FCICA CONVENTION 2020





38th Annual Convention & Commercial Flooring Trade Show

March 10-12, 2020 Sheraton Music City Hotel, Nashville, TN

Register online at www.fcica.com/annual-convention



3 Days to CIM Nashville

March 7-9, 2020 · Sheraton Music City Hotel, Nashville, TN Register online at www.fcica.com/3-days-cim

PROGRAM AT A GLANCE

Saturday, March 7, 2020 3 DAYS TO CIM

8:00 am - 4:30 pm

3 Days to CIM – Includes breakfast and lunch

Sunday, March 8, 2020

8:00 am - 5:00 pm

3 Days to CIM – Includes breakfast and lunch

Monday, March 9, 2020 3 DAYS TO CIM & OPTIONAL EVENTS

8:00 am - 4:00 pm

3 Days to CIM – Includes breakfast and lunch

10:00 am - 4:00 pm

Optional Event – Golf the Hermitage Course – \$89

1:30 pm - 4:45 pm

Optional Event – Taste of Nashville – \$139

4:00 pm - 6:00 pm

CIM Caucus

(CIMs only)

6:00 pm - 8:00 pm

3 Days to CIM Graduation Dinner (3 Days to CIM attendees and invited guests only)

Tuesday, March 10, 2020 COMMERCIAL FLOORING TRADE SHOW

7:00 am - 4:00 pm

Registration

7:30 am - 9:00 am

Attendee Breakfast

7:30 am – 9:00 am

Membership Committee Meeting with Breakfast

9:15 am – 10:00 am

Opening Session

10:00 am - 10:45 am

Business Meeting

10:45 am - 11:15 am

Break

11:00 am - 1:00 pm

Trade Show Setup

11:15 am - 12:45 pm

CIM

Session 1: Launching the Job

12:45 pm – 2:00 pm

Session 2: Project Management Technology for the Jobsite (Lunch & Learn)

1:00 pm - 3:30 pm

Optional Event – Nashville in the 1800's – \$176

2:00 pm - 6:00 pm

Commercial Flooring Trade Show

6:00 pm - 7:00 pm

Trade Show Break Down

7:00 pm - 10:00 pm

Take Center Stage Reception & Welcome Dinner

Wednesday, March 11, 2020 EDUCATION OPPORTUNITIES

7:30 am - 4:00 pm

Registration

7:45 am - 9:00 am

Attendee Breakfast

8:00 am - 9:00 am



Successor Breakfast (Young professionals under 40 & next generation leaders)

8:30 am - 12:00 pm

Optional Event - Nashville in the 1900's - \$149

9:15 am - 10:30 am

Session 3: Stuck on the Numbers

10:30 am - 11:00 am

Break

11:00 am - 12:15 pm

Interactive Product Demonstrations

12:30 pm - 1:45 pm

Attendee Lunch

12:30 pm - 1:45 pm

Contractor Meeting with Lunch

2:00 pm - 3:15 pm

Session 4: Acoustics and Flooring

3:15 pm - 3:45 pm

Break

3:45 pm - 5:00 pm



Session 5: Succeeding in a Multigenerational Workplace

6:00 pm - 10:00 pm

Florida Georgia Line House Honky Tonk

Thursday, March 12, 2020 COMMITTEE MEETINGS

7:30 am - 4:00 pm

Registration

8:00 am - 9:45 am

Attendee Breakfast

8:00 am - 9:45 am

Associates Committee Meeting with Breakfast

8:30 am - 12:00 pm

Optional Event – Nashville in the 2000's – \$99

10:00 am - 11:30 am

Education Committee Meeting

11:30 am - 1:00 pm

Successors Committee Meeting with Lunch

11:30 am - 1:00 pm

Attendee Lunch

1:00 pm - 2:30 pm

CIM Steering Committee Meeting

1:30 pm - 5:00 pm

Board of Directors and Wrap-up Meeting (invite only)

7:00 pm - 10:00 pm

Optional event – Listening Room – \$180

Friday, March 13, 2020

7:30 am - 12:00 pm

Optional Training – Building Dynamic Relationships with Steve Hillis – \$349

(Breakfast included)

Schedule is updated and accurate as of 1/6/2020. For the most recent schedule, please refer to the mobile app.

