



North/East Roofing Contractors Association 96th Annual Convention and Trade Show

March 12-14, 2024

Encore Boston Harbor, Everett, Massachusetts

Register online at www.nerca.org

Join us and experience one of the largest regional roofing tradeshow in the country. This year's show continues to deliver quality education and will feature many booths displaying products and services designed for you – the roofing professional!

NERCA's Annual Business Meeting and Breakfast

Sponsors:

**ABC Supply Company Inc.
Beacon**

Thursday – March 14, 2024

9:30 a.m. – 11:00 a.m.

Ticketed Event - \$50.00

Scott Zolak joined the New England Patriots in 1991 as a fourth-round pick out of the University of Maryland. During his days as a quarterback at Maryland, he was a captain for the Terrapins and would take this mentality to the NFL when he joined the Patriots. From 1991 to 1998 Zolak was a solid backup that showcased both arm strength and accuracy when he was called upon to perform on football's greatest stage. Despite seeing limited time, he was always prepared to come in and lead his team to victory. In 1999 he saw time with both the New York Jets and Miami Dolphins before retiring and pursuing a career in sports broadcasting.

He got his start as a football analyst for the CBS College Sports Network and has since become one of the top reporters on the New England Sports Network, providing analysis and commentary on all things sports in the New England area.

In 2012 Zolak rejoined the Patriots organization serving as the color commentator on their radio broadcasts. He is also the host of the hit sport radio show Zolak and Bertrand on 98.5 the Sports Hub. Scott still uses the same leadership principles he learned as a college captain which served him as an NFL starting quarterback and beyond.

Presentation of the Clarence J. Carr Roofing Industry Annual Award to NERCA's 2023 Outstanding Member

Election of Board of Directors

Greetings and Updates from NRCA

Welcome Reception

Tuesday – March 12, 2024

5:30 p.m. – 7:30 p.m.

Convention Registration Area

Join us to kick off the start of the Convention. Enjoy complimentary beverages and some appetizers as you chat and reconnect with your colleagues and friends. Visit the Silent Auction and start your bidding early.

Happy Hour Reception

Wednesday – March 13, 2024

4:00 p.m. – 6:00 p.m.

Exhibit Hall Floor

Join us on the show floor for some complimentary beer, wine, soft drinks & a light snack as you visit with the exhibitors.



Guest Speaker:

Scott Zolak

Current radio and television analyst for the New England Patriots; retired NFL quarterback

Latinos in Roofing Reception

Wednesday – March 13, 2024

6:00 p.m. – 7:00 p.m.

Join us for complimentary beer, wine & soft drinks. Enjoy some light appetizers and chat with fellow roofing colleagues and friends.

EDUCATIONAL SEMINAR – 4 Hour Program

How to Become a 5 Mile Famous Roofing Company

Speaker: Joseph Hughes

Owner & Visionary, Contractor Dynamics

Tuesday – March 12, 2024

2:00 p.m. – 6:00 p.m.

Most roofing companies don't have a system for customers with the consistency and predictability that they desire. Joseph Hughes is going to share 5 key takeaways to help us WIN with marketing in 2024 and 5 key pillars to become a "5 Mile Famous" roofing company - the company that everyone thinks of first when they need or someone they know needs a roof.

- How to build a marketing machine in your roofing company, so you have control over your growth.
- How to build your brand to become the best known company in your area.
- How to generate your own inbound appointments from people who want to work with you.
- How to put the right resources (time, energy, money) into the right activities to maximize your ROI.

Member: \$75.00

Non-Member: \$100.00

OSHA 10 Hour Training Course in English & Spanish – 2 Days

Trainers: Hettrick, Cyr & Associates Inc.

Wednesday – March 13, 2024 & Thursday – March 14, 2024

8:00 a.m. – 2:00 p.m. each day.

Participant must be present both days to receive OSHA 10 Hour Card

Lunch and Breaks included

OSHA 10-hour training is a primary method used to train workers on hazard recognition and awareness. OSHA training teaches safety awareness and helps each worker recognize and reduce the risks of job site hazards. The training covers safety and health hazards workers may face on construction work sites. Our 10-hour course places special emphasis on hazard identification, avoidance, control and prevention. Participants will receive an OSHA 10 Hour Card from the Department of Labor. Course topics include:

- | | |
|-----------------------|----------------------------------|
| a. Intro to OSHA | e. Caught in-between |
| b. Fall Protection | f. Personal Protective Equipment |
| c. Electrocution | g. Health Hazards |
| d. Struck-By Injuries | h. Hand & Power tools |

Member: \$185.00

Non-Member: \$210.00

Accommodations

Encore Boston Harbor will be this year's headquarters hotel.

To take advantage of the special convention rates, your reservations must be made directly to Encore Boston Harbor by 2/19/24. To reserve your room online, log onto <https://book.passkey.com/go/NERCA24>

You may also reserve your room by calling **857/770-7000**. Please reference NERCA Convention and the Event Dates 3/12 - 3/14, 2024

ENCORE BOSTON HARBOR SPECIAL CONVENTION RATES, until 2/19/24

Monday, March 11 – Thursday, March 14

**Premier King
\$269⁰⁰**

**Premier Double
\$299⁰⁰**

Register online at www.nerca.org

Empowering Roofers for the Future: Solar-Ready Roof Installation

Speaker: Greta Bajrami – CEO & Founder, Golden Group Roofing & Greta Bajrami Consulting

Tuesday – March 12, 2024, 12:00 p.m. – 2:00 p.m.

