FEATURED SPEAKER: KEVIN SURACE "A RENAISSANCE - THE COMING END OF HUMAN WORK" - Springs Ballroom F & G

1:45 - 4:45 pm

BOOTH PROGRAM - Sinatra Ballroom

4:45 - 5:15 pm

MARKET INTELLIGENCE EXCLUSIVE: 2022 REGIONAL OUTLOOKS (SOUTHWESTERN & SOUTHEASTERN REGIONS)
Santa Rosa

TUESDAY, DECEMBER 7TH

7:30 - 9:00 am

BREAKFAST & FEATURED SPEAKER: RYAN AVERY "HOW TO GROW YOUR LEADERSHIP TEAM"
- Springs Ballroom F & G

9:15 - 10:00 am

LEVERAGING TECHNOLOGY TO MAXIMIZE OUR SUPPLY CHAIN OPERATIONS: JOHN WILLIS - Springs Ballroom B

E-COMMERCE, SALES FORCE TRANSFORMATION AND MARKETPLACES: IAN HELLER - JW Pavilion

POWER OF THE GROUP: HARNESSING THE VALUE OF AGGREGATE DATA: DEANNA KAWASAKI - Santa Rosa

10:15 - 11:00 am

STATE OF HVACR E-COMMERCE: JONATHAN BEIN
- Springs Ballroom B

THE 8 DRIVERS THAT INCREASE YOUR COMPANY'S VALUE: SUSAN FREW - Santa Rosa

DISTRIBUTOR MARKETING THAT DRIVES GROWING, LONG-TERM ROI: IAN HELLER - JW Pavilion

11:15 - 11:45 am

DATA-DRIVEN SALES & PROFIT ACCELERATION: HARDI'S NEW ANALYTICS PROGRAMS: DAVID BAUDERS - Santa Rosa

USING SOCIAL MEDIA FOR GROWTH & ENGAGEMENT: KEVIN ENGLAND - JW Pavilion

TURNING THE TIDE: HOW TO MOVE FROM THE GREAT RESIGNATION TO THE GREAT REGENERATION: MELISSA WYMER - Springs Ballroom B

11:45 am - 2:00 pm

LUNCH & CLOSING KEYNOTE: ALEX BANAYAN "EXPONENTIAL SUCCESS THROUGH THE THIRD DOOR"
- Springs Ballroom F & G

2:15 - 2:45 pm

MARKET INTELLIGENCE EXCLUSIVE: 2022 REGIONAL OUTLOOKS (CENTRAL & GREAT LAKES REGIONS)
- Santa Rosa

3:00 - 3:30 pm

MARKET INTELLIGENCE EXCLUSIVE: 2022 REGIONAL OUTLOOKS (NORTHEASTERN & MID-ATLANTIC REGIONS)
- Santa Rosa

7:00 - 9:00 pm

CLOSING PARTY - JW Pavilion Terrace