CONFERENCE INFORMATION



Location and Accommodations

Sheraton Music City

777 McGavock Pike, Nashville, Tennessee 37214

Excellent service is a tradition at the Sheraton Music City Hotel. With a dedicated Guest Services Department, we are poised to exceed your every need. We offer a complimentary full-service Sheraton Fitness with free weights, aerobic machines, whirlpool, and full locker room facilities. Enjoy a swim in our indoor and seasonal outdoor pools after an invigorating workout. Sheraton Music City Hotel has been the winner of 10 consecutive "Gold Key Awards" for meeting excellence from Meetings & Conventions magazine. Our facility is the second largest freestanding convention hotel in Nashville with 32,000 square feet of centralized and elegant meeting space. With a total of 24 function rooms – all on one level – we can accommodate groups of 20 to 1,300 with style and ease.

FCICA has reserved blocks of rooms for the group rate of \$179 (single or double occupancy) plus tax per night. Room block rate is subject to availability; reservations must be made by February 14, 2020. Reserve your room by calling 888-627-7060 and referencing group code FCICA, or by using the following link: https://book.passkey.com/e/49991696. This link can also be found on www.fcica.com/annual-convention.



Breakfast and lunch provided each day.

Additional registration and program costs.



Saturday, March 7, 2020

8:00 am - 4:30 pm

Module 1: Utilizing the Estimate Module 2: Planning the Job Module 3: Understanding Contractual Obligations

Sunday, March 8, 2020

8:00 am - 5:00 pm

Module 4: Scheduling and Assigning Resources for Installation

Module 5: Managing On-site

Conditions

Module 5a: Managing Materials on

the Jobsite

Module 6: Managing Change Orders On-site

Monday, March 9, 2020

8:00 am - 4:00 pm

Module 7: Financial Management: Budget vs. Actual

Module 7a: Handling Claims on the Jobsite

Module 8: Closing out the Job

4:00 pm - 6:00 pm

CIM Caucus (CIMs Only)

6:00 pm – 8:00 pm

Graduation dinner

(3 Days to CIM attendees and invited guests only)

FCICA CONVENTION SCHEDULE

Monday, March 9, 2020 **3 DAYS TO CIM & OPTIONAL EVENTS**

10:00 am - 4:00 pm

Optional Event:

Golf at Hermitage Golf Course - \$89

The President's Reserve, designed by architect Denis Griffiths, trails through 300 acres of natural Tennessee wetlands and along the banks of the beautiful Cumberland River.

Playing up to 7200 yards, The President's Reserve can offer any golfer as much challenge as one might desire while also a pleasurable golfing experience for even the occasional golfer. The President's Reserve has been recognized by Golf Digest Magazine as one of the TOP 10 in Tennessee.

Cost: \$89; let us know if you need club rentals. Transportation will be decided once golfers are registered.

1:30 pm - 4:45 pm

Optional Event: Taste of Nashville - \$139

Start your Convention experience a day early with a Taste

of Nashville! Attendees will start their afternoon with a sweat treat, a dessertmaking class at Goo Goo Candy Shop. Goo Goo is the home to the first ever multi-ingredient candy bar, and you will partake in creating your own. Next, you will visit the historic Nelson's Green Brier Distillery. The tour takes you through the generations of Nelson's Green Brier Distillery History, followed by a walk-through of the production floor, sharing the processes that go into making their products. The tour concludes in the tasting room, where a sample tasting is included. Cost: \$139

4:00 pm - 6:00 pm

CIM Caucus

CIMs only. We encourage all CIMs to come and meet the newest CIM graduates and join in on an open discussion to talk about sharing your knowledge and expertise as a CIM. You are also invited to stay for drinks and dinner immediately following this event from 6 to 8pm.