In a rapidly evolving world where sustainable energy solutions are becoming increasingly essential, the roofing industry stands at the forefront of innovation. Roofers have a unique opportunity to not only protect homes but also power them through the installation of solar photovoltaic (PV) systems. This seminar aims to equip roofers with the knowledge and skills needed to become solar-ready roof installers, emphasizing the benefits for both homeowners and the roofing industry, the potential for growth and revenue that roofers can achieve by embracing solar-ready roof installations. By delivering both a top-quality roof and a clean energy solution, roofers not only enhance homeowners' peace of mind but also position themselves at the forefront of industry innovation. This seminar serves as a starting point for roofers looking to expand their expertise and contribute to a more sustainable future.

NRCA Technical Issues Update

Speaker: Mark S. Graham – Vice President, Technical Services, National Roofing Contractors Association

Tuesday – March 12, 2024, 2:00 p.m. – 4:00 p.m.

In this presentation, Mark S. Graham will present on the current technical issues of interest to roofing contractors including:

- An overview of roofing-related changes in the 2024 I-codes
- Continuing concerns with FM's field wind uplift testing
- Roof deck loading considerations
- Recent problem reports

(This educational offering is recognized by MA & RI as satisfying educational credits towards renewal of Construction Supervisors License (CSL) requirement.)

Do What They Aren't – The Unconventional Mindset to Outthink Your Competition

Speaker: Jim Johnson – Head Coach, ContractorCoachPRO

Tuesday – March 12, 2024, 4:00 p.m. – 6:00 p.m.

In this highly sought after presentation by Jim Johnson, the Head Coach at ContractorCoachPRO, you will learn how to truly differentiate everything about your company. Learn how the "Heavy Hitters" think and why they are remembered when you aren't. Get ready to flip the reset button on your Mindset and this "Master Reset" will change the way you see everything moving forward to always be remembered!

Using Contract Provisions to Enhance Safety and Reduce Personal Injury and Property Damage Claims

Speaker: Stephen Phillips Esq. & C. Leanne Prybylski Esq. Hendrick, Phillips, Salzman & Siegel, PC

Wednesday – March 13, 2024, 9:00 a.m. – 11:00 a.m.

The objective of this seminar is to make your job sites safer and reduce personal injury and property damage liability. Based on his experience in representing roofing contractors for many years, Mr. Phillips will present recommendations

intended to reduce the occurrence of accidents resulting in serious personal injuries and steps to avoid property damage claims. The program is intended to improve roof top safety and avoid property damage claims through discussion of best practices and contract provisions intended to cause all parties involved in the job to identify and address personal injury and property risks before your crew begins work on the roof. The program will include discussion of preventing falls through areas of deteriorated decks, skylights and roof openings, pertinent OSHA standards, employee and employer rights during an OSHA investigation, provisions to include in subcontracts, steps to take when working with subcontractors, and implementing policies and practices to avoid or vacate OSHA citations based on your company's commitment to safety.

(This educational offering is recognized by MA & RI as satisfying educational credits towards renewal of Construction Supervisors License (CSL) requirement.)

Technical Issues in the Roofing Industry Panel

Panelists: Mark Graham – Vice President, Technical Services, National Roofing Contractors Association

Stephen Phillips Esq. & C. Leanne Prybylski Esq. Hendrick, Phillips, Salzman and Siegel P.C.

Wednesday – March 13, 2024, 11:00 a.m. – 1:00 p.m.

There's no easier way to keep abreast of technical developments and updates in the roofing industry! Tradition dictates that NERCA offers employers the opportunity to discuss and deliberate on the technical issues found within the roofing industry. NERCA is proud to have panelists, Mark S. Graham, NRCA's vice president of technical services, who will provide information about current technical issues in the roofing industry and provide answers to your questions. Stephen Phillips Esq. & C. Leanne Prybylski Esq., who have the pulse of legal issues facing the roofing industry, will cover the spectrum of issues that protect roofing contractors in today's litigious world.

We encourage contractors, manufacturers, and roofing partners to debate the issues that are affecting the roofing industry with our experts.

Implementing an Effective Safety Program in the Roofing Industry

Speaker: Peter Shackford – Director of Safety & Risk Control Services, Hettrick, Cyr & Associates

Thursday – March 14, 2024, 7:30 a.m. – 9:30 a.m.

The goal of a safety program is to protect your workers from actual hazards and from any potentially significant risks. It also helps to establish compliance with both federal and state OSHA standards. Creating an effective safety program for your company is critical to meeting those goals.

Management commitment to safety is essential, and your safety program needs to be an integral part of your company's management system. This presentation is targeted at giving your firm the key elements necessary to integrate safety more effectively into your company's culture. Attendees will learn successful methods at implementing various elements of safety within their organization.

(This educational offering is recognized by MA & RI as satisfying educational credits towards renewal of Construction Supervisors License (CSL) requirement.)

**Exhibit Hall Open – Wednesday, 1:00 p.m. – 6:00 p.m.
Thursday, 11:00 a.m. – 2:00 p.m.**

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