

2021 ONSITE PROGRAM



2021 APA ANNUAL CONVENTION OCTOBER 8 – 11, 2021

Renaissance Nashville Hotel – Nashville, Tennessee



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WELCOME ATTENDEES



OCTOBER 8 – 11, 2021
RENAISSANCE NASHVILLE HOTEL – NASHVILLE, TENNESSEE

On behalf of the Architectural Precast Association's Board of Directors and staff, we welcome you to the 2021 APA Convention! We are pleased you have joined us and know everyone attending the convention will take away great information from their participation. We hope you enjoy your stay in Nashville!

GENERAL INFORMATION

Schedule of Events & Hotel Map

A detailed Schedule of Events is located on pages 4 – 5 of this program and includes information on the educational sessions and events taking place during the convention. To assist you in locating the sessions and events, a layout of the Renaissance Nashville Hotel is on the back page of the program.

Please see an APA staff member at the registration desk if you have any questions or need assistance during the convention.

Name Badge Information

Be sure to wear your name badge at all times. Your badge is your ticket to attend the events during the convention.

Event Tickets

Beverage tickets for the Friday, Saturday and Sunday evening events are included behind your name badge if you have pre-registered for these events or if you have purchased a Full Registration. Additional guest registrations for all events may be purchased at the APA registration desk.

SCHEDULE OF EVENTS

(as of 9/28/21)

FRIDAY, OCTOBER 8	
2:00 p.m. – 5:00 p.m.	APA Board of Directors Meeting <i>(Belle Meade - Level 1)</i>
3:00 p.m. – 5:30 p.m.	Vendor Registration & Table Top Displays Setup <i>(Broadway Ballroom 1)</i>
4:00 p.m. – 5:30 p.m.	Registration Desk Open <i>(Broadway Ballroom 1 Foyer)</i>
6:30 p.m. – 8:30 p.m.	Opening Night Dinner <i>(The Bridge Lounge - Hotel Level 3)</i> <i>Opening Night Dinner Sponsored by: CONAC, Concrete Accessories, Inc.</i>
SATURDAY, OCTOBER 9	
7:30 a.m. – 12:30 p.m.	Registration Desk Open <i>(Broadway Ballroom 1 Foyer)</i>
7:45 a.m. – 12:00 p.m.	Associate Displays Open <i>(Broadway Ballroom 1)</i>
8:00 a.m. – 8:30 a.m.	General Membership Meeting <i>(Broadway Ballroom 1)</i>
8:30 a.m. – 10:00 a.m.	GENERAL SESSION I <i>(Broadway Ballroom 1)</i> Marketing Communication: The Power to Drive Results <i>Presenter: Brian Miller, PE, MBA, LEED AP – Director of Precast, Manufactured & Decorative Concrete – GCP Applied Technologies</i>
10:00 a.m. – 10:15 a.m.	Break / Associate Displays <i>(Broadway Ballroom 1)</i>
10:15 a.m. – 11:45 a.m.	GENERAL SESSION II <i>(Broadway Ballroom 1)</i> Identifying the Next Generation of Talent to Help Lead Your Plant <i>Presenter: Jon Huddleston – CIM Director, School of Concrete & Construction Management – Middle Tennessee State University</i>
11:45 a.m. – 12:00 p.m.	Break / Associate Displays <i>(Broadway Ballroom 1)</i>
12:00 p.m. – 12:30 p.m.	Associates Corner / Sponsor Presentations <i>(Broadway Ballroom 1)</i>
12:30 p.m. – 4:30 p.m.	Afternoon On Own
4:30 p.m. – 5:30 p.m.	Cocktail Reception <i>(Event Hub - Container Bar - Level 1)</i>
5:45 p.m. – 7:00 p.m.	Nelson's Green Brier Distillery Tour & Tasting <i>(The Cure Starts Now Fundraiser – Pre-registration and additional fees required)</i>
SUNDAY, OCTOBER 10	
8:00 a.m. – 11:30 a.m.	Registration Desk Open <i>(Broadway Ballroom 1 Foyer)</i>
8:15 a.m. – 10:45 a.m.	Associate Displays Open <i>(Broadway Ballroom 1)</i>
8:30 a.m. – 9:30 a.m.	GENERAL SESSION III <i>(Broadway Ballroom 1)</i> Panel Discussion: APA Technical Bulletin on Color <i>Panelists:</i> <i>Nick Carosi IV – Arban & Carosi, Inc.</i> <i>Jimmy Crawford – Dynamic Color Solutions, Inc.</i> <i>Jesse Thompson – Northern Design Precast, Inc.</i>
9:30 a.m. – 9:45 a.m.	Break / Associate Displays <i>(Broadway Ballroom 1)</i>
9:45 a.m. – 10:45 a.m.	GENERAL SESSION IV - Roundtable Discussion <i>(Broadway Ballroom 1)</i>
10:45 a.m. – 11:30 a.m.	Table Top Displays Breakdown

