



# Sponsorship Prospectus

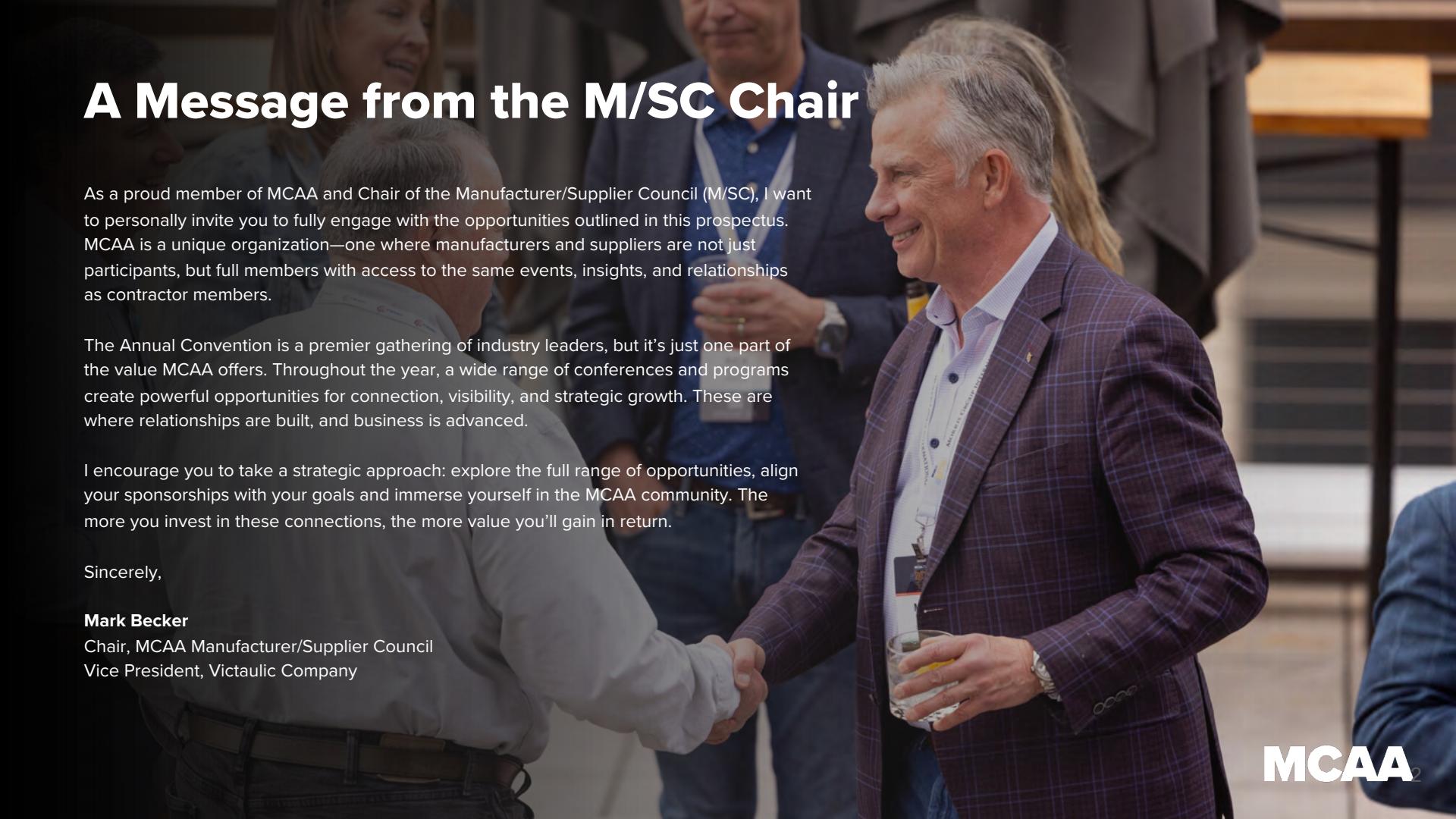
**Updated** September 2025

1385 Piccard Drive, Rockville, MD 20850

(301) 869-5800

[www.mcaa.org](http://www.mcaa.org)

# A Message from the M/SC Chair

A photograph showing a man in a purple plaid suit and a white shirt, smiling and holding a glass of water, shaking hands with another man in a light-colored shirt. They are at what appears to be a professional networking or convention event, with other people and a bar area visible in the background.

As a proud member of MCAA and Chair of the Manufacturer/Supplier Council (M/SC), I want to personally invite you to fully engage with the opportunities outlined in this prospectus. MCAA is a unique organization—one where manufacturers and suppliers are not just participants, but full members with access to the same events, insights, and relationships as contractor members.

The Annual Convention is a premier gathering of industry leaders, but it's just one part of the value MCAA offers. Throughout the year, a wide range of conferences and programs create powerful opportunities for connection, visibility, and strategic growth. These are where relationships are built, and business is advanced.

I encourage you to take a strategic approach: explore the full range of opportunities, align your sponsorships with your goals and immerse yourself in the MCAA community. The more you invest in these connections, the more value you'll gain in return.

Sincerely,

**Mark Becker**

Chair, MCAA Manufacturer/Supplier Council  
Vice President, Victaulic Company

**MCAA**<sup>2</sup>

# Planning Disclaimer



*This prospectus is intended for early planning and budgeting purposes only. All opportunities, pricing, and details reflect typical offerings and/or prior-year information. Final details may vary and are subject to change. Most programs follow a consistent annual cadence, but future dates and locations will be announced when confirmed. For the most current information, please visit [mcaa.org](http://mcaa.org) or contact [MCAA staff](#) directly.*

## What is MCAA?

The Mechanical Contractors Association of America (MCAA) is a national trade association serving 3,000 mechanical construction, service, plumbing, and pipe welding contractor companies. Through educational programs, industry-leading events, and cutting-edge resources, MCAA helps its members stay competitive and connected.

## Why Partner with MCAA?

Partnering with MCAA means gaining direct access to highly engaged professionals who influence purchasing decisions across the mechanical contracting industry—offering visibility, brand alignment, and connection with your ideal customers.



**MCAA**



# Participation

This prospectus is a comprehensive resource for current and prospective sponsors, exhibitors and supporters of MCAA. It outlines opportunities to partner with MCAA across its full range of programs and events, offering tailored exposure to key industry decision-makers.

## ELIGIBILITY

Some opportunities are open to all, but many are reserved for members and local affiliates. Each listing includes an eligibility icon.

**Members-Only:** Available to members, including Manufacturer/Supplier Council members, contractor members, or local chapter affiliates.

**Open to All Companies:** No membership required.

## COMMITMENT PROCESS

In many cases, previous sponsors and exhibitors receive the right of first refusal. Opportunities may be limited and competitive.

# Policies & Terms

Participation in MCAA sponsorships and exhibits requires compliance with the policies outlined in the following documents.

By confirming your sponsorship or exhibit participation, you acknowledge and accept the terms detailed below:

- [MCAA Exhibitor Data Use Policy and User Agreement](#): Defines the acceptable use of attendee data, restrictions on electronic communications, and rules for engagement at MCAA events.
- [M/SC Procedures, Guidelines, and Regulations](#): Outlines the expectations, responsibilities, and conduct standards for all sponsors or exhibitors, including exhibit guidelines and conditions for continued membership.

Key provisions include:

- Use of attendee data is strictly limited to authorized purposes; mass email marketing is prohibited
- Sponsorship and exhibit privileges are tied to active M/SC membership in good standing
- Exhibit participation is subject to booth assignment rules, branding policies, and conduct expectations
- MCAA reserves the right to remove or deny participation based on violations of these terms



# Types of Opportunities

## Event Sponsorship & Exhibits

Align your brand with MCAA's most visible and well-attended experiences—from national conventions to specialized conferences that attract key decision-makers across the industry.