Tuesday, March 10, 2020 COMMERCIAL FLOORING TRADE SHOW

7:00 am - 4:00 pm

Registration

7:30 am - 9:00 am

Attendee Breakfast

7:30 am - 9:00 am

Membership Committee Meeting with Breakfast

9:15 am – 10:00 am

Opening Session

10:00 am - 10:45 am **Business Meeting**

10:45 am - 11:15 am

Break

11:00 am - 1:00 pm

Trade Show Setup



11:15 am - 12:45 pm

Session 1: Launching the Job - CIM Track

Presented by Mike Kelly, CIM Expanding on Module 2 of the CIM Program— Planning the Job. Discussion topics will include best practices for kick-off meetings, scope review and management, working with internal installation crews versus subcontractor crews, and challenges in launching jobs as a small contractor company vs. contractors running national projects.

12:45 pm - 2:00 pm

Session 2: Project Management Technology for the Jobsite Lunch & Learn

Presenters TBD

Project managers can utilize technology to communicate and collaborate with everyone involved in a project, from sales to installers. Track estimates; upload job plans; attach pictures, notes and tasks; and communicate issues in real time whether on the computer, tablet, or smart phone! 3-4 different project management software companies will demonstrate their software and explain the benefits for flooring contractors. Each company will also have a booth in the Commercial Flooring Trade Show for more in-depth reviews and conversations.

1:00 pm - 3:30 pm

Optional Event - Nashville in the 1800's - \$176

Located less than 20 minutes from downtown Nashville, the beloved historical site Belle Meade Plantation is most notable for its enduring contribution as a worldknown thoroughbred farm - an extensive list of Kentucky Derby winners can trace their bloodline to this farm. FCICA attendees



VANDERBILT CHILDREN'S HOSPITAL

FCICA and the Successors invite you to join us in supporting Monroe Carrell Jr. Children's Hospital at Vanderbilt. Ten percent of all raffle ticket sales will be donated to the Children's Hospital. We will also be collecting Items from the below list to be donated to the hospital. Please note, because it is a hospital, Monroe Carrell Jr Children's Hospital is unable to accept donations except those listed below.



GENERAL NEEDS:

- · Individual Play Dough
- · Stress balls
- · Crayons, washable markers, colored pencils
- Bubbles
- · Coloring books
- · Playing cards
- · Children's books · Children's movies
- · Stuffed animals
- · Portable DVD players
- · Socks
- · Shirts
- Maxi pads
- · Tampons
- Underwear
- · Travel size shampoo, conditioner, body wash
- · Plastic bins
- · Grab and Go toys
- · Small fans

INFANT/TODDLER NEEDS:

- · Crib side aquariums
- · Rattles and teethers
- · Activity balls
- · Activity cubes
- Onesies
- · Plastic mobiles
- · Light up toys

PRESCHOOL AGE NEEDS:

- · Building Legos
- Playbooks
- Puzzles
- · Fisher Price medical toys

BIG WISH ITEMS:

- · Disney Light Spinners
- · Sound spa machine
- Bumbo

SCHOOL AGE NEEDS:

- · Legos
- · Board games · Puzzles
- · Match box cars · Train set
- · Superhero and princess figures
- Barbies

TEEN NEEDS:

- · Board games
- · Playing cards
- · Jewelry making kits
- · Journals · Canvases
- · Craft kits

will enjoy an exclusive docent-led tour of the plantation and grounds and finish the tour in the historic kitchen where guests will learn to cook some Southern classics. Cost: \$176

2:00 pm - 6:00 pm

Commercial Flooring Trade Show

The only trade show dedicated to the commercial flooring industry. Meet with technical representatives from leading commercial flooring manufacturers and service providers to learn about new products and solutions. View product marketing materials for premier exhibitors via the AttendeeHub mobile app. An up-to-date list of exhibitors, as well as more details about the trade show, are available at www.fcica.com/trade-show.

Note: Each contractor attendee will receive a trade show card in their registration packet. These cards will be used to collect stickers when visiting each exhibitor. Everyone who collects 70% or more of the exhibit booth stickers will be entered into a drawing for a chance to win one of five (5) \$100 prizes. Those who collect all of the exhibit booth stickers will receive a special prize. CIMs must return their cards, regardless of how many stickers they've collected, to receive credit for attending the trade show. CIMs exhibiting at the trade show are not eligible for this credit opportunity.

