2020 APA ANNUAL CONVENTION
SEPTEMBER 25 – 28, 2020
Renaissance Nashville Hotel – Nashville, Tennessee

Each Producer Member Receives One Complimentary Registration!

APA
ARCHITECTURAL PRECAST ASSOCIATION

ATTENDEE REGISTRATION BROCHURE
2020 SCHEDULE OF EVENTS

FRIDAY, SEPTEMBER 25
2:00 p.m. – 5:00 p.m.  APA Board of Directors Meeting
3:00 p.m. – 5:30 p.m.  Vendor Registration & Table Top Displays Setup
4:00 p.m. – 5:30 p.m.  Registration Desk Open
6:30 p.m. – 8:30 p.m.  Opening Night Reception

SATURDAY, SEPTEMBER 26
7:30 a.m. – 12:30 p.m.  Registration Desk Open
8:00 a.m. – 8:30 a.m.  General Membership Meeting
8:00 a.m. – 12:00 p.m.  Associate Displays Open
8:30 a.m. – 10:00 a.m.  GENERAL SESSION I:
Marketing Communication: The Power to Drive Results
Speaker: Brian Miller, P.E., MBA, LEED AP
Director of Precast, Manufactured & Decorative Concrete – GCP Applied Technologies
10:00 a.m. – 10:15 a.m. Break / Associate Displays
10:15 a.m. – 11:45 a.m.  GENERAL SESSION II:
Identifying the Next Generation of Talent to Help Lead Your Plant
Speaker: Dr. Heather J. Brown
Director and Professor, School of Concrete & Construction Management
Middle Tennessee State University
11:45 a.m. – 12:00 p.m. Break / Associate Displays
12:00 p.m. – 12:30 p.m.  Associates Corner / Sponsor Presentations
6:00 p.m. – 7:00 p.m.  Cocktail Reception

SUNDAY, SEPTEMBER 27
8:00 a.m. – 11:30 a.m.  Registration Desk Open
8:15 a.m. – 10:45 a.m.  Associate Displays Open
8:30 a.m. – 9:30 a.m.  GENERAL SESSION III:
Speaker: Donald Meinheit - Principal Wiss, Janney, Elstner Associates (WJE Chicago)
ACI Committee 533 Member
9:30 a.m. – 9:45 a.m. Break / Associate Displays
9:45 a.m. – 10:45 a.m.  GENERAL SESSION IV:
Round Table Discussion
10:45 a.m. – 11:30 a.m. Table Top Displays Breakdown
12:30 p.m.  7th Annual JBT Championship Golf Tournament
(Pre-registration and additional fees required)
6:30 p.m. – 8:30 p.m.  Awards Dinner & Swearing in of APA Board of Directors

MONDAY, SEPTEMBER 28
8:00 a.m. – 1:45 p.m.  Plant Tours
(Pre-registration required – APA will provide additional detailed information to those who register.)
11:45 a.m. – 12:00 p.m. Break / Associate Displays
12:00 p.m. – 12:30 p.m.  Associates Corner / Sponsor Presentations
6:00 p.m. – 7:00 p.m.  Cocktail Reception

SPECIAL FIRST TIME ATTENDEE DISCOUNT
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MEET OUR SPEAKERS

Marketing Communication: The Power to Drive Results
Speaker: Brian Miller, P.E., MBA, LEED AP – Director of Precast, Manufactured & Decorative Concrete – GCP Applied Technologies

Marketing is a broad, strategic part of any business. However, once the research and strategies are built, a strong communication plan is needed to drive results. Marketing communication and promotion are often used to raise awareness, and generate demand and action. This session will define and discuss how these can be used, to execute on your overall business plan. Various approaches will be discussed as well as some metrics to gauge success. Some key tactics include: lunch and learns, advertising, webinars, and building and leveraging industry relationships. All of these and more will be discussed in textbook terms, but more importantly how they can be put to work in the precast industry to get the results you are looking for.

About Brian Miller
Brian Miller started his career as an Architectural Precaster and has more than 30 years of experience in the precast concrete, concrete materials, and construction industries. Brian is the Global Director of Precast and Manufactured Concrete for GCP Applied Technologies. Prior to joining GCP he was the managing director of business development for the Precast/Prestressed Concrete Institute, as well as held several other positions within the industry. He holds degrees in civil engineering and construction technologies, as well as a Master’s degree in Business Administration.

Identifying the Next Generation of Talent to Help Lead Your Plant
Speaker: Dr. Heather J. Brown – Director and Professor, School of Concrete & Construction Management – Middle Tennessee State University

Looking for the next generation of talent to help lead your plant? Meet the Concrete Industry Management (CIM) programs and learn how these 4 (almost 5) Universities could be the answer! This Bachelor of Science program began in 1996, and has expanded regionally to better serve the industry and different market segments such as ready mix, precast, admixtures, materials, equipment, concrete masonry, decorative, concrete repair and concrete contracting. This session will inform you on benefits that CIM programs offer students (and potential employers); how precasters can more effectively recruit qualified candidates and guidance on how the current generation of employees best assimilate into the workplace.