## Digital Advertising

Expand your reach beyond in-person events through MCAA's digital channels.

## Programmatic Sponsorship

Demonstrate your commitment to workforce development by supporting high-impact training programs designed for every level of leadership and technical expertise.

## Strategic Giving

Invest in the strength of our industry through research and advocacy that drives long-term impact—a powerful way to shape the future of MCAA and the businesses we serve.

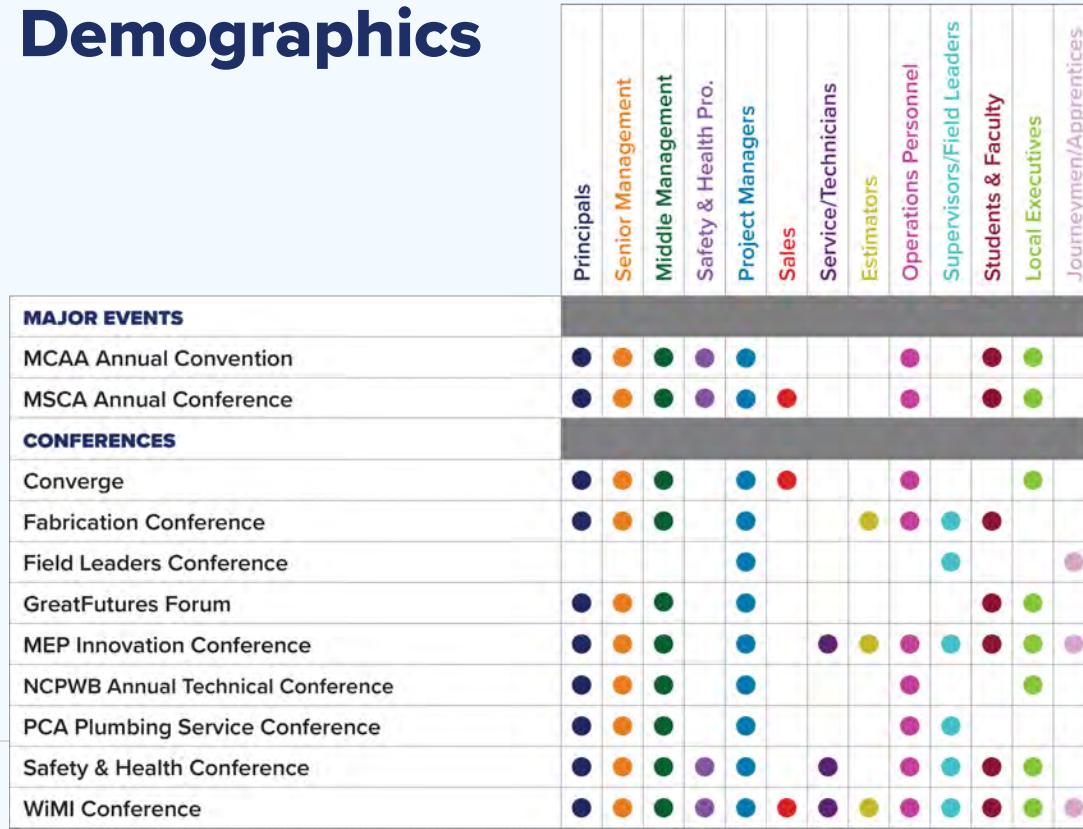
## Internships & Scholarships

Help shape the future of the mechanical contracting industry by investing in the student chapter competition, internships, and chapter development.

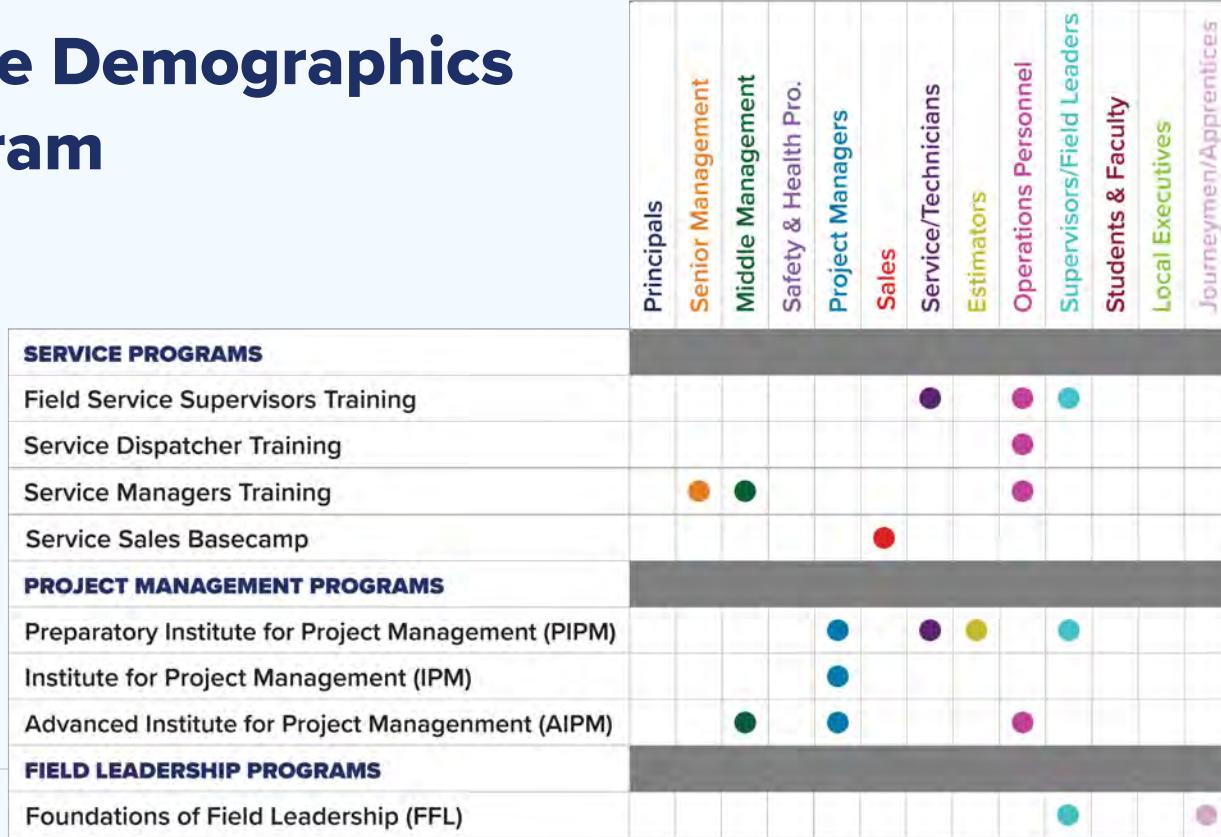
## Customized Sponsorships

If you're seeking a tailored opportunity, we're happy to work with you to develop a sponsorship package that aligns with your goals.

# Audience Demographics by Event



# Audience Demographics by Program



# MCAA's Conference Calendar

Plan your event investments throughout the year with this snapshot of MCAA's typical annual conference cadence. While most conferences follow a consistent seasonal rhythm, timing is subject to change. Please refer to [mcaa.org/events](https://mcaa.org/events) for the most current calendar.

## JANUARY

Safety & Health Conference  
MEP Innovation Conference

## FEBRUARY

## MARCH

MCAA Annual Convention

## APRIL

NCPWB Annual Technical Conference

## MAY

Field Leaders Conference  
PCA Plumbing Service Conf.

## JUNE

Converge  
WiMI Conference

## JULY

## AUGUST

## SEPTEMBER

Fabrication Conference  
Field Leaders Conference

## OCTOBER

GreatFutures Forum

## NOVEMBER

MSCA Annual Conference

## DECEMBER

# MAJOR EVENT Opportunities

## MAJOR EVENTS

# MCAA Annual Convention

### Members-Only

MCAA's Annual Convention is the industry's premier gathering of senior executives and key decision-makers. This signature event combines high-impact education, nationally recognized speakers, and exceptional entertainment with an environment designed for meaningful, top-tier networking. For sponsors and exhibitors, the convention offers a rare opportunity to engage with the most influential leaders in mechanical contracting. Opportunities are limited, carefully curated, and highly sought after—offering standout visibility in a setting that defines industry excellence.

