

OTHER INFORMATION

Spouse Activity

Friday, March 29th

Day Spa Experience for Spouses

9:00 – 12:30 pm

RESERVE your own hotel room. Book early to ensure your room.

Hotels Close to the Conference Center

Fairfield Inn – 1660 South Convention Center

Dr.(435) 673-6066

Hilton Garden Inn – 1731 S Convention Center

Dr,(435) 634-4100

La Quinta - 91 East 2680 South (off of the
Bloomington Exit)

Holiday Inn Express - 1808 South Crosby Way,
Saint George (435) 628-8007

"If you really look closely, most
overnight successes took a long
time."

Steve Jobs

Dixie Conference Center

1835 S Convention Center Drive

Dixie Trade College

610 Tech Ridge
Drive, Building B
(on bluff where old
airport was)

ANNUAL CONFERENCE



**March 28th &
29th 2019**



Utah Plumbing & Heating

Contractors Association

The Voice of the Plumbing &

Mechanical Industry

Thursday, March 28th

- 9:00 am Vendors Set Up @ Dixie Convention Center
- 9:00 am Breakfast with the UPHCA Board of Directors @ Dixie Technical College. Discussion with Dave Halverson – How to lead your company to the next generation? Tour of Dixie Technical College
- Move to Dixie Convention Center**
- 11:00 - 6:30 Vendors Exhibits Open– Networking Time - Contests for both the exhibitors and those attending to increase interaction.
- 11:00 am ****HR Seminar: Top Mistakes Employers Make. Ryan Nelson – Employers Council**
- 1:00 pm Lunch with George Hedley “Get Your Construction Business to Always Make a Profit”
- 3:00 pm ****HR Seminar: Will Medical Marijuana Affect My Business. Ryan Nelson – Employers Council**
- 3:00 pm **Be the Brand, Own the Brand: Abe Romero – Service Nation**
- 4:00 pm ****HR Seminar: HR Policies What Should I Have in my Employee Handbook Ryan Nelson – Employers Council**
- 4:00 pm **How to Prepare Legally to Transition to the Next Generation? Dana Farmer – Durham Jones Pinegar**
- 6:00 pm UPHCA Vendor Social
- 6:30 pm Dinner Prime Rib Buffet
- 7:00 pm Entertainment – Eric Dodge Band
- 8:00 pm Live Auction & Bingo

**** HR Seminars are a separate fee.** See registration form.

Friday, March 29th

- 7:00 – 9:30 am Exhibit Time
- 8:00 am Breakfast with State Legislators
- 9:00 – 12:30 Day Spa for Spouses
- 9:00 am Association Business Meeting
- 7:45 am Exhibitors Drawings & Awards
- 9:00 am Spouses – Day Spa – Enjoy some time papering yourself
- 9:30 am Exhibitors Pack Up
- 9:30 am **George Hedley – Win More Customers & Contracts @ Higher Margins**
- Effective Team Leadership, How Owners, Managers & Supervisors Achieve Bottom-Line Results**
- 1:00 pm Activities - Golf/ATV Rides/Bike Ride

“Success is not final; failure is not fatal: It is the courage to continue that counts.”
Winston S. Churchill



Keynote Presenter

George Hedley, CSP, LPBC, is a construction business building expert and licensed professional construction business coach. He is an entrepreneur, business owner, and the recognized authority on how to build a growing construction business into a company that consistently produces bottom-line results, construction profits, wealth and equity.

He founded & built his major commercial construction and real estate development company from \$0 to \$50 million dollars in only 7 years! George's expertise is based on his real world experience: leading and managing great people; owning & running a profitable construction company; and getting things done.

His business success is the result of long time, repeat customers, focusing on priorities that really count and management systems that always make a profit.

He is an author of several best-selling books one of which is 'Get Your Construction Business to Always Make a Profit' which each person attending his seminar will receive his book.

What they say after George speaks:

"George's energy and interaction is incredible!"

"Finally, a presenter who knows our business!"

"George's systems changed how we do business!!"



Conference Presenters

Dana Farmer provides general or legislative counsel to many construction trade groups in Utah. He focuses his practice on helping subcontractors and construction material suppliers resolve problems with construction projects, sales accounts, and within their businesses. This work includes the preparation and filing of construction notices, reviewing and negotiating contracts, resolving contract and payment disputes, among other common legal issues for subcontractors and suppliers. He is legal counsel for the UPHCA and is on the Board of Directors of the association.

He attended the University of Idaho College of Law – Juris Doctor. Received his Master of Taxation from Weber State University and a Bachelor of Science from Utah State University.

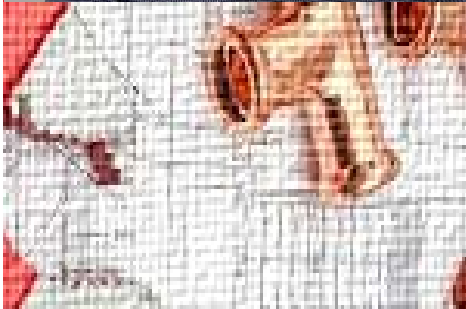
Ryan Nelson joined Employers Council's regional office in Colorado Springs as an employment defense attorney. Similar to all Employers Council attorneys, Ryan provided employers with consultative legal advice, with a focus on strategic and practical solutions, in a variety of areas of employment law and human resources. In 2011, Ryan passed the Utah bar exam and began representing Employers Council members in Utah. He attended law school at the University of Florida in Gainesville.



