

# NUCA

MARCH 4-6

Las Vegas

Palms Casino Resort



MARCH 7-11

## A Message from NUCA Convention Co-Chairs and Vice-Chairs

### DEAR INDUSTRY COLLEAGUES,

This year's Convention Committee has been hard at work to bring you what we believe to be the best convention programming possible. We have wrapped up planning for all the events—Educational Programming, Keynote Speakers, Business Presentations, and of course, all the networking fun that comes with a NUCA convention—Team Building, Auction and Awards Gala, Golf, Happy Hours, and our final After Party. So please take a few minutes to look through this brochure and register.

NUCA is a proud sponsoring organization for CONEXPO-CON/AGG. We hope that you will come to Vegas March 4-6, then attend CONEXPO, which opens March 7, with 2,500+ exhibitors across more than 2.5 million sq. ft. of exhibit space. As a NUCA member, you are entitled to a 36% CONEXPO registration discount. Please visit our website for details.

Now is a great time to get involved in NUCA. We have committees that deal with all the major issues you, as a business owner or principal, face. Come share your knowledge (and pick up a little) and help shape NUCA's priorities for the coming year.

Please register early, secure your room, and lock in your flights for the best possible prices.

Register online at [nuca.com](http://nuca.com) or use the registration form in this brochure.

Continue to watch our website for convention updates.

We look forward to seeing you in Vegas!



**Jason Clark**  
NUCA 2017 Convention  
Co-Chair  
Iowa Trenchless  
Panora, IA



**Kevin Cripps**  
NUCA 2017 Convention  
Co-Chair  
Gen3 Energy Services, LLC  
Greensboro, NC



**Tom Fieweger**  
NUCA 2017 Convention  
Co-Vice Chair  
Ferguson Waterworks  
Philadelphia, PA



**Wayne Newitts**  
NUCA 2017 Convention  
Co-Vice Chair  
Dexter + Chaney  
Seattle, WA

## Schedule-At-A-Glance



### FRIDAY, MARCH 3 (PRE-CONVENTION EVENTS)

Recruitment & Retention Committee	1:00pm – 2:30pm	Chapter Executive Directors Council	2:45pm – 4:15pm
Chapter Presidents Council	2:45pm – 4:15pm	Board of Directors Meeting (open to all)	4:30pm – 6:00pm

### SATURDAY, MARCH 4

Registration/Info Desk Open	7:00am – 7:00pm	Safety & Damage Prevention Committee	9:00am – 10:15am
Coffee Break	7:00am – 8:00am	Coffee Break***	10:15am – 10:45am
Contract Docs & Specs Committee	7:30am – 8:45am	Trenchless Technology Committee	10:45am – 12:00pm
Workforce Development Committee	7:30am – 8:45am	Education Committee	10:45am – 12:00pm
Crew Leader Training Session 1	7:30am – 12:00pm	18-Hole Golf Tournament	12:30pm
Coffee Break	8:45am – 9:00am	Las Vegas National Golf Club	Shotgun Start
Govt Relations/PAC Committees	9:00am – 10:15am	Welcome Reception***	6:00pm – 8:00pm
		<i>Sponsored by National Partners</i>	

### SUNDAY, MARCH 5

Registration/Info Desk Open	7:30am – 2:30pm	Hiring and Retaining the Right People	10:00am – 11:15am
<b>Education and Business Presentations</b>		Social Media for Contractors	10:00am – 11:15am
Fundamentals of Safety Management (NUCA Institute Core Course)	8:00am – 11:30am	<b>Keynote Lunch</b>	12:00pm – 2:00pm
Crew Leader Training Session 2	8:00am – 11:30am	Amelia Rose Earhart	
Assuring the Successful Continuation of Your Business	8:00am – 9:15am	<i>sponsored by</i> 	
Hiring and Retaining the Right People	8:00am – 9:15am	<b>Team Building</b>	2:00pm – 5:00pm
Social Media for Contractors	8:00am – 9:15am	Escape Room Event	
Coffee Break	9:15am – 10:00am	<i>sponsored by</i> 	
Assuring the Successful Continuation of Your Business	10:00am – 11:15am	Happy Hour***	5:30pm – 7:00pm
		1920's/Speak Easy Themed	