**When:** March (annually)

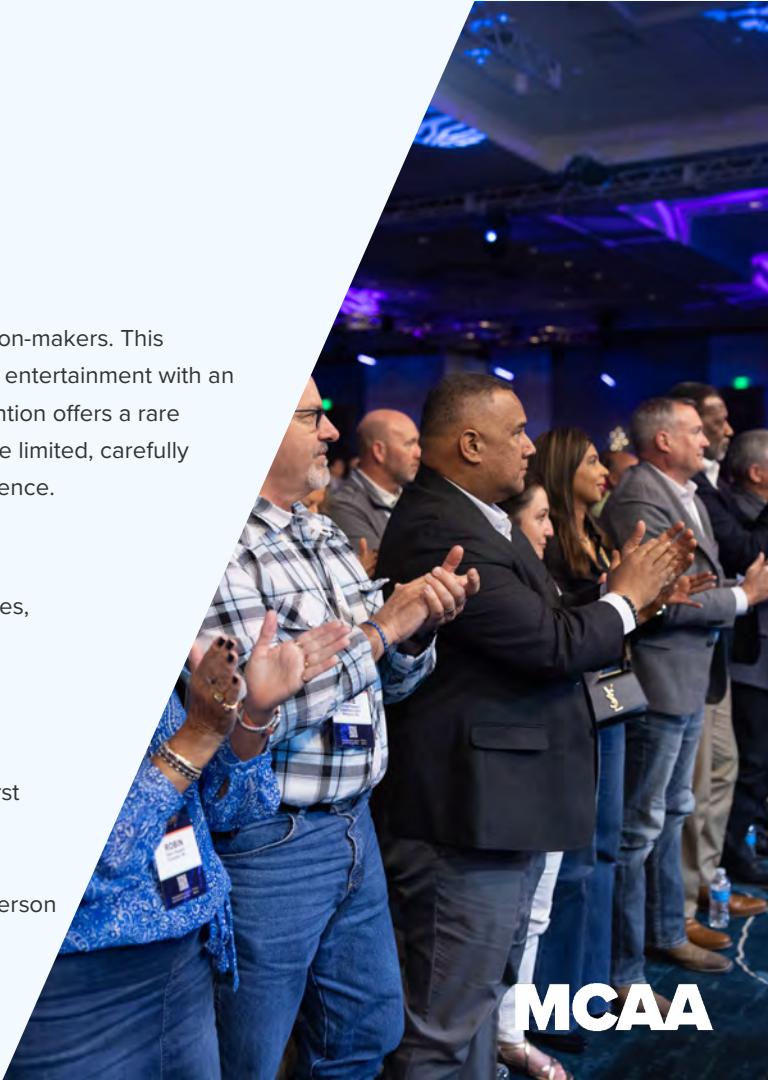
**Audience Demographic:** Principals, Senior Management, Middle Management, Safety & Health Professionals, Project Managers, Operations Personnel, Students & Faculty, Local Affiliate Executives, Family Members

**Audience Size:** 2,250 attendees (770 contractors)

### Timeline:

- M/SC Membership Renewal: Payment date determines booth selection order
- Sponsorship: Offered to current Benefactor, Major, and Supporter sponsors in spring (right of first refusal)
- Speaker Proposals: Submit one year in advance to Lesley Ravas at [lravas@mcaa.org](mailto:lravas@mcaa.org)

**Registration:** All participants must register as full conference attendees at approximately \$2,645/person unless otherwise noted in the sponsorship opportunities below.



**MCAA**



**\$0**

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## EXHIBIT

- Typically, an 8'x10' booth space with 6' table and company signage for a 3-hr exhibit
- Booth selection based on M/SC membership renewal payment date
- Access to all conference attendees via the event app



**\$25,000**

### **SUPPORTER SPONSOR**

Includes all Exhibitor benefits, plus:

- Priority booth selection based on M/SC membership renewal payment date
- Thank You recognition in the convention app and Final Program
- Website listing in convention promotional materials at [mcaaconvetion.org](http://mcaaconvetion.org)
- Banner and listing on [mcaa.org](http://mcaa.org)
- Graphical recognition during the annual convention sponsor “loops”
- One invitation to the private event hosted by the MCAA president’s home association
- One seat on the M/SC Governing Board

**MCAA**



**\$35,000**

### **MAJOR SPONSOR**

Includes all Supporter benefits, plus:

- Invitations for up to three executives to the private event hosted by the MCAA president's home association
- Invitations to a private reception with MCAA's Leadership for up to three executives attending the convention
- Complimentary digital marketing during convention month: company logo and link featured in weekly National Update emails and homepage banner ad on [mcaa.org](http://mcaa.org)



\$55,000

## BENEFACITOR SPONSOR

Includes all Major benefits, plus:

- Preferential placement and larger booth space with 6' table and company signage
- Recognition in all convention promotional materials
- Increased display of logo at various convention general sessions
- Reserved seating for four at the Opening Session, plus invitations to a photo op with the keynote speaker
- Exclusive invitations for your top executives and guests to a private Leadership Reception with MCAA's Executive Committee, Board members, and Past Presidents, as well as a private reception honoring the MCAA President, hosted by the President's local association
- A second seat on the M/SC Governing Board and preference in service as chair (the chair and vice chair have a full voting seat on MCAA's Board of Directors)
- First opportunity to sponsor other MCAA programs

# MCAA Annual Convention Calendar

## 2026

March 15–19  
JW Marriott Desert Ridge  
Phoenix, AZ

## 2027

March 7–11  
Marriott Marquis  
San Diego Marina  
San Diego, CA

## 2028

March 19–23  
JW Marriott & Ritz Carlton  
Orlando Grande Lakes  
Orlando, FL

## 2029

March 18–22  
JW Marriott Desert Ridge  
Phoenix, AZ

## 2030

March 10–14  
Bellagio  
Las Vegas, NV

## 2031

March 16–20  
JW Marriott Austin  
Austin, TX

## 2032

March 14–18  
JW Marriott & Ritz Carlton  
Orlando Grande Lakes  
Orlando, FL

## 2033

March 13–17  
Gaylord Pacific  
Chula Vista, CA

## 2034

March 12–16  
JW Marriott Desert Ridge  
Phoenix, AZ

## MAJOR EVENTS

# MSCA Annual Education Conference

### Open to All Companies

MSCA Annual Educational Conference is the industry's only event specifically designed for mechanical service companies and the unique challenges they face. The program explores critical topics like leadership, personnel management, finance, service technology, training, and recruiting—equipping attendees with practical tools to do more with their time, resources, and teams. In addition to expert-led education sessions, the conference features structured networking, peer group discussions, and social events that foster meaningful connections. Sponsors and exhibitors also benefit from participation in a well-attended exhibit, where service-focused decision-makers actively explore tools, technologies, and partnerships to help their businesses run more efficiently.