Conference Presenters



Dave Halverson, has served in a variety of community and civic organizations. He is President of Halverson Mechanical which is a multi-generational business since 1940 involved in mechanical contracting, plumbing, heating, process piping, medical gas piping. They are licensed in Utah, California, Idaho, Nevada and Wyoming. Halverson does a variety of projects which include schools, both public and higher education, medical facilities, historical renovations, sensitive data storage and churches.



Abe Romero, Be the Brand, Own the Brand: Your company has a name, a logo, a website, and maybe even an entire marketing department dedicated to building your brand. But are you hitting the target? Abe is the VP of Marketing for Service Nation, Inc., will be discussing the power of your company's brand and how it connects with your customers as well as your employees. He will talk about ways to help you manage your brand to ensure consistency, relevance, and meaningful differences to increase the value of your brand.

Abe will conclude his presentation by showing you how Service Nation is already helping you grow your business



Conference Entertainment

Eric Dodge discovered his passion for singing in the most heartfelt of ways. While always having a strong love for music, his greatest fear was to share that passion publicly. On September 11th, 2001, as our great country suffered a terrorist attack, Eric was on a cruise ship outside of Mexico. That fateful day was when Eric made his decision to no longer be afraid. He stepped up to the microphone aboard the ship to share his voice and love of music. He was no longer willing to let his fear keep him from what was truly his gift to the world. He opened up his heart and sang Garth Brooks' song "The Dance". After his performance, a passenger approached him and encouraged him to pursue a singing career. Just as many others were changed by the events of 9/11, Eric took her words to heart and decided to follow his heart into the world of country music.

Eric Dodge's albums are making waves in the country music world! His album Why Not Today became a huge international success and has sold all over the world in over 15 countries and even topped the Amazon.com best-selling albums list.





The Voice & Unity
of the *Independent*
Plumbing & Mechanical
Contractors of Utah

2019 Registration Annual St. George Convention

March 28th & 29th

*"IF YOU REALLY LOOK
CLOSELY, MOST OVERNIGHT
SUCCESSSES TOOK A LONG
TIME."*

-- STEVE JOBS

Company Name: _____

Contact Name: _____

Address: _____

City, State, Zip: _____

Dixie Event Center - 1835 Convention Center Drive

Sunbrook Golf Course – 2366 Sunbrook Drive

UPHCA- ST. GEORGE ANNUAL CONFERENCE @ DIXIE CENTER

DESCRIPTION	Number of persons	Item Amount	Total Amount
THURSDAY BREAKFAST AT DIXIE TECHNICAL COLLEGE		\$ 20.00	
THURSDAY KEYNOTE LUNCHEON		\$ 25.00	
FRIDAY MORNING LEGISLATIVE BREAKFAST		\$ 25.00	
PRIME RIB BUFFET & <u>ENTERTAINMENT</u>		\$ 55.00	
ALL SEMINARS (THURSDAY & FRIDAY) CE CREDIT		\$150.00	
ENTIRE CONFERENCE EARLY REGISTRATION (PRIOR TO MARCH 11 TH) LATE REGISTRATION FEE \$50.00 (BREAKFAST'S, LUNCH, DINNER, CE CLASS)		250.00 Early Bird Discount	
EXTRA ITEMS			
HR SEMINARS – THURSDAY AFTERNOON		100.00	
SPOUSES SPA TIME – FRIDAY MORNING		YES/NO	
DOOR PRIZES		YES/NO	
GOLF- SUNBROOK w/cart (FRIDAY AFTERNOON)		\$65.00	
ATV RIDE (FRIDAY AFTERNOON)		Please mark if interested	
BIKE RIDE (FRIDAY AFTERNOON)		Please mark if interested	

SPONSOR OF AN EVENT(S) (NETWORKING SOCIAL, BINGO, BREAKFAST OR LUNCH, ACTIVITY, OR CONFERENCE GIFT)		\$200.00/event	
VENDOR TABLE(S) (SPECIFY HOW MANY) (INCLUDES TICKETS FOR 2 FOR ALL MEALS) LATE FEE AFTER MARCH 11TH \$50.00		\$300.00	
BINGO CARDS (1 PER PERSON COMPLIMENTARY \$10.00/CARD EXTRA) Money raised from the sale of Bingo Cards will go to Turn Community Services (Charity for Adult Special Needs)		\$10.00/CARD	
RAFFEL TICKETS FOR DRAWINGS (GREAT PRIZES) (5 tickets for \$20.00)		\$5.00/TICKET	
TOTAL:			

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REGISTRATION DETAILS

<u>Names of those attending and what event</u>	<u>Luncheon</u>	<u>Dinner/Program</u>	<u>CE Classes</u>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please Remit Payment to:

*UPHCA or Utah Plumbing & Heating Contractors Association
P.O. Box 1718, Bountiful, UT 84011 or email to dave@uphca.net*

Or by Credit Card:

VISA / MASTER CARD / AMEX – (Please Circle)

CARD NUMBER _____ Exp. Date _____

Security Code: _____ Street #: _____ Zip Code: _____

If you have any questions concerning this invoice, contact Dave Hill – Office: 307-5500, dave@uphca.net