6:00 pm - 7:00 pm

Trade Show Break Down

7:00 pm - 10:00 pm

Take Center Stage Reception & Welcome Dinner (Included in registration)

Wednesday, March 11, 2020 EDUCATION OPPORTUNITIES

7:30 am - 4:00 pm

Registration

7:45 am – 9:00 am **Attendee Breakfast**



8:00 am - 9:00 am

Successor Breakfast

All young professionals under 40 & next generation leaders are invited to this networking breakfast.

8:30 am - 12:00 pm

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Optional Event – Nashville in the 1900's – \$149

This morning is full of country music history! The day starts with a private tour of RCA Studio B, where greats like Elvis and Dolly Parton have recorded some of their biggest hits. Next, we will tour the Ryman

Auditorium, the original home to the Grand Ole Opry, also known as the Mother Church of Country Music. The day is perfect for both music and history lovers alike! Cost: \$149

9:15 am - 10:30 am

Session 3: Stuck on the Numbers

Presented by Jeff Johnson and Don Styka, CIM

Gain a better understanding of moisture testing numbers and their effect on proper adhesive selection. Break through moisture related adhesive marketing and understand what higher-limit moisture resistant flooring adhesives really can and can't do!

10:30 am - 11:00 am

Break

11:00 am - 12:15 pm

Interactive Product Demonstrations

- · 11:00 11:30 am: Sika Corporation
- 11:45 12:15 pm: ARDEX Americas Thank you to Fishman Flooring Solutions for protecting the demonstration areas.

12:30 pm - 1:45 pm

Attendee Lunch

12:30 pm - 1:45 pm

Contractor Meeting with Lunch

2:00 pm - 3:15 pm

Session 4: Acoustics and Flooring

Presented by Mike Sahli, CIM
This session will cover three areas of
acoustics and floorcoverings: the basics of
how acoustic values are generated and what
they mean, cutting through the acoustic
industry marketing hype to properly specify
acoustic products and systems, and the
flooring contractor's responsibilities and best
practices for a warranted and successful
installation.

3:15 pm – 3:45 pm

Break & Silent Auction Closes

3:45 pm - 5:00 pm

Session 5: Succeeding in a Multigenerational Workplace

Presented by Steve Hillis

Communication and collaboration between leaders and their teams is an important aspect of managing a multigenerational workforce, but employees also need multigenerational training to be successful working with other generations. Younger employees can seek the experience and wisdom offered by senior employees, but older employees should also be open to the fresh perspectives offered by younger employees, especially if those younger employees are in a leadership role.

6:00 pm - 10:00 pm

Florida Georgia Line House Honky Tonk

(Included in registration)

FCICA guests will be able to explore Honkey Tonk Row, consisting of several clubs and bars that have become famous for the country music artists who have used these stages as a platform for fun, fame and fortune. Regional musicians play for tips in these bars, and you can hear some pure talent floating out of them at all hours of the day and night. This is where a lot of country stars have been discovered.

FCICA attendees will start on the second floor of the FGL House for a private dinner and music experience. FGL House features a world-class kitchen that fuses unique Southern style cuisine with California flair. After that, attendees may explore on their own. Buses will do various trips back to the hotel or you are welcome to stay later and travel back on your own.



Thursday, March 12, 2020 COMMITTIEE MEETINGS

7:30 am - 4:00 pm

Registration

8:00 am - 9:45 am

Attendee Breakfast

8:00 am - 9:45 am

Associates Committee Meeting with Breakfast

This meeting is open to all associate members of FCICA. If a vote takes place, only one vote per company will be permitted.

8:30 am - 12:00 pm

Optional Event – Nashville in the 2000's - \$99

On this day we will explore the 2000's, which is rich in Country Music and the arts! Guests will start with a docent-led tour of the Country Music Hall of Fame – the "Smithsonian of the South" – where you will see artifacts from your favorite stars from every decade. Afterwards, you will walk down the hall to the Hatch Show Print Shop, where you will learn about the history of the Hatch Show Print and watch the printing process! Cost: \$99

CERTIFIED INSTALLATION MANAGER PROGRAM AND CEUS

Those working on their Certified Installation Manager CEUs will receive a maximum of 7 credits by attending FCICA's educational sessions 1–5, both demonstrations, and the Commercial Flooring Trade Show at Convention 2020. Don't forget to enter the CIM codes into your app and turn in your trade show card to receive your credits!