SCHEDULE OF EVENTS

SUNDAY, OCTOBER 10 *(continued)*

12:30 p.m.	7th Annual JBT Championship Golf Tournament <i>(Hermitage Golf Course – The Cure Starts Now Fundraiser. Pre-registration and additional fees required)</i>
6:30 p.m. – 8:30 p.m.	Awards Dinner & Swearing in of APA Board of Directors <i>(Broadway Ballroom 3)</i> <i>Awards Dinner Sponsored by: Federal White Cement Co.</i>

MONDAY, OCTOBER 11

8:00 a.m. – 1:00 p.m.	Plant Tours <i>(All APA Attendees Invited)</i> <i>Breakfast Sponsored by: Dynamic Color Solutions, Inc.</i> <i>(Pre-registration required – Please see staff at convention registration for details.)</i> <ul style="list-style-type: none"> • Gate Bluegrass Precast – Ashland City, TN • Herndon & Merry, Inc. – Nashville, TN <ul style="list-style-type: none"> • 8:00 a.m. Breakfast • 8:30 a.m. Depart Renaissance • 9:15 a.m. Arrive at Gate Bluegrass Precast – Tour • 10:30 a.m. Depart Gate Bluegrass Precast • 10:45 a.m. Arrive at Herndon & Merry – Tour • 11:45 a.m. Depart Herndon & Merry • 12:15 p.m. Arrive at Nashville International Airport • 12:30 p.m. Depart Nashville International Airport • 1:00 p.m. Arrive at Renaissance
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JOHN BRADLEY THOMPSON - THE CURE STARTS NOW

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.

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: Jon Huddleston
CIM Director, 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 Jon Huddleston

Jon Huddleston joined Middle Tennessee State University in August 2007. He has served as Professor since August 2014 and CIM Director since August of 2020. He currently teaches junior and senior level CIM courses.

Jon has been involved in numerous industry field studies and research grants for the Tennessee Department of Transportation. He received his Bachelor of Science Degree in Concrete Industry Management and Master of Business Administration both from Middle Tennessee State University.

Panel Discussion: APA Technical Bulletin on Color

Panelists:

*Nick Carosi IV - Arban & Carosi, Inc.
Jimmy Crawford - Dynamic Color Solutions, Inc.
Jesse Thompson - Northern Design Precast, Inc.*

Join this presentation and discussion on the APA's latest Technical Bulletin on Color. Key committee members who developed the bulletin will provide an overview of the content in this useful tool that can be used to help educate and inform specifiers and project owners on the possibilities and pitfalls when determining the color and finish of the architectural precast for their project.

About Nick Carosi IV

Nick Carosi IV is owner and President of Arban and Carosi in Woodbridge, Virginia. Nick is a graduate of Lehigh University has been in the precast industry for over 20 years. Arban & Carosi has a 100-year history of producing the finest architectural precast concrete and their work can be seen across mid-Atlantic region of the country.