About Dr. Heather Brown
Dr. Heather J. Brown joined Middle Tennessee State University in August 2001, and served as Department Chair of the School of Concrete and Construction Management from 2011-2020. Dr. Brown’s technical experience includes five years of material testing and research for the Tennessee Department of Transportation during graduate school. She has authored and co-authored over 30 papers. She is a Fellow of ACI and inducted into the Tennessee Concrete Hall of Fame in 2019. Dr. Brown’s academic preparation includes a Bachelor of Science in Civil Engineering, Master of Science in Civil Engineering, and PhD in Civil Engineering all from Tennessee Technological University.

Speaker: Donald Meinheit - Principal - Wiss, Janney, Elstner Associates (WJE Chicago) / ACI Committee 533 Member

The ACI recently issued Guide 533.1R-20: Guide for Design and Construction Responsibilities for Architectural Precast Concrete. Hear from one of the key committee members about the guides, directives and related implications for the construction industry from concept to construction.

Architectural precast concrete is most successful when all parties of the construction, designer, and owner team are working together as cooperative partners. Establishing the scope of the precast concrete work and the responsibilities of each party at an early stage in the project development is important in achieving quality and keeping the project on schedule.

This presentation will cover the following learning objectives and discuss responsibilities of the owner, architect, structural engineer of record, general contractor/construction manager, precaster, specialty structural engineer and erector and also discuss the procurement and bid process.

About Donald Meinheit
Donald Meinheit joined WJE in 1979, and has served as project engineer and project manager on numerous collapse and failure investigations, laboratory test programs, and a variety of other structural and material evaluation projects. He has long been associated with the precast concrete industry and is experienced in the design and fabrication of precast structural members, precast concrete materials, headed stud anchorage design, precast tunnel liners, and architectural precast concrete. Donald has been a member of ACI 533 – Precast Panels since 1970, where he has contributed extensively to the publications of the documents published by ACI Committee 533.
In June of 2013, the Jesse Thompson family was delivered the devastating news that their son, John Bradley had a Diffused Intrinsic Pontine Glioma (DIPG), an inoperable brain tumor that affects less than 300 kids per year and yields just a 2% survival rate. John, his family and his community banded together for ten months, but sadly, John lost his battle in April 2014.

Many believe that DIPG holds the secret to curing most, if not all, forms of cancer. The Cure Starts Now Cancer Foundation is one of the only cancer foundations dedicated to finding a “homerun” cure. However, this particular form of Pediatric Brain Cancer research receives little to no federal funding since there are so few kids diagnosed on a yearly basis (approximately 300). No parent should ever be delivered this devastating news. The money raised through The Cure Starts Now is used in the best possible manner, minimizing wasted spending and fighting cancer on knowledge and research, not just the numbers. Because of this experience, the Thompson family is heavily involved with the foundation and APA would like to show their support as well. If you would like to support this worthwhile cause, donation forms will be available onsite at the convention.

7th Annual JBT Championship Golf Tournament
Sunday, September 27 – 12:30 p.m.
(Pre-registration and additional fees required)

Hermitage Golf Course
3939 Old Hickory Boulevard, Old Hickory, TN 37138
615.987.0324
www.hermitagegolf.com

$225 - Golf Fee Includes:
• 18 holes of golf and a golf cart
• Boxed lunch & (2) Beverage tickets
• Cure Starts Now Golf Shirt (Please indicate size on registration form)
• Charitable donation made to The Cure Starts Now Foundation in memory of John Bradley Thompson on behalf of the APA
Gate Bluegrass Precast Company operates nine manufacturing facilities with the most diverse product lines of prefabricated concrete systems for structures. With a delivery area encompassing more than two-thirds of the U.S., Gate Precast maintains its reputation for superior quality while continuously engaging with academia, design-assist partners and others in the construction industry to research and develop innovative prefabricated products and finishes for the built environment. With that focus, Gate Precast provides designers greater freedom through a resilient product. Owners receive more cost certainty through lower life-cycle costs and builders get an accelerated project schedule with cleaner, safer jobsites. Their many award-winning projects embody this focus.

Gate’s has a strong commitment to protecting and respecting the environment, the community and, above all, its employees. Gate’s high standard for safety, their service and business ethics, coupled with a quality product ensure Gate’s position as the leader in Architectural and Structural precast.

PLANT TOURS

Monday, September 28
8:00 a.m. - 1:45 p.m.

Gate Bluegrass Precast (Ashland City, TN)
Columbia Precast (Columbia, TN)
(Pre-registration required - APA will provide additional detailed information to those who register.)

8:00 a.m. Depart Renaissance
8:45 a.m. Arrive at Gate Bluegrass Precast
10:00 a.m. Depart Gate Precast
11:15 a.m. Arrive at Columbia Precast

12:15 p.m. Depart Columbia Precast
1:15 p.m. Arrive at Airport
1:20 p.m. Depart Airport
1:45 p.m. Arrive at Renaissance

GATE BLUEGRASS PRECAST

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COLUMBIA PRECAST, LLC

At Columbia Precast, they take pride in producing high quality Architectural Precast for new construction as well as additions to match existing precast. With more than two centuries worth of combined expertise in the manufacture of Architectural Precast, their experienced staff is highly proficient at matching shade and texture, regardless of materials used or the age of the existing structure.
THANK YOU 2020 CONVENTION SPONSORS!