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FCICA CONVENTION SCHEDULE

10:00 am - 11:30 pm

Education Committee Meeting

11:30 am - 1:00 pm

Successors Committee Meeting with Lunch

11:30 am - 1:00 pm

Attendee Lunch

1:00 pm - 2:30 pm

CIM Steering Committee Meeting

Invite only

1:30 pm - 5:00 pm

Board of Directors and

Wrap-up Meeting

Invite only

7:00 pm - 10:00 pm

Optional event – Listening Room Dinner - \$180

This evening FCICA attendees will enjoy dinner and a show at the Listening Room Café. This one-of-a-kind venue offers patrons a true Music City Experience with a great meal. It is where the biggest songwriters and artists in the music business can be heard. FCICA guests will start with dinner in the front room, and then enjoy dessert and drinks during the show. Dinner entrées include Turkey Cobb Salad, Smoked Pork Steak, Bourbon Peach Salmon or Pulled Pork Platter. Vegetarian option also available. Cost: \$180





Friday, March 13, 2020
ADDITIONAL TRAINING
OPPORTUNITY

7:30 am – 12:00 pm

Optional Training – Building Dynamic Relationships with Steve Hillis - \$349

A 4-hour session sponsored by the Successors and presented by Steve Hills of Empower Partners. Steve is a dedicated business professional specializing in business coaching and sales strategy development with 35 years' experience in sales leadership in flooring. In this half-day session, Steve will focus on some of his top sessions including Empowering the Team, Creating a Strong Business Culture and Superior Customer Service. Breakfast will be served at 7:30 am, so stay the half-day for an exceptional leadership training event. Cost: \$349

Premier Trade Show Exhibitor

An exhibitor opportunity that allows your company profile to include marketing materials, pictures, brochures, website & social media links, and special listing in the app. A \$325 investment, Premier company profiles are viewed twice as much as non-Premier exhibitors. Your exhibitor sign will also indicate Premier status.

Professional Head Shot Lounge by Scoobie's Photographic Images

4-6 pm Tuesday, March 10

Today's image and branding is all about digital identity. Whether you add a head shot to your email signature line or on your company's contact us page, it's a smart "calling card" of sorts while helping your connections put a face with a name. Companies and personal brands are starting to get that. Even if you are only going to use your head shot on social media like LinkedIn, you need an image that is branded, fresh and professional.

Rule of thumb, head shots should be updated at least once a year or to keep pace with major changes either within your company or for personal use. Stop in the lobby during the second half of the trade show to have your new headshot taken, with jackets and blazers available to borrow. All finished head shots receive artistic and professional touch-ups. Head shots will be available for unlimited free downloads after the event.

FCICA Platinum Sponsors (as of 11-7-19)

ARDEX Americas

Artistic Finishes, Inc.

Bona US

Bostik, Inc.

Capri Collections

Custom Building Products

Dal-Tile Corporation

Evoke Contract

Federated Insurance

Fuse Commercial Flooring Alliance

GCP Applied Technologies

Gerflor

Greater New York Floor Coverers Association, Inc

H.B. Fuller Construction Products

KOSTER American Corporation

Leister Technologies

Loba-Wakol, LLC

M-D Pro

MAPEI Corporation Metroflor Corporation Michael Halebian & Co., Inc.

Mohawk Industries

Novalis International

Professional Flooring Supply

Protect-All Flooring

RFMS

Roberts Consolidated, Inc.

Roppe Holding Corporation Schönox HPS North America

Shaw Industries

Spartan Surfaces

Sponge Cushion

Spray-Lock, Inc. STAUF USA Adhesives, LLC

Tarkett

Tek Stil Concepts, Inc.

