

SEE



NERCA

North/East Roofing Contractors Association

94th Annual Convention and Trade Show

March 17 - 19, 2020 • Hard Rock Hotel & Casino
Atlantic City, New Jersey

Join us and experience one of the largest regional roofing tradeshow in the country. This year's show continues to deliver quality education and will feature nearly 200 booths displaying products and services designed for you - the roofing professional! [Register online at www.nerca.org](http://www.nerca.org)

NERCA's Annual Business Meeting and Breakfast

Thursday — March 19, 2020

9:30 a.m. — 11:00 a.m.

Ticketed Event - \$50.00

One of the most distinguished coaching careers in the National Football League history officially concluded when Dick Vermeil announced his retirement from professional football in January 2006. Vermeil spent 15 seasons as an NFL head coach and was a member of the league's coaching fraternity for 19 seasons. In addition, Vermeil has had a prestigious career as a football broadcaster, analyzing both NFL and college games. In January 2006, he was portrayed on the big screen by Greg Kinnear in the *Invincible*.

Vermeil is a member of three College sports halls of fame - Napa Community College, San Jose State and UCLA; two NFL teams Halls of Fame - Philadelphia Eagles, St. Louis Rams; three states hall of fame - Pennsylvania, Missouri, and California, and the Rose Bowl Hall of Fame. Inductee to California Community College Athletic Association Hall of Fame: He is the only coach to be awarded Conference Coach of the Year honors on four levels of football competition: High School, Community College, Division 1 college football, and has been selected as the NFL Coach of the Year twice: 1979 and 1999.

When not involved in his wine business, speaking or charity work, he enjoys going back to his roots and working on restoring his father's old vintage race cars.

Presentation of the Clarence J. Carr Roofing Industry Annual Award to NERCA's 2019 Outstanding Member

23rd Annual Thomas S. Gunning, Membership Recruitment Award

Election of Executive Committee & Board of Directors

Greetings and Updates from NRCA

Nick Sabino, NRCA President



Dick Vermeil

Guest Speaker

Former NFL Super Bowl Winning Head Coach for the Philadelphia Eagles, St. Louis Rams and Kansas City Chiefs

Welcome Reception

Tuesday — March 17, 2020, 5:30 p.m. — 7:30 p.m.

Convention Registration Area

Join us to kick off the start of the Convention. Enjoy complimentary beer, wine & soft drinks. Enjoy some appetizers as you chat and reconnect with your colleagues and friends.

Happy Hour Reception

Wednesday - March 18, 2020, 4:00 p.m. - 6:00 p.m.

Exhibit Hall Floor

Join us for complimentary beer, wine & soft drinks. Enjoy a light snack as you visit with the exhibitors on the show floor.

EDUCATIONAL SEMINAR - 3 Hour Program

Becoming a "Best Place to Work"

Hiring - and Keeping - the Best Talent for your Business.

Speaker: Jennifer L'Estrange, Red Clover

Tuesday - March 17, 2020, 3:00 p.m. to 6:00 p.m.

In this interactive seminar, learn how to define and articulate your company values and culture, target prospective candidates and ensure that they are the right fit for your organization. Then, once you've hired them, keep them engaged and motivated to do their best work for you. At the end of the session you will come away with an action plan for defining company values, recruiting and boarding in a way that communicates your culture, principles for managing pay and, finally, how to keep your employees for the long haul!

Bad hires cost you money. Don't miss this opportunity to get out in front of the competition in the war for talent in the industry.

Red Clover is a Strategic HR consulting firm that specializes in leading businesses through organizational change. Effectively managing change, whether it's driven by business growth or an economic downturn, requires strong people strategies and plans to be successful.

Member : \$50.00

Non - Member: \$75.00

Don't Miss Our Exhibitor Demonstrations on the Show Floor!

Accommodations - NERCA will be using the Hard Rock Hotel & Casino as this year's headquarters hotel.

To take advantage of the special convention rates, your reservations must be made directly to Hard Rock Hotel & Casino. To reserve your room online, log on to their website and enter Group Code: GRCA320 in the PROMO section with travel dates.

hardrockhotels.com/atlantic-city

You may also reserve your room by calling **609/449-6860**. Please reference Group Code: **GRCA320**

Hard Rock Hotel & Casino SPECIAL CONVENTION RATES (Rates guaranteed until February 24, 2020):

Monday, March 16	Single/Double	\$129.00	Wednesday, March 18	Single/Double	\$129.00
Tuesday, March 17	Single/Double	\$129.00	Thursday, March 19	Single/Double	\$129.00

Register online at www.nerca.org

FREE EDUCATIONAL SEMINARS

NRCA Technical Issues Update

Speaker: Mark Graham, Associate Executive Director of Technical Services, National Roofing Contractors Association

Tuesday — March 17, 2020, 12:00 p.m. to 2:00 p.m.

Mark S. Graham, Vice President, Technical Services, National Roofing Contractors Association will present on the current technical issues of interest to roofing contractors including:

1. ASCE 7-16 and wind design
2. Building code updates
3. Moisture in concrete decks
4. Asphalt shingles
5. And more!!!

(This educational offering is recognized by MA & RI as satisfying educational credits towards renewal of the Construction Supervisors License (CSL) requirement).

