

GARCA

GEORGIA ROOFING CONTRACTORS ASSOCIATION

2023 GARCA ANNUAL CONVENTION

July 20-22, 2023

Sandestin Golf and Beach Resort
Miramar Beach, FL

LEARN • COLLABORATE • SHARE

REGISTER NOW

For more information, visit [GARCA.org](https://www.garca.org)



SCHEDULE OF EVENTS

GARCA's Annual Convention provides a unique opportunity for Georgia's roofing industry to get together to share key issues impacting the roofing industry, hear from top industry experts, and network with friends and colleagues.

■ THURSDAY, JULY 20

1:00PM – 5:00PM Registration is open
3:00 PM – 5:00 PM Board of Directors Meeting
5:30PM – 6:30PM Welcome Reception
Open Night for Dinner

■ FRIDAY, JULY 21

7:30AM – 8:30AM Breakfast Buffet
8:30AM – 8:45AM Welcome: **Wade Lancaster, GARCA President**
8:45AM – 9:45AM Education Session: **Empowering Your Field Leaders**
John Kenney, CEO, Cotney Consulting Group

Your frontline field leaders are professionals who need to build people as much as they do projects. Do they have the skills to motivate people, use influence over authority, and mentor, coach, and empower their crews? To ensure employees are ready to take on a higher or slightly different role, leaders can help nurture their talents by providing consistent training, coaching, mentoring opportunities, and more. This session will review how to properly train and empower frontline supervisors, crew leaders, supervisors, and operations managers on safety, quality, production, accountability, and retaining talent.



John Kenney is the Chief Executive Officer at Cotney Consulting Group. Prior to co-founding Cotney Consultants, John had 45 years of experience in the construction industry. John started his career by working as a roofing apprentice at a family business in the Northeast. He also managed many successful projects in the New York, New Jersey, and Pennsylvania markets before continuing his accomplishments in Florida. Because of his skill and hard work, he progressed from roofing laborer to foreman, estimator, chief estimator, Vice President and Chief Operating Officer with his various companies. John has worked for multiple Top 100 Roofing Contractors and is intimately familiar with all aspects of roofing production, estimating, and operations.

9:45AM – 10:30AM Education Session: **Key Areas of Business Planning for Roofing Companies**
Bobby Lauman, Large & Gilbert
Ryan McCafferty, Keystone Financial Group

Attendees of this session will gain insight into the following key areas:

- Accounting Best Practices - You'll hear about the latest accounting changes, best accounting practices, and upcoming tax law changes

- Profit Sharing Plans - As most business owners recognize, 401k and profit-sharing plans are excellent employee hiring and retention tools. But did you know how these plans can also benefit company owners?
- Cash Management - Why the long-ignored asset class is finally back and how to manage it more effectively.
- Business Continuity - Because many of our clients are family-owned or closely held construction companies, the issue of business continuity planning has been an essential part of our practice for decades.
- Estate Planning - Do you have a will? If not, why not? Estate planning can be difficult to "get around to" – but at L&G, we view this service as simply one more aspect of a well-integrated financial life.



Bobby Lauman is a Partner with L&G with over 15 years of experience in the Construction Accounting industry. He is a part of the Management Advisory Services (MAS) team at L&G and specializes in consulting with Contractors. As part of his role in the MAS team he works with clients on Month End Close training and analysis, prior to yearend Tax and Bond Planning, new software implementation, internal controls and segregation of duties analysis, along with other special projects. Bobby enjoys working with clients to ensure they are getting the information they need from their accounting systems to better run their business.



Ryan is a Wealth Advisor and CERTIFIED FINANCIAL PLANNER™ professional with over a decade of experience in the financial industry. He is a member of the advisory team at Keystone Financial Group and primarily works with individuals and small/medium size business owners. As part of their financial family, Ryan focuses on helping clients in the areas of portfolio management, personal financial planning, company retirement plan design and implementation and estate/succession planning.

10:30AM – 10:45AM Break
10:45AM – 11:45AM Ask the Attorney: **Stephen Phillips, Philip Siegel and Leanne Prybylski**

HPSS Law has been providing legal services to the construction industry for over 35 years. Partners Philip Siegel and Stephen Phillips will be on hand to field questions from both low and steep slope contractors. So, come prepared with your questions.



Stephen M. Phillips is a senior partner at the firm. His practice focuses on legal issues pertaining to the construction industry and particularly the commercial roofing industry. He has gained national recognition concerning legal issues affecting the roofing industry.



