

# SEPTEMBER 9TH - 11TH

The Ritz Carlton Amelia Island, Florida

Register by August 9th!

EASTERN STATES INSULATION CONTRACTORS ASSOCIATION (ESICA) 516.922.7855 • info@esica.org • www.esica.org

CENTRAL STATES INSULATION ASSOCIATION (CSIA) 937.278.0308 • csia@assnsoffice.com • www.csiaonline.org

#### **SCHEDULE OF EVENTS**

	1:00 - 5:00 PM	Registration	
THURSDAY, SEPTEMBER 9 <sup>TH</sup>	2:00 - 5:00 PM	ESICA Executive Board Meeting (closed meeting)	
	3:00 - 5:00 PM	CSIA Executive Board Meeting (closed meeting)	
	5:00 - 7:00 PM	Associates Cocktail Reception	
		Dinner on your own.	
FRIDAY, SEPTEMBER 10 <sup>TH</sup>	7:00 - 8:00 AM	Breakfast	
	8:00 - 8: 30 AM	Opening Session & Welcome	
	8:30 - 9:00 AM	NIA Update	
	9:00 - 10:15 AM	Keynote Presentation: Moving Forward with Confidence	
	10:15 - 10:30 AM	BREAK	
	10:30 AM	Associate Breakout Presentation	
	10:30 AM	Contractor Breakout Presentation	
	12:00 PM	Available Activities: - Golf Tournament or Booze & Bites Tasting Tour	
	7:00 PM	Annual Fall Conference Dinner	
SATURDAY, SEPTEMBER 11 <sup>TH</sup>	8:00 - 8:30 AM	Breakfast	
	8:30 - 10:30 AM	ESICA Breakout Meeting	
	8:30 - 10:30 AM	CSIA Breakout Meeting	
	10:30 - 11:30 AM	ESICA Board Meeting (closed meeting)	
	10:30 - 11:30 AM	CSIA Board Meeting (closed meeting)	
	11:30 AM	Joint Board Meeting (closed meeting)	



#### SPEAKERS & PRESENTATIONS

#### **Keynote Presentation: Moving Forward with Confidence**



2021 is winding down as we prepare for the challenges and ongoing uncertainties in 2022. There are opportunities and risks ahead and we will explore them in terms of government responses, consumer trends, market opportunities, labor issues and production costs. We will also assess business responses to the projected changes in the economic landscape. These forces will shape the trends ahead and drive our tactics and strategies. We will also:

- 1. Assess business demand for the rest of 2021 and for 2022.
- 2. Look at a system of key leading indicators that are proven to signal cyclical turns in the economy and markets.
- 3. Present market outlooks and discuss issues that have an impact on your profitability via resource allocation, budgets, expectations, and strategic planning.



- 4. Present the unintended consequences of the massive stimulus programs and infrastructure spend that will impact businesses in the years ahead.
- 5. Assess interest rate and other financial market trends, including the latest information on stock market performance.

#### Presented by Taylor St. Germain, Economic Analyst, ITR Economics

As an economic analyst, Taylor St. Germain provides consulting services for small businesses, trade associations, and Fortune 500 companies across a spectrum of industries. His dynamic personality and extensive knowledge of economic trends and their business relevance are highly valued by clients and colleagues alike.

Taylor is a member of ITR's Dallas team and specializes in forecasting at both the market and company levels. With his depth of experience, Taylor is a key contributor to ITR Economics' forecast accuracy rating of 94.7%.

#### **National Insulation Association (NIA) Update**

Kristin V. DiDomenico, NIA Vice President and David J. Cox, NIA President, will be joining us to present on NIA's current activities, as well as how to get the most out of our National Insulation Association!



KRISTIN V. DIDOMENICO NIA Vice President



DAVID J. COX
NIA President



#### HIDDEN RESOURCES IN PLAIN SIGHT

Kristin V. DiDomenico, NIA Vice President

Join Kristin on a quick tour of the many industry-specific resources available to you and your team, many of which are free, virtual, and on demand. You WILL be surprised by how much is available for you and your team that you didn't realize existed!

#### **TOGETHER FOR TOMORROW**

David J. Cox, NIA President

Join Dave in an interactive discussion on the real value of association and industry engagement. During this presentation, he will share his life experiences and favorite resources to help you as you continue your insulation career.

#### **CONFERENCE ACTIVITIES**

#### Golf Tournament at the Golf Club of Amelia Island

#### \$250 per person

Exhilarating play for all levels of golfers combined with amazing year-round weather and gentle breezes off the Atlantic capture the experience at The Golf Club of Amelia Island.



Designed by PGA Tour veteran Mark McCumber and legendary golfer Gene Littler in 1987, this award-winning 18-hole, par 72 course has been recognized worldwide as one of the Top Golf Resorts by Condé Nast Traveler and as one of the Best Places to Play by Golf Digest.

Lush and meticulously manicured, challenging but never frustrating, the championship course's diverse layout with stands of moss-draped century oaks guarding the front nine and rolling marshes and more water on the back nine reward patience and good decision-making. Helping you to navigate the course are carts equipped with GPS and a friendly, experienced staff willing to make your experience memorable and unique.

