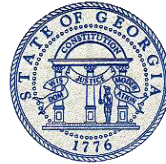




CAAG Annual Conference 2019

Presentation Details

Energy Code Training



This presentation will be a 3 hr review and training of the new amendments to the Energy Codes in Georgia. **Elaine Powers, Powers Heating & Air**, Peachtree City, and President of CAAG, will moderate this session. She is also on the Dept. of Community Affairs Code Review Committee and very knowledgeable about these changes. Also presenting are **Mike Barcik, Southface** and **Ted Miltiades, DCA**.

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Outlook for Construction in GA



Eugene James SENIOR DIRECTOR CENTRAL REGION

<https://www.metrostudy.com/staff/eugene-james/>

Eugene James is the Atlanta and Nashville regional director for Metrostudy. He has 30+ years of real estate experience including advising home builders, developers, lenders and equity investors as well as state and local governments on multiple housing related issues. Previously Eugene was the former Chief Appraiser for DeKalb and Fulton County Tax Assessors offices in Georgia. While in the private sector he helped to reappraise Gwinnett County as well Long Island, New York and portions of Ohio. He currently serves as a board member for the Greater Atlanta Home Builders Association, and for HomeAid, a non-profit providing housing for homeless women and children. Eugene is a frequently requested speaker at real estate industry events including universities, homebuilder associations and financial institutions. He has been quoted as a real estate expert through the years in many different outlets such as The Wall Street Journal, NBC news, the Atlanta Business Chronicle, and others, and has been called one of Atlanta's most influential people in real estate for the past several years. In 2012 Eugene was the associate of the year for the Atlanta Home Builders Association. Eugene graduated from the University of the District of Columbia with a Bachelor of Science degree in Business, is a licensed real estate broker and a real estate appraiser. Eugene is affiliated with numerous professional real estate organizations, volunteers with the Boy Scouts, serves as an advisor for a church youth department and is a basketball and soccer coach. Eugene is married and has two school-aged children.

The State of HVAC in Georgia



Bud Mingledorff, Mingledorff's

Bud needs no introduction to HVAC contractors in Georgia. This portion of our program is the most well received year after year. You do not want to miss this presentation. Contractors attend our conference just to hear this! Don't Miss it!

Cranes & Rigging For HVAC

Mike Knott, *Safety and Compliance Director*



They teach an interactive 5-6 hour rigging program in house, to some of their customer base. This 1 hr presentation will let you know how in depth the training can be and how desperately it is needed.

www.phoenixcrane.com

Don't Kill Your Golden Goose Protect & Perpetuate Your Business - Asset Protection



[Larry Oxenham](http://www.AmericanSocietyAP.org) www.AmericanSocietyAP.org

Course Summary:

Learn the strategies and tools the nation's top law firms use to save their clients millions of dollars each year. This lecture provides solutions to three major problems: lawsuits, taxes, and probate. From this lecture you will learn:

- How to make yourself unattractive to a plaintiff attorney so they will not pursue a lawsuit against you.
- Five tax reduction strategies often missed by professionals and their advisors.
- Tools you can use to pass assets to your heirs tax free.

Objectives:

1. Structure business for lawsuit protection and prevention
2. Reduce liability insurance costs.
3. Minimize taxes.
4. Create successful estate and business succession plan.



A Change in Attitude



[Bill Foster, IMPACT SAFETY](http://www.ImpactSafetyInc.com) www.ImpactSafetyInc.com

"A Change in Attitude" Successful companies understand that when employees operate under a culture that values a comprehensive and real-world approach to safety and health management fewer incidents of injury and illness occur, insurance costs decrease, and workers' compensation payments decline, and frustration goes down. When companies take a real-world approach to safety, employee morale goes up, productivity increases and profitability grows. A relevant, custom-built workplace safety and health program will give companies a tremendous competitive advantage in the market place. The right safety program will pay for itself plus dividends.

Customer Communication in the 21st Century



Jacob Levine, ServiceTitan

"ServiceTitan is a mobile, cloud-based software platform that helps home services companies streamline operations, improve customer service, and increase sales. ServiceTitan's end-to-end solution for the multi-billion dollar residential home services industry includes CRM, intelligent dispatch, custom reporting, marketing automation, a mobile solution for field techs, and accounting integration with Sage Intacct and QuickBooks. ServiceTitan brings a fully operational modern SaaS infrastructure to an industry traditionally underserved by software. ServiceTitan is the preferred software for the world's most successful plumbing, HVAC, and electrical companies." <https://lp.servicetitan.com/plumbing-software.html>

Mitsubishi VRF & Ductless products in the US

Ryan Burrell Area Sales Manager – Georgia

Mitsubishi Electric Trane HVAC US LLC



This program provides an overview of the emergence in VRF & Ductless products in the US which has quickly become the fastest growing segment in the HVAC market. Our information would be geared more toward a general overview of the VRF and Ductless market and products involved, applications, and important items to consider for your business to adjust to the emergence of these product lines. We could,

as well, hit on VRF and ductless products in high performance homes which has been a very well attended training for us over the last few years.

OSHA Proofing Your Company

Ryan Padgett, Padgett Risk Consultants

Mr. Padgett gave a presentation at the CAAG Fall Seminar that was very well received. We have asked him back for a follow up on that presentation.

We are OSHA compliance specialists. Specializing in all construction industries, Manufacturing, and Process Industries. We have begun to concentrate on small to medium businesses. You cannot do this without a safety professional with the experience and know how.

GA Hands Free Law & Fleet Risk Mgt



Michael Harbin, The Harbin Agency <https://www.harbinagency.com/>

Come learn about what the “Hands-Free Georgia Act” means for you and your business, why auto premiums are increasing, and practical ways to manage your fleet risk and costs.

Credit Cards Deals



Linda Stockslager, Senior Business Advisor <https://cardconnect.com/>

Did you know that when accepting credit cards as a form of payment you are entitled to **wholesale rates** that are **substantially lower** than the retail rates you are currently paying when working with a bank or other processor? She will talk about the way CAAG has partnered with CardConnect who guarantees, with their proprietary software, you will be getting wholesale rates, providing you with significant savings. They will work with you to set up your merchant account efficiently, pass through the wholesale savings and eliminate all erroneous fees.

GSP Motor Carrier Div Rules for Vehicles

MCO Officer Gerald Huff, Ga. State Patrol Ga. Dept. of Public Safety, will answer all your questions concerning your vehicles on the road!