**When:** October/November (annually)

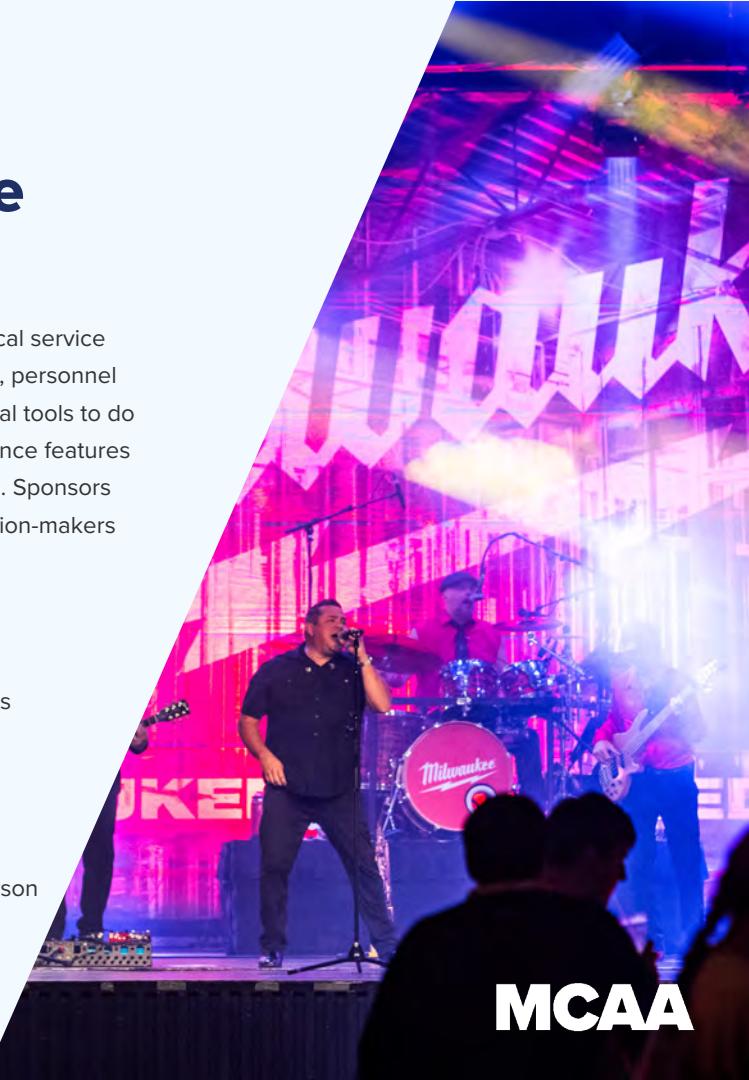
**Audience Demographic:** Principals, Senior Management, Middle Management, Safety & Health Professionals, Project Managers, Operations Personnel, Students & Faculty, Local Chapter Executives

**Audience Size:** 880 attendees (440 contractors); limited to 65 exhibitors

**Timeline:**

- Sponsorship: Offered to previous sponsors in spring (right of first refusal)
- Speaker Proposals: Submit one year in advance to Teresa Pezzi at [tpezzi@mcaa.org](mailto:tpezzi@mcaa.org)

**Registration:** All participants must register as full conference attendees at approximately \$2,295/person unless otherwise noted in the sponsorship opportunities below.





**\$0 (Member)  
\$2,750 (Non-Member)**

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## EXHIBIT

- 2-hour exhibit
- 8' x 10' booth space
- 6' table with black linen
- Company sign
- Raffle tickets to hand out



**\$5,000**

## **SIGNATURE SPONSOR**

Includes all Exhibitor benefits, plus:

- Logo and link in conference email blasts sent to 2,000+ readers, targeting influential decision makers
- Showcased in Sponsor Row at the Exhibitor's Display
- Logo and link on conference website (the earlier you sign up, the sooner your link is on the site!)
- Opportunity to include your company logo at a sponsored event
- Opportunity to include a company brochure in the current year's conference digital mailing
- PDF roster of conference attendees
- Extended visibility through sponsored social events and branded items



**\$10,000**

#### **DELUXE SPONSOR**

Includes all Signature benefits, plus:

- Provide a raffle prize
- Select and announce the raffle prize winner at the MSCA Exhibit

**\$20,000**

#### **ULTIMATE SPONSOR**

Includes all Deluxe benefits, plus:

- Sponsor or present an MSCA educational webinar, available to all members, within 12 months of sponsorship agreement. Topic and presentation must be approved by MSCA.

# MSCA Annual Education Conference Calendar

## 2026

November 8–11  
Austin Marriott Downtown  
Austin, TX

## 2027

October 10–13  
JW Marriott Desert  
Springs Resort & Spa  
Palm Desert, CA

## 2028

November 5–8  
JW Marriott Marco  
Island Beach Resort  
Marco Island, FL

## 2029

October 21–24  
The Broadmoor  
Colorado Springs, CO

## 2030

November 3–6  
JW Marriott Austin  
Austin, TX

# WINTER CONFERENCE Opportunities

## WINTER CONFERENCES

# Safety & Health Conference

### Open to All Companies

Co-hosted by MCAA, SMACNA, and TAUC, the Safety & Health Conference brings together safety professionals, risk managers, and operations leaders to explore emerging technologies, regulatory trends, and evolving best practices that directly impact jobsite safety and compliance. Through a series of expert-led education sessions, interactive workshops, and two targeted summits—Construction Mental Health and Construction Risk Management—attendees gain actionable insights to advance their company's safety programs. For sponsors and exhibitors, this event offers a powerful opportunity to align your brand with safety leadership and connect directly with the professionals responsible for keeping construction crews safe and projects on track.

**When:** January (annually)

**Audience Demographic:** Safety & Health Professionals, Risk Managers, Operations Personnel, Local Executives, and Association Leaders

**Audience Size:** 500 attendees (350 contractors); includes members of MCAA, SMACNA, and TAUC

**Timeline:**

- Sponsorship: Offered to previous sponsors in fall (right of first refusal)
- Speaker Proposals: Submit one year in advance to Raffi Elchemmas at [relchemmas@mcaa.org](mailto:relchemmas@mcaa.org)

**Registration:** All participants must register as full conference attendees at approximately \$1,295/person unless otherwise noted in the sponsorship opportunities below.



**HANK YOU  
TO OUR  
SPONSORS**



**PROCORE**

**CNA**

**MCAA**

## \$150,000 TITLE SPONSOR

- Naming rights to the conference for 5 years
- Participation in education and training

## \$25,000 SUMMIT SPONSOR

- Naming rights to one of the conference summits for 2 years
- Participation in education and training

## \$5,000 GENERAL SESSION SPONSOR

- 2-minute commercial played on the main stage during the general session

## \$3,500 EXHIBIT-ONLY

- One 6' display table in foyer exhibit area
- 3.5 hours of exhibit time
- Listing in the event's digital program and app
- Opportunity to participate in raffles or giveaways



# Safety & Health Conference Calendar

# 2026

January 12–15  
Austin Marriott Downtown  
Austin, TX

The logo for the Associated General Contractors of America (AGC) is displayed. The letters "MCAA" are in a bold, dark blue, sans-serif font. The "M" and "C" are slightly taller than the "A"s, and there is a small gap between the "M" and the "C".

## WINTER CONFERENCES

# MEP Innovation Conference

### Open to All Companies

Hosted in partnership by MCAA, NECA, and SMACNA, the MEP Innovation Conference is the industry's leading technology event for mechanical, electrical, plumbing, service, and sheet metal contractors. This three-day, cross-trade conference features contractor-led education sessions, interactive roundtables, and hands-on technology demonstrations designed to improve productivity, profitability, and collaboration across the MEP trades. For sponsors, the conference offers an exceptional opportunity to showcase solutions directly to forward-thinking contractors from three major trade associations—all seeking tools and technologies that can give them a competitive edge.

**When:** January (annually)

**Audience Demographic:** VPs, VP Operations, CTO, CIO, VDC Managers, Project Managers, Fabrication Managers, Estimators

**Audience Size:** 750 attendees (530 contractors); includes members of MCAA, NECA, and SMACNA

**Timeline:**

- Sponsorship: Offered in early June through NECA
- Speaker Proposals: Submit one year in advance to Sean McGuire at [smcquire@mcaa.org](mailto:smcquire@mcaa.org)

**Registration:** All participants must register as full conference attendees at approximately \$1,195/person unless otherwise noted in the sponsorship opportunities below.