PLATINUM

Concrete Lifting Solutions

GOLD

PLANT TOURS LUNCH

ASSOCIATE DISPLAYS / ASSOCIATE PRESENTATIONS
ASSOCIATE & PRODUCER REGISTRATION FORM

2020 ARCHITECTURAL PRECAST ASSOCIATION ANNUAL CONVENTION
September 25 – 28, 2020 | Renaissance Nashville Hotel | Nashville, Tennessee
(Please print or type. Please photocopy form for additional registrants.)

Name ____________________________________________________________________________ Suffix / Credentials ______________________________________________________________________

Company / Firm Name ______________________________________________________________________________________________________________________________________

Address ________________________________________________________________City ___________________________________ State _______ Zip ______________________________

Phone _____________________________________________________Email ____________________________________________________________________________________________

(Note: All meeting information including confirmation / receipt will be sent to this email.)

STEP 1: ANNUAL CONVENTION FULL REGISTRATION
(Includes: Friday Night Reception, Saturday Cocktail Reception, Sunday Awards Dinner & Plant Tours)

☐ First Producer Member  By 9/3/20 Complimentary ☐ After 9/3/20 Complimentary
☐ Additional Producer Member $399 ☐ $499
☐ Associate $399 ☐ $499
☐ Non - Member $649 ☐ $749

ANNUAL CONVENTION SPOUSE / GUEST REGISTRATION
(Includes: Friday Night Reception, Saturday Cocktail Reception, Sunday Awards Dinner & Plant Tours.)

☐ Spouse/Guest ☐ $250 ☐ $350

Name: _______________________________________________________________________

STEP 2: ADDITIONAL EVENT TICKETS
(Note: Please write name(s) of those to receive extra event ticket.)

☐ GOLF TOURNAMENT - $225 (Sunday, September 27)
(Includes golf fees, golf cart, boxed lunch, (2) beverage tickets, The Cure Starts Now shirt, donation to charity)

Name: __________________________________ Handicap___________

Please indicate shirt size(s) ☐ XXL ☐ XL ☐ L ☐ M ☐ S

Foursome Request: _____________________________________________________________

STEP 3: PLANT TOURS (Monday, September 28)
(In order to plan for transportation to the plant tours this area is required; please list your name and your spouse/guest name if they plan to attend.)

Name(s): ____________________________________________________________

☐ Yes, I will be attending, but I will provide my own transportation.
☐ Yes, I will be attending and would like to reserve a ride with APA provided transportation.
☐ No, I will not be attending the plant tours.

TOM CORY SCHOLARSHIP DONATION:
☐ $250 ☐ $100 ☐ $50 ☐ $25 ☐ Other $ ____________

GRAND TOTAL AMOUNT DUE: $ ____________

STEP 4: PAYMENT INFORMATION

☐ Check (payable to APA) Check # ___________________ Amount $ ___________________

☐ Credit Card: ☐ Visa ☐ MC ☐ AMEX Charge Amount $ ____________

Card # __________________________________ Exp. ______ Sec. Code:* ________

*This is the 3-digit number found next to the signature panel on the back of the card. AMEX ONLY - This is the 4-digit number found on the front of your card.

Card Holder Signature _____________________________

Print Name: ___________________________________________________________________

Credit Card Billing Address (only if different than above): ___________________________

CANCELLATIONS: Written notification is required for all refunds. Refund requests received by September 3, 2020 will receive a refund less a $25 administrative fee. No refunds will be paid after September 3, 2020. If circumstances prevent the APA from moving forward with convention due to COVID-19 we anticipate offering refunds to registrants. ADA: Any special accommodation requests must be received in writing by the APA Office no later than September 3, 2020.

HOW TO REGISTER:
ONLINE: www.archprecast.org/convention-registration
EMAIL: jjackson@executiveoffice.org (credit card payments only)
MAIL: APA, 325 John Knox Rd, Ste L103, Tallahassee, FL 32303
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HOTEL INFORMATION

RENAISSANCE NASHVILLE HOTEL
611 Commerce Street
Nashville, TN 37203
www.marriott.com/hotels/travel/bnash-renaissance-nashville-hotel

HOTEL RESERVATIONS
Make reservations directly with the Renaissance Nashville Hotel by calling 615.255.8400. Be sure to state you are with the APA to receive the reduced rate of $269 plus taxes per night.

The Renaissance Nashville Hotel will only be able to offer this reduced rate for rooms to the APA until Thursday, September 3, 2020. Please note the APA can only reserve a certain number rooms at the discounted rate. Once the room block is sold out, even if that day is prior to the cutoff date, a higher prevailing room rate will apply. Make your reservations today!

For more information on the APA Convention as it becomes available, please continue to visit the APA website at www.archprecast.org or contact the APA office at 850.205.5637.