

# MCA Texas 2023 Conference Education and Entertainment Programs

Mechanical Contractors Association of America | United Association of Plumbers and Pipe Fitters  
MCAA President Rick Gopffarth and U A General President Mark McManus



Texas' own Rick Gopffarth, Dynamic Systems, Inc., Dallas, the newly elected President of MCAA and Mark McManus, General President of the United Association will address a joint audience of the attendees of the MCA Texas Summer Conference and the business managers, business agents and training directors, plus guests attending the Southwest Pipe Trades Summer Convention. This concurrent gathering of the members of our respective labor and management organizations will be treated to unique opportunity to hear of the latest efforts and initiatives from our National Association, as well as those from the United Association. We will also feature a "Q & A" with Rick and Mark.



## Innovative Technologies in Mechanical Construction and Service Sean McGuire

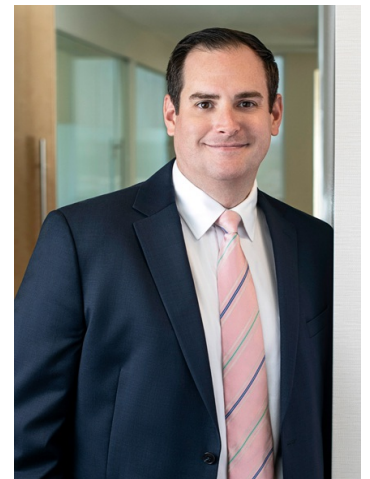
We're in a time when disruptive change has come to our industry – change that creates new markets and new value propositions, but also disrupts our existing way of doing business. We have the option of looking at this change in one of two ways. We can consider it to be disruptive stress, or we can look at it as "disruptive opportunity." We have the opportunity to seek out new ways to improve productivity. The opportunity to look for new ways of getting the job done better and faster. And the opportunity to seek out new technologies that simply do things we never thought were possible. Ignoring change is simply not the best option if we want our companies to continue to be as successful as they can be. This session will help you to understand the challenges of technological change and exploit the opportunities it creates. Sean McGuire is MCAA's Executive Director of Innovative Technologies & Fabrication. He works with the MCAA Technology Committee to create research and education on new technology, tools and process that can impact mechanical contractors.



## Texas Construction Law Trends / Ask the Attorney

Ben Westcott and Chris Love, Andrews Myers, P.C.

Ben Westcott is Co-Managing Shareholder of Andrews Myers, PC. The firm is recognized widely as one of Texas' preeminent construction law firms. Chris Love, Shareholder, will join him, and together they will address the current trends in construction law that impact the specialty contractor in Texas. As well, they will take your questions in advance for an "Ask the Attorney" portion of the presentation.



# Economic Booms and Busts Don't Happen In A Vacuum

Thomas Landstreet

Tom probes the great economic cycles of the U.S. over the last 100 years. He describes the factors that created the great depression and how bad policies deepened and prolonged the agony. He analyzes the "go-go sixties," the great inflation of the 1970s, the Reagan/Clinton bull market and more. He proves that government economic policies are to blame for these outsized economic cycles. Some of these policies are so absurd that they verge on comical yet they come from (theoretically) the smartest people in our society. This is a content rich and very humorous economics lesson.

Thomas Landstreet, as an analyst, speaker and writer, shares his wit and wisdom on politics, policy, the economy and investing. Though he plumbs a complicated topic, he does so with a comedian's skill: His presentations are funny and accessible to a broad audience.

Tom's sessions are content rich. As publisher of "Connecting the Dots" institutional investment research for some of the world's biggest hedge funds and mutual funds, Tom draws on a vast array of topics. And because he's actually in the business of making predictions for investors, he often goes out on a limb for his audiences. His impressive record of predictions has made him a top contributor to Forbes.com. Government never stops making policy so there's always something to talk about.

Tom's career on Wall Street began as an institutional equity salesman in 1994 at the Robinson Humphrey Co., Atlanta where he rose to be the top producer. In 2003, he returned to his hometown of Nashville, TN to become Managing Director, Head of Institutional Sales for Avondale Partners. Though he managed the department, he remained the number one producer throughout his tenure. He was recognized by Institutional Investor magazine as an "All American" broker in 2002 and 2003. In 2005, Avondale was awarded the Wall Street Journal's "Best on the Street" award for producing the single best stock-picking record among Wall Street firms.

In 2006, Tom joined Laffer Associates, an economic research firm founded by Reagan economic advisor and father of the "Laffer Curve," Dr. Arthur Laffer. For five years, Tom worked closely with Laffer where he produced a weekly economic commentary based on Laffer's supply side framework. Tom credits Dr. Laffer's supply side framework for informing many of his opinions.