About Jimmy Crawford

Jimmy Crawford joined Dynamic Color Solutions (DCS) in April 2013 and is primarily responsible for the identification and cultivation of future growth markets for DCS. He is actively involved in several trade associations across the industries in which DCS operates. Jimmy handles project management and implementation for all of DCS' color dispensing systems as well as a number of other internal projects. Jimmy has a Bachelor's and Masters of Business Administration from the University of Wisconsin Milwaukee.

About Jesse Thompson

Jesse Thompson is the owner and president of Northern Design in New Hampshire. Jesse has been in the industry for 20 years specializing in masonry trim work, historical restoration and custom landscape designs.

MEET OUR SPEAKERS



Brian Miller



Jon Huddleston



Nick Carosi IV



Jimmy Crawford



Jesse Thompson

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ATTENDEE LANYARDS



CONVENTION ACTIVITIES



OPENING NIGHT DINNER

FRIDAY, OCTOBER 8 - 6:30 P.M. - 8:30 P.M.

Renaissance Nashville Hotel – The Bridge Lounge - Hotel Level 3

Make plans to attend and kickoff the APA Convention! Enjoy a great dinner and networking with fellow attendees while overlooking Nashville.

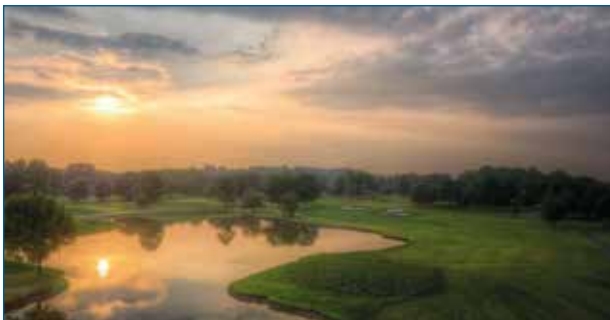


NELSON'S GREEN BRIER DISTILLERY TOUR

SATURDAY, OCTOBER 9 - 5:45 P.M. - 7:00 P.M.

(Pre-registration and additional fees required.)

Enjoy seasonal tastings and take a journey through the generations of Nelson's Green Brier Distillery history, followed by a walk-through of the production floor and finish with a premium tasting of four seasonal offerings.



7th ANNUAL JBT CHAMPIONSHIP GOLF TOURNAMENT

SUNDAY, OCTOBER 10 - 12:30 P.M.

Hermitage Golf Course

3939 Old Hickory Boulevard, Old Hickory, TN 37138

615.987.0324

(Pre-registration and additional fees required.)

Please visit the convention registration desk if you would like to make a donation to The Cure Starts Now Foundation in memory of John Bradley Thompson.



DINNER, AWARDS CEREMONY & SWEARING IN OF BOARD OF DIRECTORS

SUNDAY, OCTOBER 10 - 6:30 P.M. - 8:30 P.M.

Renaissance Nashville Hotel – Broadway Ballroom 3

The Awards Dinner, Ceremony and Swearing in of new officers and directors will take place on Sunday evening. Please join us for dinner and recognizing those in the industry for their outstanding achievements.

PLANT TOURS

MONDAY, OCTOBER 11

8:00 A.M. - 1:00 P.M.

- **Gate Bluegrass Precast (Ashland City, TN)**
- **Herndon & Merry, Inc. (Nashville, TN)**

(Pre-registration required - Please see staff at convention registration for details.)

8:00 a.m.	Grab & Go Breakfast	11:45 a.m.	Depart Herndon & Merry
8:30 a.m.	Depart Renaissance	12:15 p.m.	Arrive at Nashville International Airport
9:15 a.m.	Arrive at Gate Bluegrass Precast - Tour	12:30 p.m.	Depart Nashville International Airport
10:30 a.m.	Depart Gate Bluegrass Precast	1:00 p.m.	Arrive at Renaissance
10:45 a.m.	Arrive at Herndon & Merry - Tour		



GATE BLUEGRASS PRECAST

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 job sites. 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.