Philip J. Siegel is a Partner and shareholder with the firm. His practice focuses primarily in the areas of labor/employment law, including defense of OSHA citations, contract consulting, and construction litigation, including representation of general contractors, subcontractors and suppliers, all on a national basis.



Ash Mangham serves as Director, Program Support for Construction Ready. He works closely with schools to start construction classes, connect kids with apprenticeships, host construction events, and facilitate employer introductions.



C. Leanne Prybylski is an attorney with the firm. Ms. Prybylski's practice focuses on legal issues pertaining to construction, particularly in the commercial roofing industry. For over 10 years, she has been representing contractors in a variety of construction-related matters, including disputes involving claims of delay, nonpayment, defective work, and other breach of contract and tort claims.

2:00PM – 5:00PM
6:00PM – 7:00PM

Cornhole Tournament on the Beach
President's Reception
Open Night for Dinner

■ SATURDAY, JULY 22

7:30AM – 8:30AM
8:30AM – 8:45AM

Breakfast Buffet
GARCA Update: Mark Ashe, GARCA Vice President

8:45AM – 9:30AM

NRCA Update: Kyle Thomas, NRCA

Keeping abreast of trends in the roofing industry is critical for successful roofing contractors. From his position as the chief elected officer of the National Roofing Contractors Association, no one has their finger more on the pulse of what is going on in the roofing industry throughout the country than Kyle Thomas. Kyle will provide an up-to-the-minute report on what he sees from his perspective in the association and the industry at large.



Kyle Thomas is vice president of Thomas Roofing Co, Mobile, Ala., a commercial roofing, sheet metal, waterproofing, restoration and construction services company serving Alabama, Florida, Louisiana and Mississippi. In addition to his current role as NRCA Chairman Elect, Thomas has served as a Vice Chairman and an NRCA Director in 2005-08 and 2011-14. He also served as chairman of the Future Executives Institute in 2006-08 and has been a member of the Educational Resource, Education Resource Oversight, Health and Safety, Manual Update, PAC Advisory and Technical Operations committees.

9:30AM – 10:15AM

Vertical Workforce Development:
Ash Mangham, Construction Ready

Innovative approaches are needed to transform the public school system into a skilled trade pipeline and connect young people to construction careers. In this session, you will learn how Construction Ready is leveraging existing resources to set new precedents in reaching the next generation for our industry.

10:15AM – 10:30AM
10:30AM – 11:00AM
11:00AM – 12:00PM

Break
Vendor Spotlight(s)
Keynote: Surviving the Mob and Post-Traumatic Stress
Bob Delaney, Leadership Consultant and Trainer, Delaney Consultants



Bob Delaney's life story has been told in his two books – *Covert: My Years Infiltrating the Mob and Surviving the Shadows: A Journey of Hope into Post-Traumatic Stress* – as well as on HBO Real Sports, ESPN, ABC Sports, CNN and numerous other TV, radio and press media outlets. His unique experiences will entertain and educate – from the landmark New Jersey State Police undercover operation, infiltrating the Mafia to his days as an NBA referee running the courts to his insights into Leadership, Resiliency and Self Care. Bob's latest book is titled *Heroes Are Human: Lessons in Resilience, Courage, and Wisdom from the COVID Front Lines*.

2:00PM – 3:00PM
6:30PM - 11:00PM
6:30PM – 7:00PM
7:00PM – 9:00PM
9:00PM – 11:00PM

Kids Beach Olympics
Kids Night Out
Cocktail Reception
Awards Dinner
Silent Auction & Hospitality Suite

■ COST

Member Couple Registration	\$495
Member Individual Registration	\$315
Nonmember Couple Registration	\$675
Nonmember Individual Registration	\$395
Children over 12 (<i>Children under 12 are free</i>)	\$50

Each registration includes breakfasts, education sessions, receptions, awards dinner, corn hole tournament, Kids Night Out and beach olympics. We also have a variety of sponsorship opportunities on the next page that include individual or couples registrations.

■ HOTEL RESERVATIONS

Sandestin Golf and Beach Resort
9300 Emerald Coast Parkway West
Miramar Beach, FL 32550

Go to www.garca.org/lodging for more information on sleeping room options and costs.

Call the Sandestin Golf and Beach Resort at 1-800-320-8115. The cutoff date is June 18, 2023. Group Code = 24E1PA

CLICK HERE TO REGISTER

Or, paste the following link into your browser: <https://www.garca.org/event-5199360> | Deadline is July 1, 2023.