In 2011, Tom realized the dream of becoming an entrepreneur, co-founding Tell-Tale Capital Corp., a money manager and Standard Research Corp. to publish Connecting the Dots research. He is an advisor to some of the biggest institutional investors in the world. In 2016, Tom founded Trusco Investment Management, a RIA serving endowments, private foundations and entrepreneurs, and N3L Capital Management, a thematic hedge fund.

Perhaps just as important, Tom was once a standup comedian performing at "Catch a Rising Star" and other leading New York comedy clubs. While many find little to laugh at regarding the current economic situation, Tom expresses a refreshingly contrary view.

Tom majored in English at Auburn University and attended Balliol College, Oxford University. He is married with three well-behaved children and currently resides in Nashville, Tennessee, one of nine states with no income tax.



## Project/Service Managers Education Series for 2024

### Conflict Management at the Project Level and Beyond

Project managers have a responsibility to manage relationships at all levels of the project and the organization. Having the skills to manage conflict situations and drive tough conversations to positive results is foundational to project management success no matter where you are in the organization. Conflict situations lead to negative outcomes when there are failed or missing conversations. By the end of this session participants will be able use a variety of leadership skills and specific conflict resolution tools to gain positive results and improve relationships. Effective leaders will be able to strategically guide themselves and their teams through conflict situations by shifting their perspective in relation to the conflict conversations they are having on the job site and beyond. In addition, the group will analyze the benefits of shifting how they view conflict and be able to use naturally occurring conflict situations as an opportunity to build trust and leverage learning with those in their sphere of influence. Attendees will practice applying strategies to specific conflict conversations they need to be having. The class will also discuss how to effectively deal with difficult coworkers that are often roadblocks to successful conflict resolution.

#### Objectives

- Embrace conflict as an opportunity to get better results.
- Improve trust skills in order to better manage conflict situations.
- Implement a process to drive one-on-one conflict conversations to positive outcomes.
- Become accountable for handling conflict situations with respect for ourselves and others.

Leah Gutmann, owner of First Forward Consulting, LLC, specializes in a wide variety of training, program development, and consulting services. Leah is certified to deliver training on a wide variety of leadership and financial topics with a focus on the direct application of skills and abilities unique to the mechanical construction industry. She has over 12 years of experience in the design, implementation and facilitation of educational programs, classes and seminars. Her 20-year career as a CFO and Finance Manager in the mechanical construction industry has given Leah the unique ability to offer training and consulting from a hands-on, in the trenches perspective. She has been an integral part of building complete educational programs and specialized industry classes from the inception phase all the way through delivery. In addition to the MCA Western Washington, a few of Leah's clients include Microsoft, the MCA of Kansas City, the Colorado Association of Mechanical and Plumbing Contractors, MacDonald-Miller Facility Solutions, The Seattle Pipe Trades, Hermanson Company, Dawson Construction, Colorado UA Local 58, and Lexington Plumbing. Being at the forefront in Instructor Training and Design, Leah has helped her clients create and deliver training that is engaging, relevant and impactful to their organizations.





## MCA Texas Golf Tournament



SAN ANTONIO

Our location for the 2024 Tournament is the Canyons Course at

We'll begin the Tournament with a shotgun start at 8:00 am on Saturday, July 27th. Your entry fee will include breakfast, all golf course fees, all on course food & non-alcohol beverages and lunch upon conclusion of the tournament. We will award prizes in the form of Gift Cards to each of the First, Second and Third place teams, and to the Closest-to-the-Pin, Longest Drive and Straightest Drive winners. There will be a limit of one award per participant.

### 2024 Annual Meeting Featured Entertainer

Growing up north of Austin in Leander, Texas, during a time when mainstream radio would still show love to throwbacks, Kyle was soaking up the tunes of Merle Haggard, George Jones, Roger Miller and more. It was his Dad that introduced him to classic country, the lyrically driven storytelling of Opry legends that would eventually help mold him into the artist that he is today.

After the loss of his dad in 1998, Kyle found healing in country music. He picked up a guitar at the age of 14 and never looked back, with his first paid gig coming one year later.

At 19, Kyle released his debut album Big Time in 2005 and began touring heavily soon after. Since then, he has celebrated numerous #1 Texas radio singles from his self-released studio albums. He has performed thousands of shows across North America and Europe, most often headlining those events, as well as opening for artists such as George Strait, Clint Black, Willie Nelson, and more.

**KYLE  
PARK**



In January 2024, he announced the release of his highly anticipated 7th studio album 'All Nighters'. This latest project is a testament to Park's unwavering commitment to his craft, as he has spent over half his life writing and recording country music.

His previous albums have garnered him recognition and success, with 8 consecutive Texas Radio number ones under his belt. His loyal fan base has eagerly awaited the release of 'All Nighters' and the opportunity to see him perform live. His dedication to his craft and his growth as an artist is evident in his new album, as well as all of his music.