### MONDAY, MARCH 6

Registration/Info Desk Open	7:30am – 12:00pm	New Technologies Showcase	2:00pm – 5:00pm
Crew Leader Training Session 3	8:00am – 11:30am	Overcoming Under-Designed Projects Due to Inadequate Soils Engineering	2:00pm – 3:15pm
Economic Forecast w Anika Khan	8:30am – 10:00am	Hot Topics in OSHA Compliance	3:45pm – 5:00pm
Executive Roundtables	10:15am – 11:30am	<b>Reception, Auction, &amp; Awards Gala</b>	6:30pm – 10:00pm
<b>Keynote Lunch</b>	12:00pm – 2:00pm	Denim & Diamond Themed***	
Sergeant Matt Eversmann		<i>sponsored by</i> 	<b>JOHN DEERE</b>
<i>sponsored by</i> 		THE After Party	10:00pm – 12:00am
Crew Leader Training Session 4	2:00pm – 5:00pm		
Trenchless Technology from the Contractors' Perspective	2:00pm – 5:00pm		

\*\*\* Exhibitor Hours

## KEYNOTE SPEAKERS

Sponsored by



Attendees will have an opportunity to meet with both keynote speakers prior to their presentations.

### **Amelia Rose Earhart | Learning to Love the Turbulence: Embracing Difficulty and Change Once Your Goal is Airborne**

Named by the Jaycees as one of the “Top Ten Young Americans,” Amelia Rose Earhart re-created and symbolically completed the 1937 solo flight of her namesake, Amelia Mary Earhart. Her flight around the world became a symbol of determination, courage, and empowerment. Amelia will share how to find “True North” and challenge you to discover your identity and passions, set specific goals, and follow through. Amelia is the president of the Fly With Amelia Foundation, a breaking news and traffic reporter with Denver’s NBC affiliate, and produces the math and science oriented series, STEM Superstars, which features exceptional schools, teachers, and students.



### **Sergeant Matt Eversmann | Dedication, Pride, & Commitment: Leadership Lessons From Black Hawk Down For Business & For Life**

Matthew Eversmann is an American hero and former U.S. Army Ranger. As part of a UN peacekeeping mission in 1993, Eversmann was one of the outnumbered American servicemen who fought for survival for 18 hours until a rescue convoy could arrive. During his military service, Eversmann received many awards, medals, and commendations, and was also the basis for the Josh Hartnett role in the Academy Award-winning 2001 blockbuster movie, *Black Hawk Down*. Eversmann has also co-written a book about the battle and his personal memories and experiences of it called *The Battle of Mogadishu: Firsthand Accounts from the Men of Task Force Ranger*.



## BUSINESS PRESENTATIONS & EDUCATION

### **Economic Forecast | Anika Khan**

Always a convention favorite, Anika Khan, Senior Economist with Wells Fargo, will present her economic perspective on how the economy is faring and what our industry can expect in the coming months and year. Khan has more than 15 years of experience in corporate investment banking. Anika is responsible for producing commentary on U.S. residential real-estate markets and contributes to the company’s Weekly Economic and Financial Commentary. Anika’s commentary is frequently cited by the Wall Street Journal, New York Times, Bloomberg News, and USA Today.



### **Assuring the Successful Continuation of Your Business | Leon and Terrance Resnick**

Business owners will learn tools and strategies necessary for business succession, wealth preservation, and eventual transition of assets. Typically, the more successful business owners are, the more vulnerable they become. Learn the techniques to combat those vulnerabilities and assure your business remains successful. Leon B. Resnick and Terrance K. Resnick are partners in Resnick Associates, a nationally recognized estate planning, business succession, and life insurance advisory and implementation planning firm.



### **Hiring and Retaining the Right People | Gregg Schoppman, FMI**

The construction industry has an insufficient quantity of quality workers, and the industry does not seem to attract the younger generation. Gregg will discuss effective recruiting strategies, pinpoint elements to watch for when hiring quality people during the recruiting process, identify leadership styles that motivate people, and explore common mistakes that companies may make when addressing employee retention.







## NUCA'S CREW LEADER TRAINING

Normally delivered as a two-day \$575 course, Crew Leader Training is designed to transform new and experienced employees into great crew leaders. The course will offer insight on how to be a better communicator, team builder, problem solver, and decision maker; how to maintain a safe work environment in compliance with company and regulatory policies; and how to effectively plan and control the resources needed to get the job done on schedule and on budget. Attendees must reserve a place in Crew Leader Training when registering for convention. Enrollment limited to 25 students.