TRAXX Corporation

UZIN, A Brand of Uzin Utz

Versatrım, Inc. Wagner Meters

FCICA Gold Sponsors (as of 11-7-19)

Chilewich Sultan LLC

Commercial USA

Construction Specialties

Fishman Flooring Solutions

INSTALI

Laticrete International, Inc.

The Malish Corporation

Makinex Construction Products

Metropolitan Ceramics

Sika Corporation

Starnet Worldwide Commercial

Flooring

Sunbelt Rentals

Tramex Ltd.

Wolff



Name on Card _____

Name				FCICA
Company				
Address				
City/State/Zip				Cancellation Policy:
Phone	Cell #			No refunds after February 2
Email				2020 will be accepted. A 50 cancellation fee will apply to
Spouse/Companion				registration refunds reques
Spouse Email/Cell #				prior to February 19, 2020. A
Please describe any dietary requireme	·			cancellations must be mad writing. No refunds will be i for no-shows. Registration f
Register by January 15, 2020 a	nd save!	er Jan. 15, 2020	Amount	are not deductible as charit contributions. Registration
Premier Trade Show Exhibitor w/ booth		\$1,379		may be deductible as ordin or necessary business expe
Trade Show Exhibitor w/booth	\$904	\$1,054		Consult your tax advisor for
Member	\$794	\$944		information.
Additional Company Rep, CIM, or	\$594	\$744		Note:
Successor (40 and younger)				Hotel reservations can be m
1st Time Attendee	\$519	\$669		at the following link: <u>https://book.passkey.com/e/499916</u>
Spouse/Companion*	\$398	\$548		by February 14, 2020 or unti
Non-Member	\$974	\$1,124		block is full.
All rates include Tuesday's Welcome Dinner and We	ednesday's FGL House Hon	ky Tonk event.		Questions:
Call the office at 248-661-5015 for one-day rates				Is this your first FCICA
*All spouse/companions must be registered as a spouevents or optional tours.	se/companion attendee to a			convention? If so, be sure use the 1st Time Attende Yes No
3 Days to CIM				1 163 1 110
	Event Cost	# Attending	Amount	Are you an Installation/
3 Days to CIM, March 7-9	\$100		,	Project Manager? ☐ Yes ☐ No
Registration for 3 Days to CIM must be n	·		equires	1 163 1 110
purchase of the CIM program.	nade prior to rebradi			Are you a CIM? ☐ Yes ☐ No
Optional activities				
	Ticket Price	# Attending	Amount	Are you 40 or younger? ☐ Yes ☐ No
MONDAY, MARCH 9, 2020 Golf the Hermitage	\$89			If yes, provide date of bir
☐ Taste of Nashville	\$139			/ /
Nashville Through the Centurie Save \$25! Includes all three tours.				Will you be attending the
Nashville in the 1800's (Tues, 3/1	0) \$176			welcome dinner on 3/10/2
☐ Nashville in the 1900's (Wed, 3/1	1) \$149			a res a No
☐ Nashville in the 2000's (Thurs, 3	/12) \$99			Will you be attending
THURSDAY, MARCH 12, 2020 Listening Room	\$180			the FGL House Honky To on 3/11/20?
FRIDAY, MARCH 13, 2020 Building Dynamic Relationships	s \$349			Yes No
☐ Help support FCICA - purchase 50-50 Tickets*	(1 for \$25/5 for \$100 27 for \$500/65 for \$1,00			Will you be attending committee meetings on 3/12/20?
TOTAL AMOUNT DUE				☐ Yes ☐ No
**This year, 10% of our raffle ticket proceeds will go to	the Monroe Carrell Jr. Child	ren's Hospital at Vand	derbilt.	De adam a catalonida
☐ Check ☐ American Express ☐ I	Mastercard 🔲 Visa	a Discover		Register with this form or online:
Account Number				FCICA
Signature				7439 Millwood Drive West Bloomfield, MI 4832
Expiration Date				Phone: 248-661-5015

REGISTRATION FORM

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e to e rate!

Are you 40 or younger?
☐ Yes ☐ No
If yes, provide date of birth
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FCICA CONVENTION 2020





38th Annual Convention & Commercial Flooring Trade Show

March 10-12, 2020 Sheraton Music City Hotel Nashville, TN