**MCAA**

## \$18,000 MAJOR SPONSOR

- Double-sized booth
- Conference logo on materials
- Demo room
- Lounge space
- 4 complimentary registrations

## \$15,000 RECEPTION SPONSOR

- Recognition in conference materials
- Designated space for branded items at the reception

## \$5,000-\$8,000 MEAL SPONSOR

- Signage onsite
- Opportunity to place a handout on the tables
- Recognition online
- Announcement by the host at the meal

## \$6,000 DEMO ROOM

- 2 days
- If exhibiting, the price is \$2,500
- Audiovisual equipment

## \$5,500 EXHIBIT-ONLY

- Two-day exhibit, six hours total
- 8' x 10' booth space

## \$5,000 LANYARD SPONSOR

- Logo on the lanyard and recognition online



# MEP Innovation Conference Calendar

## 2026

January 26–28  
Austin Marriott Downtown  
Austin, TX

## 2027

January 25–27  
JW Marriott Tampa  
Tampa, FL

# SPRING CONFERENCE

## Opportunities

## SPRING CONFERENCES

# Field Leaders Conference (Spring)

### Members-Only

MCAA's Field Leaders Conference is where foremen, superintendents, and other field leaders gain the tools and perspective to elevate their impact on the job and within their companies. Attendees learn to see themselves not just as skilled tradespeople, but as professionals and vital members of the management team. Through focused sessions, they explore leadership strategies, goal setting, financial awareness, customer relationships, and what it truly means to lead in the field. For sponsors, this conference offers direct access to the people who drive productivity, quality, and culture on every project.

**When:** Spring and Fall (twice annually)

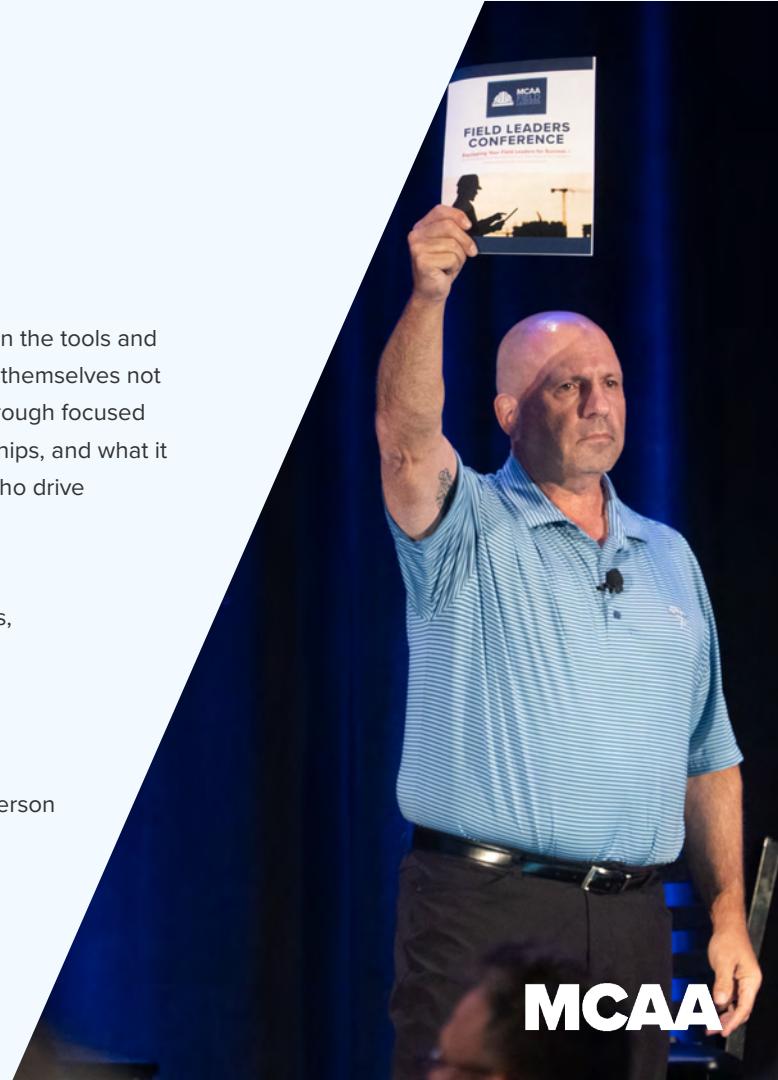
**Audience Demographic:** Project Managers, Supervisors/Field Leaders, Foremen, Superintendents, Journeymen/Apprentices

**Audience Size:** 160 attendees (130 contractors); 8–10 exhibiting companies

### **Timeline:**

- Sponsorship: Offered three months prior

**Registration:** All participants must register as full conference attendees at approximately \$1,150/person unless otherwise noted in the sponsorship opportunities below.



## \$5,000 OPENING RECEPTION

- Logo on display at the reception
- 1 complimentary full conference registration

## \$2,000 EXHIBIT-ONLY

- 2-hour tabletop display during the opening reception
- 2 complimentary exhibit-only registrations



# Field Leaders Conference Calendar (Spring)

**2026**

April 7–9  
InterContinental Houston,  
an IHG Hotel  
Houston, TX

**2027**

April 5–7  
Renaissance Dallas Hotel  
Dallas, TX

## SPRING CONFERENCES

# NCPWB Annual Technical Conference

### Open to All Companies

This annual conference brings together leaders in pipe welding to exchange technical knowledge, explore emerging trends, and address key policies shaping the joint NCPWB/UA welder certification program. Sessions focus on ensuring contractor compliance with ASME pressure piping codes and advancing best practices in shop and field welding. For sponsors, the conference offers direct access to a highly specialized audience of welding decision-makers, including contractors, administrators, UA representatives, and chapter technical staff. These are the people who influence certification, innovation, and performance on the job.

**When:** April (annually)

**Audience Demographic:** Contractors, Principals, Senior Management, Middle Management, Project Managers, Operations Personnel, Welding Personnel, CWI's, UA Representatives, Chapter Executives, Chapter Technical Representatives, and Chapter Administrators

**Audience Size:** 160 attendees (80 contractors); 20 exhibitors

**Timeline:**

- Sponsorship: Offered three months prior

**Registration:** All participants must register as full conference attendees at approximately \$995/person unless otherwise noted in the sponsorship opportunities below.



**MCAA**

## \$4,995 EXHIBIT/SPONSOR

- Tabletop display (one 6' skirted table)
- 2 full conference registrations
- Sponsor recognition during conference breaks
- Choice of one branded opportunity (first-come):
  - Keynote Introduction
  - Lanyard
  - Sunday Reception
  - Monday Breakfast
  - Tuesday Breakfast
  - Monday Lunch
  - Refreshment Break



# NCPWB Annual Technical Conference Calendar

## 2026

April 26–28  
Hyatt Regency Hill Country  
Resort & Spa  
San Antonio, TX

## 2027

April 25–27  
Wild Dunes Resort  
Isle of Palms, SC

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It was worth the drive, 32 hours roundtrip to visit with the caliber of people we met with at this show, we would have driven double that for this type of exposure!

— Gerald Dasbach  
Harbach Marketing, Inc.

**MCAA**

## SPRING CONFERENCES

# PCA Plumbing Service Conference

### Members-Only

This two-day conference is designed to strengthen every aspect of a plumbing service business—from customer experience to profitability, labor management, and safety. Through a mix of instruction and peer-to-peer discussions, attendees explore practical strategies for improving plumbing service operations, team performance, and financial outcomes. For sponsors, this event offers targeted access to plumbing service professionals looking for solutions that support growth, efficiency, and field success in a competitive market.

**When:** May (annually)

**Audience Demographic:** Plumbing Service Contractors, Principals, Senior Managers, Middle Managers, Project Managers and Operations Personnel

**Audience Size:** 140 attendees (100 contractors)

**Timeline:**

- Sponsorship: Offered three months prior

**Registration:** All participants must register as full conference attendees at approximately \$1,295/person unless otherwise noted in the sponsorship opportunities below.



