



BENEFITS OF MEMBERSHIP

THE TOOLS TO CREATE A BETTER FUTURE . . .

The Mechanical Contractors Association of America, Inc. (MCAA) is a vibrant, growing association of approximately 2,300 mechanical, plumbing, and service contractors. Members enjoy MCAA's outstanding education programs, an expanding catalog of resources to help them manage and grow their businesses, periodicals and a website to keep them informed and connected, and business services to save them money. Why do these successful contractors choose to be MCAA members? Here are some answers to that question.

MCAA is the Education Association

Throughout the year, MCAA sponsors exceptional events that bring you face-to-face with the leaders in mechanical construction, plumbing, and service. As an MCAA member, you'll have numerous opportunities to build lasting, beneficial relationships with your peers while acquiring the business knowledge and tools to keep your company successful. Here are just a few examples:

- **Advanced Leadership Institute (ALI)**, offering a dynamic, custom-developed program for our industry's current and future business leaders.
- **Institute for Project Management (IPM)**, covering advanced project management theories and techniques that give your company the competitive edge in today's fast-changing marketplace.
- **Advanced Institute for Project Management (AIPM)**, offering five days of intensive, advanced level study designed to make even the most experienced project managers more productive and their jobs more profitable.

- **National Education Initiative (NEI)**, bringing project profitability project management, design-build, and advanced supervisory education to a location near you.
- **Annual Convention**, offering a forum combining professional development and networking in an extraordinary setting.
- **Pre-Fabrication Seminar**, offering the opportunity to explore various facets of pre-fabrication and to discover whether a pre-fabrication operation can help your company prosper.
- **Project Performance Conference**, offering your project management team members the opportunity to come to grips with the challenges of a real-life project, while learning the latest in strategic and operational thinking.
- **Annual Educational Conference** of the Mechanical Service Contractors of America (MSCA) offering sessions focused on solving everyday business challenges.
- **Industry Improvement Funds Conference**, addressing issues and topics to help trustees and association executives manage the challenges and opportunities associated with industry improvement funds.



... FOR YOU AND YOUR BUSINESS

- **Targeted education for service contractors** provided through MSCA, including the Service Managers Training Program (providing management and leadership skills training); Dispatcher Training Program (for improved dispatcher job performance); Service Seminar Series (offering a variety of seminars on the local level); and Selling Skills Training Program for the HVAC Industry (aimed at improving the consultative selling skills of service sales personnel).
- **Labor Relations Conference**, providing local labor and management industry leaders with the opportunity to forge successful bargaining approaches and enhance market performance. This is the leading joint labor/management cooperative forum in the industry.
- **National Issues Conference**, providing an opportunity for MCAA contractors to advance their business and industry interests directly with lawmakers on Capitol Hill through the ongoing Campaign for Quality Construction.
- **Collective Bargaining Seminar**, offering management bargaining representatives the opportunity to hone their skills and resources to make sure local agreements advance their competitive position and meet local market requirements.
- **Labor Estimating Manual Workshop**, providing hands-on education on the use of MCAA's *Labor Estimating Manual* and the many facets of labor estimating.
- **Student Chapter Summit**, offering students two days of great exposure to the mechanical construction, plumbing, and service industries.

MCAA Keeps You Informed and Connected

Staying on top of industry news, technological advances, government rules, and regulatory changes is essential to the success of your business. MCAA gathers this information in several communication vehicles that connect you to the news you need.

- **National Update**, a weekly fax or e-mail with information about action taken in response to critical federal legislation and regulations that affect your business; MCAA programs and services; the outcome of labor/industry meetings; industry developments; and more.
- **MCAA Reporter**, a newsletter published 10 times during the year with information about MCAA programs and services; recent or anticipated changes to federal and state legislation and regulations; and news about MSCA, PCA, and NCPWB.
- **MCAA's website** (www.mcaa.org), a valuable tool that keeps you connected to MCAA programs and services; other members, including manufacturers and suppliers; your legislators; and a library of valuable resources.



- **Membership Directory & Buyers' Guide**, an annual compilation of information about MCAA, MSCA, PCA, the National Certified Pipe Welding Bureau (NCPWB) and the Mechanical Contracting Education & Research Foundation (MCERF). The directory, also available online, includes member listings, local affiliate contact information, and a buyer's guide.
- **MCAA Mid-Year Report to the Membership**, a concise look at the key programs and services that help you manage and grow your business.
- **Dateline MSCA**, a monthly fax or e-mail with information about important MSCA activities, upcoming programs, and key publications and sources of information.
- **Student Chapter News**, bringing you information for and about future mechanical contractors.
- **Smart Solutions**, bringing you articles demonstrating the many ways in which you can use the products and services of Manufacturer/Supplier Council members to enhance your effectiveness and increase your profitability.

MCAA Empowers Our Industry to Create a Better Future

In fact, it's our vision. Our mission is to always exceed our members' rising expectations. We accomplish this mission by responding quickly and creatively to our members' needs and challenges, by striving to increase the return on their investment, by embracing change, and by capitalizing on new opportunities. We work hard to ensure that members in all segments of our industry, including service and plumbing, receive equal value regardless of size.

The work carried out by MCAA's foundation, the Mechanical Contracting Education & Research Foundation (MCERF) is central to our mission to create a better future. During the past two years, MCERF has carried out research and published results on a number of important industry issues. And, through its Funding Educational Excellence program, MCERF provides material support for student internship grants, emerging student chapter grants, and student chapter of excellence grants—a real investment in the future of the industry.

Join today to take advantage of MCAA's membership benefits. Still not convinced? Take a look at the detailed brochures for each program area. We think you'll be impressed. We know our members are.



For more information, contact us at:

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