Metal Deck 101 – Metal Deck Replacement

Speaker: Michael Polizzi, Sales Manager, A.C.T. Metal Deck Supply

Tuesday — March 17, 2020, 2:00 p.m. to 4:00 p.m.

Commercial re-roof projects often run into the need to replace structural metal deck beneath the roof system. The details may be unknown until the roof is actually torn off and then the job is on hold until this is resolved. Many of these decks are older with obsolete profiles. The course explains how to identify, match, quote and install metal deck. All roofers would agree that an open roof is not the best time for a crash course on metal deck. In this presentation, Michael Polizzi, provides the tools roofers need... before they need them.

1. Identify what metal deck is
2. Matching existing/obsolete profiles
3. Types, gauges & finishes
4. How to accurately quote
5. Installation and fastening
6. Question and answer period

Working Safely Around Solar — Photovoltaic Basics

Speaker: Mark Colacito, Safety Manager, CSHO, Solect Energy

Tuesday — March 17, 2020, 4:00 p.m. to 6:00 p.m.

The ever increasing use of solar power has led to many questions and concerns from roofers. Solar panels, arrays and related equipment can now be found on all types of roofs from steep to flat. Their inclusion on the roof brings up many challenges for the roofer including:

- Repair & maintenance around and under solar arrays
- Increased fall hazards due to tighter working conditions and concerns of damaging solar systems
- Concerns of electrical hazards and unknowns involving damaged panels, conduit, wiring, and ponding water

This two-hour presentation aims to ease fears and answer questions by providing a better understanding of solar related hazards and explaining how to mitigate the dangers of working with aging or damaged photovoltaic arrays.

The Most Important Provisions That Roofing Contractors Should Have and Look Out For In Every Roofing Construction Contract

Speaker: Stephen Phillips Esq., Hendrick, Phillips, Salzman and Siegel P.C.

Wednesday — March 18, 2020, 9:00 a.m. to 11:00 a.m.

Stephen Phillips, Esq. has been defending the interests of the roofing contractor for many years with consistent successful results. He has conducted multiple seminars and webinars for NERCA members that demonstrate his expertise and reputation as one of the top legal professionals in the country.

Stephen will identify and discuss the provisions that roofing contractors should seek to include and look out for in every contract to manage roofing contractor liability.

(This educational offering is recognized by MA & RI as satisfying educational credits towards renewal of the Construction Supervisors License (CSL) requirement).

Ladders — The Most Dangerous Tools on the Jobsite

Speaker: Peter Shackford, Director of Safety & Risk Control Services, Hettrick, Cyr & Associates, Inc.

Wednesday - March 18, 2020, 11:00 a.m. to 1:00 p.m.

According to recent studies of construction worker injuries, an estimated 81% of all fall injuries treated at emergency rooms involve ladders! Statistically, ladders are amongst the most dangerous tools your employees use, yet we entrust them to safely make hundreds if not thousands of climbs annually. Nearly three workers will die every week from ladder falls and more than 50 will be injured daily. When we take into account the homeowner, some studies show a shocking 500,000 people are treated in emergency rooms annually for ladder related injuries.

Ladder accidents happen for many reasons. Some causes include:

- Improper ladder selection
- Use of damaged ladders
- Improper ladder setup & use

This two hour presentation will explain why these accidents are so frequent and what we can do to prevent them. Upon completion of this presentation attendees will be able to;

- Properly inspect, setup and use portable ladders
- Identify common faults with ladder setup & use
- Increase awareness of new ladder technology including accessories, phone apps and software aimed at improving ladder safety
- Identify common hazards and new OSHA requirements involving fixed ladder safety

(This educational offering is recognized by MA & RI as satisfying educational credits towards renewal of the Construction Supervisors License (CSL) requirement).

Technical Issues in the Roofing Industry Panel

Panelists:

Mark Graham, Associate Executive Director of Technical Services, National Roofing Contractors Association

Stephen Phillips Esq., Hendrick, Phillips, Salzman and Siegel P.C.

Louis Silver, Silver Roofing, Inc.

Thursday — March 19, 2020, 7:30 a.m. to 9:30 a.m.

There's no easier way to keep abreast of technical developments and updates in the roofing industry! Tradition dictates that NERCA offers employers the opportunity to discuss and deliberate on the technical issues found within the roofing industry. NERCA is proud to have panelists, Mark S. Graham, NERCA's Associate Executive Director of Technical Services, who will provide information about current technical issues in the roofing industry and provide answers to your questions. Stephen Phillips, Esq., who constantly has the pulse of the legal issues facing the roofing industry, will cover the spectrum of issues that protect roofing contractors in today's litigious world. Lou Silver, President of Silver Roofing, Inc., Past President of NERCA will give practical advice as seen through the eyes of a roofing contractor.

We encourage contractors, manufacturers and roofing partners to debate the issues that are affecting the roofing industry with our experts.

Exhibit Hall Open

Wednesday, 1:00 p.m. — 6:00 p.m.

Thursday, 11:00 a.m. — 3:00 p.m.

NEW Corn Hole Tournament!

Information included in Registration

North/East Roofing Contractors Association, Inc.

100 Grossman Drive, Suite 300 Braintree, MA 02184

phone: 781-849-0555 • fax: 781-849-3223 • nerca.org

Register online at www.nerca.org