**MCAA**

## \$5,000 WELCOME DINNER & RECEPTION

- Logo on display
- Recognition in conference materials



## \$3,000 RECEPTION

- Logo on display
- Recognition in conference materials

## \$2,500 EVENT SPONSOR

- Logo on display
- Recognition in conference materials
- Choice of one branded opportunity (first-come):
  - Keynote Speaker Introduction
  - Lanyards
  - Coffee Break
  - Breakfast
  - Lunch



# PCA Plumbing Service Conference Calendar

# 2026

May 4–6  
Indianapolis, IN

“

The PCA Plumbing Service Conference sponsorship puts our brand in front of the industry's plumbing service leaders, providing unmatched visibility and direct engagement. It's a great opportunity to build relationships while also sharing new product information."

— *Dave Gomo*  
*Zurn Elkay Water Solutions*

**MCAA**

# **SUMMER CONFERENCE**

## Opportunities

## SUMMER CONFERENCES

# WiMI Conference

### Open to All Companies

The Women in the Mechanical Industry (WiMI) Conference is MCAA's premier event dedicated to supporting, empowering, and advancing women across all roles in the mechanical contracting industry. From emerging professionals to seasoned executives, attendees come together for two days of exceptional speakers, industry-specific roundtables, and interactive educational sessions—all designed to foster growth, connection, and leadership. Sponsors gain access to a dynamic and growing community of women committed to shaping the future of the industry—offering brand alignment with empowerment, innovation, and progress.

**When:** June (annually)

**Audience Demographic:** Principals, Senior Management, Middle Management, Safety and Health Professionals, Project Managers, Sales Personnel, Service Technicians, Estimators, Operations Personnel, Supervisors and Field Leaders, Students and Faculty, Local Chapter Executives

**Audience Size:** 350 attendees (260 contractors)

**Timeline:**

- Sponsorship: Offered three months prior

**Registration:** All participants must register as full conference attendees at approximately \$1,095/person unless otherwise noted in the sponsorship opportunities below.



**MCAA**

## \$15,000 SIGNATURE SPONSOR

- Opportunity to deliver a 5-minute onstage message on the importance of WiMI to your organization
- General session speaker introduction
- Recognition with logo display during general sessions and clickable links on the conference website and app



## \$10,000 DEVELOPMENT SPONSOR

- Sponsorship of 2 rounds of an education session or workshop
- Recognition with logo display during general sessions and clickable links on the conference website and app



## \$5,000 RECOGNITION SPONSOR

- Recognition with logo display during general sessions and clickable links on the conference website and app

# WiMI Conference Calendar

**2026**

June 8–10  
Loews Coronado Bay Resort  
Coronado, CA

**2027**

June 14–16  
Loews Atlanta Hotel  
Atlanta, GA

## SUMMER CONFERENCES

# Converge

### Manufacturer/Supplier Council Members-Only

Converge is MCAA's most exclusive strategic event—an intimate, executive-level forum designed to foster deep conversations and lasting business relationships. Participation is limited to 30 manufacturer/supplier companies and 45 contractor companies, ensuring meaningful interactions between senior decision-makers. These private meetings offer a carefully curated environment for big-picture discussions on emerging technologies, major projects on the horizon, evolving market trends, and relationship-building across the supply chain. Converge isn't just a meeting—it's a catalyst for collaboration, equipping industry leaders with the insights and connections they need to shape the future of mechanical construction.

**When:** June (annually)

**Audience Demographic:** Principals, Senior Management, Middle Management, Project Managers, Sales, Operations Personnel

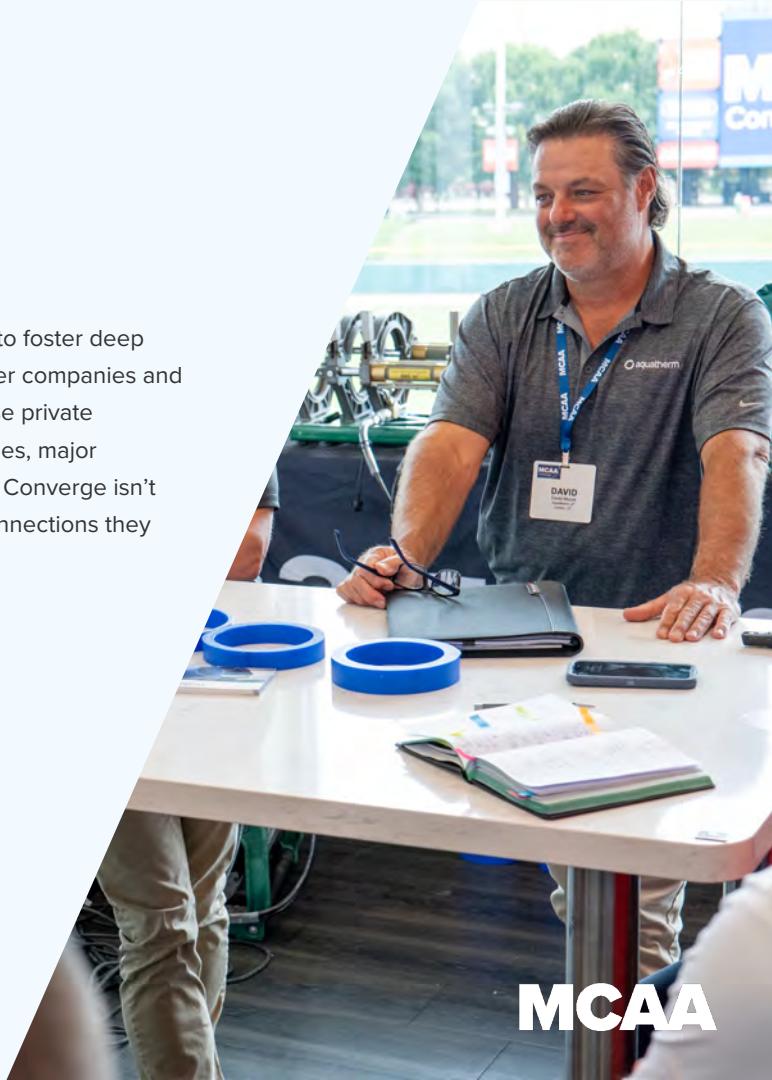
**Audience Size:** 200 attendees (100 contractors)

#### **Registration:**

Manufacturer/Supplier Council (M/SC) Member Fee: \$18,500 for two participants

Additional Participants: \$975/person

Contractor Fees: \$975/attendee



**MCAA**

# Converge Calendar

# 2026

June 15–17  
Innisbrook Resort  
Palm Harbor, FL

“

This event and atmosphere create an ideal environment for the right individuals to collaborate and formulate plans that support each other's business requirements. All participants come well-prepared to strategize on how we can consistently enhance value in both current and future solutions. Undoubtedly, these two days stand out as among the most productive moments we share with our partners.”

— *Mike Kirby*  
*MILWAUKEE TOOL*

**MCAA**

# FALL CONFERENCE Opportunities

## FALL CONFERENCES

# Fabrication Conference

### Open to All Companies

MCAA's Fabrication Conference is among the most sought-after events of the year, showcasing cutting-edge techniques and best practices in off-site manufacturing and fabrication. Participants gain practical knowledge from detailed operations tours hosted by leading member contractors and insightful education sessions presented by industry peers. For sponsors, this event provides exceptional visibility and direct engagement with influential operations leaders, fabrication managers, and technical decision-makers. Attendees actively seek innovative tools, technologies, and solutions to enhance efficiency, quality, and scalability in their fabrication operations.