## EDUCATIONAL BREAKOUT SESSIONS

### Hot Topics in OSHA Compliance | George Kennedy

In an open forum environment, NUCA's VP of Safety George Kennedy will discuss the most pressing regulatory safety issues facing our industry and address your questions regarding best practices for complying with new and upcoming OSHA regulations. Bring your questions for assistance with complying with the OSHA regulations that concern you most.

### New Technologies Showcase | TBA

This session will cover how emerging technologies are improving project efficiency, as well as the concepts and applications under development for future projects: virtual and augmented reality, drones and self-driving vehicles, light detection and ranging for 3D jobsite imaging, and real-time company data sharing.

### Overcoming Under-Designed Projects Due to Inadequate Soils Engineering | Tom Olson

Encountering unanticipated site conditions not only cause headaches, but lost time and money due to reduced productivity and downtime. How can contractors effectively complete a project when soil engineers have provided you with significantly under-designed specifications? Real construction project scenarios will illustrate ways to protect your company from blame and receive reimbursement for costs incurred as a result under-designed projects.

### Social Media for Contractors | Jamie Wolf

Social media can level the marketing playing field for many small companies, allowing them to increase their visibility and run with the big dogs. Learn how to best leverage your social media presence by finding and selecting appropriate content and determining what is and is not appropriate to post in the B to B social media environment. Ms. Wolf will also discuss how social media can assist in creating thought leadership and increasing your business's visibility and media presence.

## Trenchless Technology from the Contractors' Perspective

This 3-hour interactive session will cover the newest technologies and their applications in the field. Panel instructors are leading experts in their sectors of the trenchless technology industry.

### Moderators

Dr. Tom Iseley, Director, and Saleh Behbahani, Trenchless Technology Center, Louisiana Tech University

### Topics and Speakers

- *Horizontal Auger Boring:*  
Dr. Tom Iseley and Dan Liotti, CEO, Midwest Mole
- *Microtunneling:*  
David Ellett, VP, BRH-Garver Construction  
Ray Post, VP, Huxted Tunneling
- *Pilot Tube Microtunneling:*  
Troy Stokes, International Sales Manager, Akkerman  
Jeff Boschert, President, National Clay Pipe Institute
- *Horizontal Directional Drilling (HDD):*  
Kevin Miller, President, Miller Pipeline
- *Fundamentals of Pipe Bursting:*  
Michael E. Woodcock, Portland Utilities Construction Co.

## NUCA INSTITUTE CORE PROGRAM

### Fundamentals of Safety Management | George Kennedy

This interactive, open forum session from the NUCA Institute for Leadership Development is a must-attend program for your company's management. Learn the fundamentals of establishing and implementing a successful safety program and receive expert instruction from one of the foremost authorities in utility construction safety—NUCA Vice President of Safety George Kennedy. Mr. Kennedy joined NUCA in 1991 and developed NUCA's safety program into one of the most respected and comprehensive in the industry by creating the first program to train Competent Persons for Excavations, developing the NUCA's Instructor Training Program, advising thousands of contractors, and working to keep the industry informed and in compliance with OSHA regulations.

## NETWORKING EVENTS

### NUCA's Annual Golf Tournament

This wouldn't be a NUCA convention without a fun-filled golf tournament with your NUCA buddies. This year's 18-hole tournament, which supports NUCA's Strategic Advocacy Fund, will be held at the historic Las Vegas National Golf Club. The \$185 tournament fee is not included in convention registration. If you would like to sponsor a tee or flag, please contact the NUCA office at [nuca@nuca.com](mailto:nuca@nuca.com) or 703.358.9300.



### Escape Room Team Building Super Event | Jewel Heist

Sponsored by **CATERPILLAR®**

Problem solving and teamwork are a critical part of what we do every day. This year's team building event, Escape Room: Jewel Heist, puts your team against a group of jewel thieves who have stolen a collection of precious gemstones. The police have reason to believe the thieves have hidden the jewels somewhere in the room where your team is located. Can your team outsmart the thieves, crack their codes, and find the jewels before they return? You will be challenged to solve a series of riddles, codes, and brainteasers using interactive objects and items you find in the room. In order to escape, your team will need to solve the puzzles, and find all the stolen jewels before time runs out. Exhilarating. Thanks CAT!