Club Rentals available for \$74 and are to be paid for at the course.





#### **Booze & Bites Tasting Tour**

#### \$175 per person

On this 2.5 hour tour, you'll stroll beautiful downtown Amelia Island while sampling wonderful food prepared by our local chefs and tasty cocktails by our talented bartenders!



Each Downtown Booze & Bites Tasting Tour stops at 2 downtown eateries where you'll meet the owners and chefs that create the wonderful local food that Amelia Island is known for. The tour will also visit 2 downtown bars where you will taste delicious cocktails made specially for our tour.





### ANNUAL FALL CONFERENCE FUNDRAISER BENEFITING THE BREATH OF LIFE FOUNDATION

At our Associates Cocktail Reception on Thursday, September 9<sup>th</sup>, we will be hosting our annual fundraiser and will be raffling off some great prizes! All proceeds will be donated to the Breath of Life Foundation.



The Breath of Life Foundation was established through a cooperative effort of the insulating industry to seek a cure for mesothelioma and asbestos related diseases. In this time of reduced public funding for medical research, the Breath of Life Foundation was established to make sure that asbestos exposure is properly treated and that proper funding for research and the search for a cure for mesothelioma goes on.

For more information about the Breath of Life Foundation, please visit www.breathoflifefoundation.net.







#### **SAVE THE DATES! --- Upcoming ESICA & CSIA Conferences**

**ESICA 2022 Spring Conference - May 4**<sup>th</sup> - **6**<sup>th</sup> Four Seasons Hotel Baltimore - Baltimore. MD

Visit <u>www.esica.org</u> for more information!



CSIA 2022 Spring Conference - May 2<sup>nd</sup> - 5<sup>th</sup> Sheraton Grand Nashville Downtown - Nashville, TN

Visit <u>www.csiaonline.org</u> for more information!



## Amelia Island, Florida



Located in northeastern Florida, Amelia Island offers an unspoiled setting for relaxing and rewarding getaways. Amelia Island is 13 miles long and two miles wide, with preserved park lands at its northern and southern tips, making up nearly 10 percent of the entire island! Surrounded by the Atlantic Ocean, Intracoastal Waterway, strong-currented Nassau Sound and one of the East's largest and deepest inlets - Cumberland Sound - Amelia Island is edged with natural Appalachian quartz beaches and framed by sand dunes as tall as 40 feet.

Treasured for her long stretches of quiet beach, natural beauty, unique history and charming seaport character, Amelia Island is consistently ranked among the best of the best with both the island and its partners winning countless awards. See how others have ranked Amelia Island, and then come experience it for yourself.

AMELIA ISLAND IN SEPTEMBER: Average High 85° | Average Low 72°

#### **HOTEL INFORMATION:**

The Ritz-Carlton, Amelia Island 280 Vanderbilt Beach Road, Naples, FL 34108

#### FOR HOTEL RESERVATIONS:

Please <u>click here</u> to book your hotel reservation or visit <u>www.esica.org</u> for the booking link!

Group Rate: \$259/night

#### GROUP RATE CUT-OFF IS AUGUST 9<sup>™</sup>!

Guest room rates will be in effect from Thursday, September 9th (arrival date) until Saturday, September 11th (departure date). Extensions prior to or post event are subject to room availability at the time of your reservation. Group rates will apply to conference dates as well as extension days. The hotel <u>cannot</u> guarantee rooms and group rates after August 9th. All reservations must be canceled 7 days prior to arrival, in order to avoid being charged one night room and tax.

#### **REGISTRATION & SPONSORSHIP**



#### **REGISTER ONLINE AT WWW.ESICA.ORG!**

REGISTRATION FEES:	EARLY REGISTRATION (Before 8/9):	LATE REGISTRATION (After 8/9):
Contractor Member	\$775	\$825
Associate Member	\$900	\$950
Guest	\$300	\$300
Non ESICA/CSIA Member	\$975	\$1,025
Sponsorship Credit	-\$125	-\$125
Unregistered Guest and/or Children (Attending final dinner only)	\$150	\$150
ACTIVITY FEES:	COST:	
Golf Tournament at the Amelia Island Golf Club (Includes lunch)	\$250/person	
Booze & Bites Tasting Tour (Includes lunch & transportation)	\$175/person	
CONFERENCE SPONSORSHIP:	COST:	
Includes Sponsor's name displayed throughout the conference and post-event acknowledgment in our newsletter. Sponsors are given the opportunity to make a 3-5 minute presentation.	\$750	

CANCELLATION POLICY:

60+ days prior to event – 100% Refund 60 – 45 days prior to event – 75% Refund 30 – 15 days prior to event – 50% Refund Less than 15 days prior to event – 0% Refund \*This policy applies to all fees (registration & activities)

ESICA Suite 305A Suite 305A Melville, NY 11747

## 2021 ESICA CSIA FALL CONFERENCE

September 9<sup>th</sup> - 11<sup>th</sup>
The Ritz Carlton Amelia Island *Amelia Island*, *FL*REGISTER TODAY!

WWW.ESICA.ORG