**When:** September (annually)

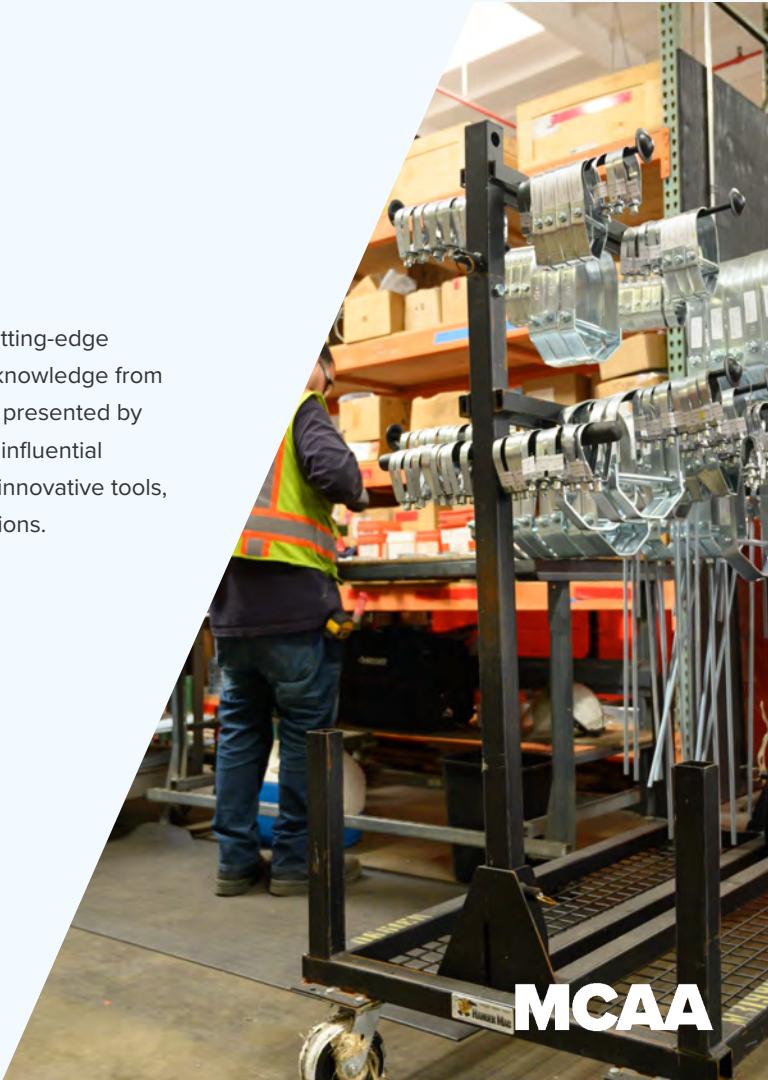
**Audience Demographic:** Fabrication Managers, Operations Leaders, Technical Decision-Makers

**Audience Size:** 390 attendees (320 contractors)

**Timeline:**

- Sponsorship: Offered three months prior

**Registration:** All participants must register as full conference attendees at approximately \$1,495/person unless otherwise noted in the sponsorship opportunities below.



**MCAA**

## \$10,000 RECEPTION SPONSOR

- Branded “Neighborhood” within the themed reception
- Designated display area for branded materials
- Opportunity to name a team for a competition
- Branding featured in the closing general session
- Company logo and link on registration materials and event website
- Opportunity to provide giveaways at the event
- Two complimentary full conference registrations

## \$5,000-\$8,000 MEAL SPONSOR

- Recognition signage at sponsored meal
- Company logo and link on registration materials and website
- Opportunity to provide branded giveaways at the meal

## \$5,500 DEMO ROOM SPONSOR

*\*If exhibiting, the price is \$1,500*

- Dedicated room for product demos or user training
- Available from 9:00 AM–4:00 PM on event day
- Opportunity to arrange additional amenities with venue
- Basic furnishings and power provided; sponsor responsible for A/V

## \$5,000 LANYARD SPONSOR

- Logo on the lanyard and recognition online

## \$5,000 EXHIBIT-ONLY

- 3.5 hours of exhibit time
- 8' x 10' booth space



# Fabrication Conference Calendar

# 2025

September 8–10  
Philadelphia Marriott Downtown  
Philadelphia, PA

**MCAA**

## FALL CONFERENCES

# Field Leaders Conference (Fall)

### Members-Only

MCAA's Field Leaders Conference is where foremen, superintendents, and other field leaders gain the tools and perspective to elevate their impact on the job and within their companies. Attendees learn to see themselves not just as skilled tradespeople, but as professionals and vital members of the management team. Through focused sessions, they explore leadership strategies, goal setting, financial awareness, customer relationships, and what it truly means to lead in the field. For sponsors, this conference offers direct access to the people who drive productivity, quality, and culture on every project.

**When:** Spring and Fall (twice annually)

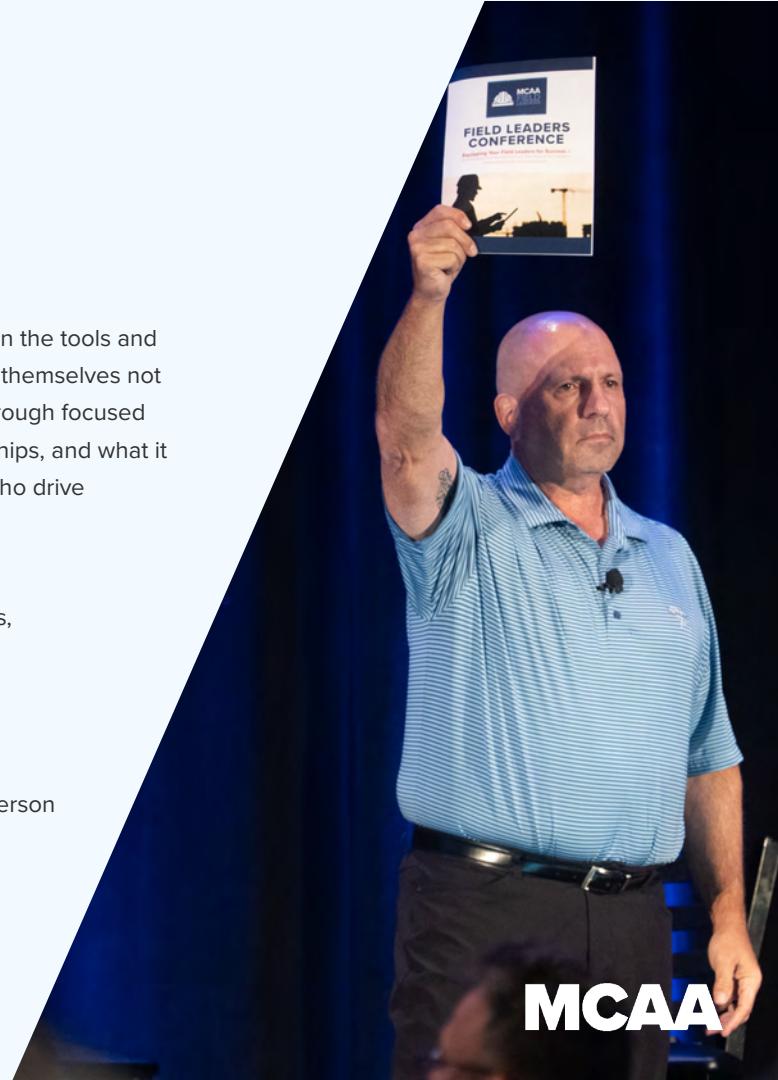
**Audience Demographic:** Project Managers, Supervisors/Field Leaders, Foremen, Superintendents, Journeymen/Apprentices

**Audience Size:** 180 attendees (140 contractors); 8–10 exhibiting companies

### **Timeline:**

- Sponsorship: Offered three months prior

**Registration:** All participants must register as full conference attendees at approximately \$1,150/person unless otherwise noted in the sponsorship opportunities below.