### Awards Gala and Auction

Sponsored by  **JOHN DEERE**

Our good friends and sponsor for the evening, John Deere, will greet attendees with heavy hors d'oeuvres and a room full of friends, new and old, for a night of fun. The evening will be themed "Denim and Diamonds" and will feature NUCA's Awards ceremonies, including final voting for the coveted Top Jobs Awards, as well as a silent auction and raffle baskets. Our friends from Richie Bros. will be on hand for our always exciting live auction.



## 2017 Convention Host Hotel

### PALMS CASINO RESORT

The modern buildings of the Palms Casino Resort, with a breathtaking view of the Las Vegas Strip, have lodging, dining, and entertainment options that stand out as one of Las Vegas' most riveting hotels and venues. The Palms offers amazing restaurants and one-of-a-kind dining experiences. The huge casino has everything you could want, from newer slot machines to classic, traditional table games. Additionally, there is a 14-screen movie theater that features one of few IMAX screen in Vegas and a world-class spa and salon.

### NUCA Convention Room Rates

Average nightly rate: \$155 (includes discounted resort rate) plus tax



For reservations visit [nuca.com/convention](http://nuca.com/convention) and follow the accommodation links. You may also call 702.942.7777. Mention NUCA to ensure your discount. Complimentary shuttles run to and from the Strip 11am – 8pm daily. Free shuttles to CONEXPO will run daily beginning March 7.



### 3 WAYS TO REGISTER

- 1. Online@**  
www.nuca.com  
(for registration discounts)
- 2. Fax completed form to:**  
703.358.9307
- 3. Mail completed form and payment to:**  
NUCA Convention  
3925 Chain Bridge Rd  
Ste 300  
Fairfax, VA 22030

**Questions?** Call NUCA at 703.358.9300

## NUCA CONVENTION REGISTRATION

### REGISTRATION INFORMATION

All Convention attendees must be registered

1. Registrant \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_  
 2. Additional Registrant \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_  
 3. Additional Registrant \_\_\_\_\_ Title \_\_\_\_\_ Email \_\_\_\_\_  
 4. Spouse/Guest(s) \_\_\_\_\_  
 5. Youth Name (s) \_\_\_\_\_ Age \_\_\_\_\_

Registrant Company \_\_\_\_\_  
 Street Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Phone \_\_\_\_\_ Fax \_\_\_\_\_

Are you a member of NUCA?  Yes  No  
 Please check one:  Contractor  Specialty Contractor  Associate  Institutional  Press  Other  
 Is this your first NUCA Annual Convention?  Yes  No

### PAYMENT INFORMATION

Check Enclosed *Full payment must accompany this registration*

Credit Card Number \_\_\_\_\_ Expiration \_\_\_\_\_ / \_\_\_\_\_ CID \_\_\_\_\_  
 Cardholder Name \_\_\_\_\_ Signature \_\_\_\_\_  
 Company Name (if it appears on card) \_\_\_\_\_

**Crew Leader Training** # \_\_\_\_\_

If you are registering more than one person please indicate how many individuals will attend the training. Class size is limited to 25 students.

### REGISTRATION FEES & DAY PASSES

Standard Registration	Member	Non Member **	Total
First Registrant	\$950	\$1100	
Additional From Company	\$875	\$1025	
Spouse/Guest/Youth *	\$750	\$750	
Optional Activity	Fee	Attendees	Total
18-Hole Golf Tournament	\$185		
Daily Passes	Member	Non Member **	Total
Saturday, March 4	\$375	\$425	
Sunday, March 5	\$450	\$500	
Monday, March 6	\$450	\$500	
<i>Full payment must accompany this registration</i>		<b>FEE TOTAL</b>	

### DISCOUNTED CONEXPO-CON/AGG REGISTRATION



NUCA will be co-locating with CONEXPO in Las Vegas. Because NUCA is a CONEXPO sponsoring organization, you will receive a 36% discount if you register by February 3, 2017. Once you have completed your NUCA registration, you will receive a confirmation email with details and a link directing you to discounted CONEXPO-CON/AGG registration.

### CANCELLATION POLICY

*Note: Cancellations must be made in writing by 1/10/2017 to receive a full refund less a \$150 per person administration fee. Cancellations received between 01/08/2017 and 02/03/2017 will be refunded at 50% of the registration fee. No refunds will be issued after 02/04/2017. After 2/17/2017 please register onsite.*

\* Not a business associate or co-worker.

\*\* The difference between member and non-member rate may be applied to membership if you join NUCA by March 1, 2017.