HERNDON & MERRY, INC.

Herndon & Merry is a family-owned business founded in 1959. A leader in reviving the art of hand-forged metalwork, they produce and install custom architectural metalwork, including driveway gates, garden gates, fencing, balconies, interior and stairway railings, doors, furniture and numerous one-of-a-kind items.

Herndon & Merry's expertise and focus is design excellence and as such they have won more than 35 international design awards. 60 years of experience goes into everything they offer.

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2022 SPRING WORKSHOP

PATCHING & FINISHING

April 22-24, 2022 - Alexandria, Virginia

Join the Architectural Precast Association in April of 2022 to learn about Patching and Finishing. This workshop features both hands-on demonstrations and precast repair as well as classroom instruction. Certificates will be issued to those who successfully complete the course.

HOTEL LOCATION

Hilton Alexandria Old Town, Alexandria, Virginia

*****Book before March 31, 2022 to secure the discounted APA room rate*****



For more information, visit www.archprecast.org/spring-workshop



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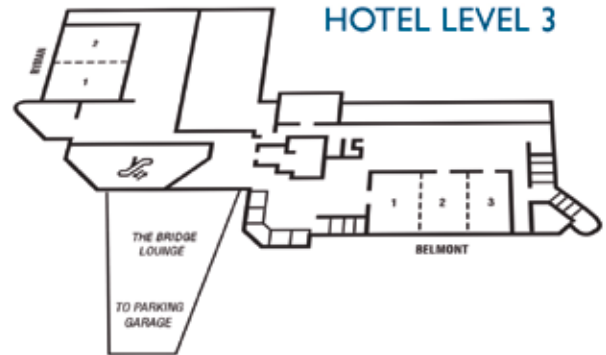
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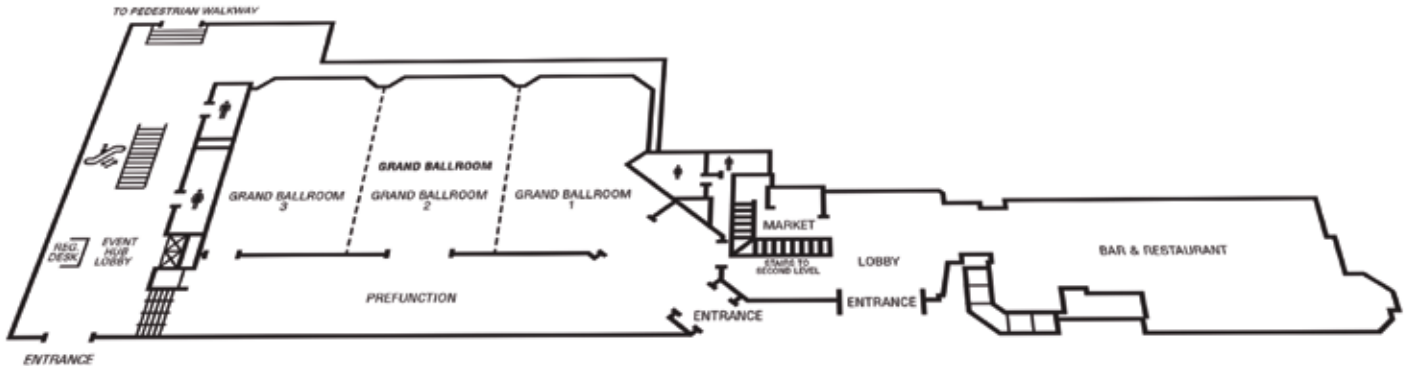
HOTEL LEVEL 2



HOTEL LEVEL 3



LOBBY LEVEL/MAIN ENTRANCE



MEETING SPACE LEVEL 1