GARCA

GEORGIA ROOFING CONTRACTORS ASSOCIATION

WE LOOK FORWARD TO SEEING YOU.

SPONSORSHIPS

We also have a variety of sponsorship options that make it cost-effective to have other folks from your organization attend while supporting the Georgia Roofing Contractors Association:

- Diamond**\$3,500
(includes 3 couples or 3 attendee registrations)
- Platinum**.....\$2,500
(Includes 2 couples or 2 attendee registrations)
- Gold**\$1,500
(Includes 1 couple registration)

The following sponsorships require a separate individual or couples registration:

- Silver** \$750
- Corn Hole** \$750
- Kids Events** \$500
- Silent Auction Cash Donation** \$150

SILENT AUCTION

In 2022, the silent auction was a tremendous success. We believe we have the ability to top that success but we need your help. We are looking for unique and desirable items to auction off. The more desirable the item, of course, the more interest it generates.

Our previous goal of having 20 quality items to auction off was met and we are hoping to have at least that many again this year. Call us at 770-615-3751 if you would like to donate an item or have us do the shopping for you!

QUESTIONS?

Call 770-615-3751 or email info@garca.org

Established in 1953, GARCA is dedicated to raising Georgia roofing industry standards through networking, education, and voluntary self-regulation, while increasing public confidence and building a solid foundation for the next generation of workers.

GARCA.ORG

Georgia Roofing Contractors Association
320 Town Center Ave. Suite C-11, #504, Suwanee, GA 30024
770-615-3751 | info@garca.org

SPONSORSHIPS

DIAMOND \$3500

(includes 3 couples or 3 attendee registrations plus children under 12)

- Logo, Company Description, and Link on web promotions
- 2 minutes at the podium during Convention
- Insert in Convention registration packet
- Logo on Convention Email promotions
- Listing on Convention Email promotions
- Logo on Convention Program
- Full page Convention Program advertisement
- Table display during Convention
- Premier signage throughout Convention
- Full page advertisement in (4) Rooftopper Newsletters

PLATINUM \$2,500

(Includes 2 couples or 2 attendee registrations plus children under 12)

Logo, Company Description, and Link on web promotions

- 2 minutes at the podium during Convention
- Insert in Convention registration packet
- Logo on Convention Email promotions
- Logo on Convention Program
- ½ page Convention Program advertisement
- Table display during Convention
- Premier signage throughout Convention
- Recognition on signage throughout Convention
- ½ page advertisement in (4) Rooftopper Newsletters

GOLD \$1,500

(Includes 1 couple registration or 1 attendee registration plus children under 12)

- Logo, Company Description, and Link on web promotions
- 2 minutes at the podium during Convention
- Insert in Convention registration packet
- Logo on Convention Email promotions
- Logo on Convention Program
- ¼ page Convention Program advertisement
- Table display during Convention
- Premier signage throughout Convention
- ¼ page advertisement in (4) Rooftopper Newsletters

SILVER \$750

- Insert in Convention registration packet
- Listing in Convention Email promotions
- Listing Convention Program
- ¼ page Convention Program advertisement
- Recognition on throughout Convention
- Business Card advertisement in (4) Rooftopper Newsletters

CORN HOLE TOURNAMENT..... \$500

KIDS NIGHT OUT..... \$500

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Sandestin Beach Resort • Miramar Beach, FL

REGISTRATION FORM

Company Name _____

Address _____

City/State/Zip _____

Contact Name _____

Phone _____

Email _____

DIAMOND \$3500

Couple/Individual #1 _____

Couple/Individual #2 _____

Couple/Individual #3 _____

Children Name(s) _____

PLATINUM \$2500

Couple/Individual #1 _____

Couple/Individual #2 _____

Children Name(s) _____

GOLD \$1500

Couple/Individual _____

Children Name(s) _____

Sponsorships Requiring Separate Registration:

Silver \$750

Corn Hole Tournament \$500

Kids Night Out \$500

Registration Options:

Member Individual \$315

Non-Member Individual \$395

Member Couple \$495

Non - Member Couple \$675

Individual Name(s) _____

Couple Names _____

Children Name(s) _____

PAYMENT

Amount of Payment \$ _____

Check Credit Card

Card # _____

Exp Date _____

CCV Code _____

Name on Card _____

Billing Address _____

Email completed form to info@garca.org.

Questions? Call 770-615-3751

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