## \$5,000 OPENING RECEPTION

- Logo on display at the reception
- 1 complimentary full-conference registration

## \$2,000 EXHIBIT-ONLY

- 2-hour tabletop display during the opening reception
- 2 complimentary exhibit-only registrations



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# Field Leaders Conference Calendar (Fall)

**2025**

September 15–17  
Westin Harbour Castle  
Toronto, Canada

**2026**

September 16–18  
Hyatt Regency Portland  
Portland, OR

**2027**

September 15–17  
Hyatt Regency Indianapolis  
Indianapolis, IN

## FALL CONFERENCES

# GreatFutures Forum

### Members-Only

MCAA's GreatFutures Forum is the signature event of our Career Development Initiative, connecting MCAA member companies with students from nearly 50 MCAA student chapters across North America. This dynamic three-day experience includes student-focused education sessions, peer networking, and a high-energy job fair designed to launch careers in mechanical contracting. Whether you're looking to recruit top student talent or demonstrate your support for the industry's future, this event provides unmatched access to the next generation of mechanical contracting professionals—all while reinforcing your company's commitment to developing future leaders.

**When:** September/October (annually)

**Audience Demographic:** Principals, Senior Management, Middle Management, Project Managers, Students & Faculty, Local Affiliate Executives

**Audience Size:** 290 attendees (70 contractors)

**Timeline:**

- Sponsorship: Offered in the spring prior

**Registration:** Sponsor opportunities include complimentary registration.



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## \$5,000 EVENT SPONSOR

- Mention in the MCAA National Update, event website, Instagram, and event app
- Emcee shoutout during the conference
- On-site signage at the sponsored activity or on item
- Invitation to Career Development Committee Cocktail Hour
- Complimentary registration for your team to attend the full Forum, including the Job Fair

Typical options include conference app, Job Fair shirts, bags, transportation, session speakers, trivia prizes, beverage breaks, reception, meals (alumni breakfast, arrival snacks, Friday lunch buffet, offsite dinner, etc.), mocktails, and gift cards.



# GreatFutures Forum Calendar

**2025**

October 9–11  
Little America Salt Lake City  
Salt Lake City, UT

**2026**

September 24–26  
The Ritz-Carlton, St. Louis  
St. Louis, MO

**2027**

September 30–October 2  
The Henry, Autograph Collection  
Detroit, MI

# PROGRAMMATIC Opportunities

## PROGRAMMATIC SPONSORSHIPS

# MSCA Service Programs

### Members-Only

Support the professionals who keep service operations running. MSCA's role-specific training programs equip dispatchers and service coordinators, service managers, field supervisors, technicians, and sales personnel with the skills they need to lead teams, improve performance, and enhance customer relationships. Each course blends practical instruction with real-world application—and provides a meaningful way for sponsors to connect with all roles within service operations, especially those you cannot meet at the MSCA Education Conference. These professionals are the face of the business. Sponsoring these programs puts your brand in front of the people who impact operational excellence, software implementation, profitability, and client satisfaction.

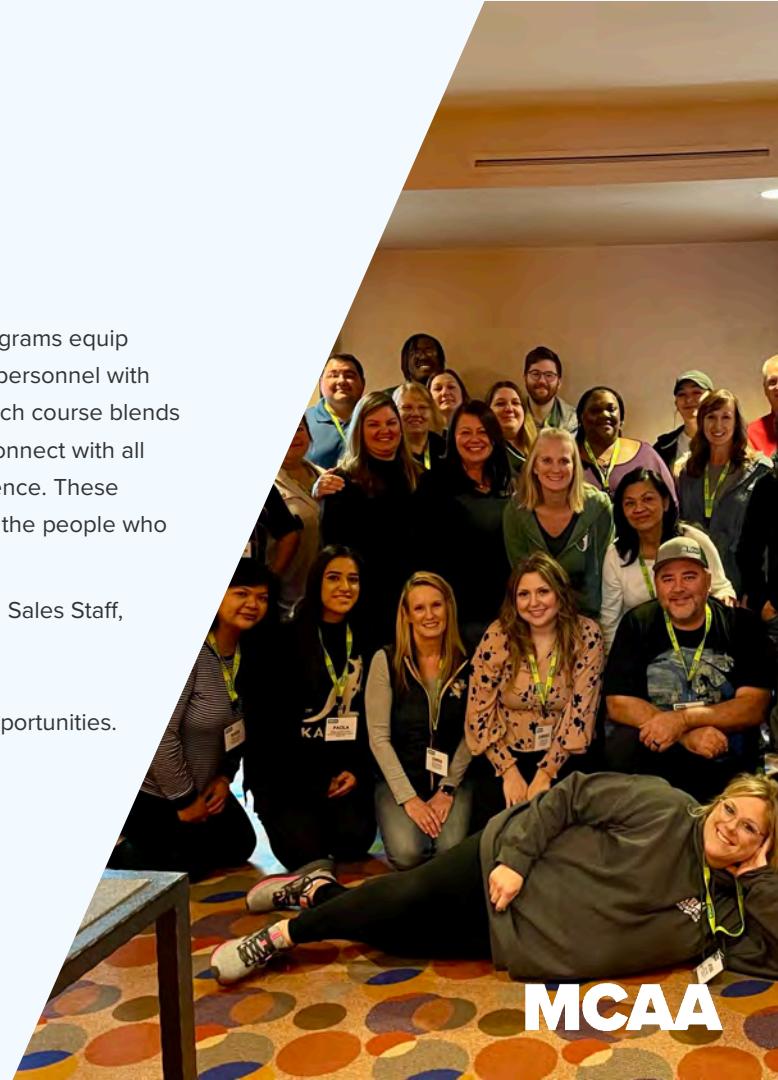
**Audience Demographic:** Dispatchers, Service Coordinators, Field Supervisors, Service Managers, Sales Staff, and Technicians

**Sponsorship Opportunity:** \$5,000/course

Sponsorships are customized by program and availability. Contact us early to secure preferred opportunities.

**Benefits may include:**

- Opportunity to send a representative to speak or greet participants
- Sponsorship of a meal or reception with on-site recognition
- Ability to provide giveaways or swag
- Company logo on signage, slides, or branded materials
- Company one-pager included in course workbook or handouts
- Recognition in post-event eblasts or course follow-up materials



# MSCA Service Programs Calendar

Classes below run twice a year: Spring and Fall.

## **SERVICE MANAGERS TRAINING**

September 28–October 2, 2025

Phoenix, Arizona

## **SERVICE DISPATCHER TRAINING**

October 1–3, 2025

Seattle, Washington

## **FIELD SERVICE SUPERVISORS TRAINING**

October 1–3, 2025

Seattle, Washington

## **SERVICE SALES BASECAMP**

October 1–3, 2025

Seattle, Washington

## PROGRAMMATIC SPONSORSHIPS

# Foundations of Field Leadership

### Members-Only

Designed for new and emerging foremen, this 8-week, instructor-led course focuses on leadership, planning, safety, productivity, and communication—delivered in a virtual format to minimize jobsite disruption. This is a high-impact opportunity to connect your brand with the rising leaders who are the decision-makers shaping jobsite performance, safety, and crew culture every day.

**Audience Demographic:** New and future field leaders: Field Supervisors, Foremen, Superintendents, Journeymen/Apprentices

**Audience Size:** 80 students per class, up to 4 classes per cycle

**Sponsorship Opportunity:** \$10,000/course

Sponsorships are customized by program and availability. Contact us early to secure preferred opportunities.

### Benefits may include:

- Logo placement within the online learning platform (LMS)
- Logo placement on the FFL informational page on the MCAA website
- 'Sponsored by' branding on the splash screen of required video assignments (mandatory course component; guaranteed exposure)

Olivia Lewis

**MCAA**

# Foundations of Field Leadership Calendar

## **2025 FFL9**

Sept. 25–Nov.13, 2025

## **2025 FFL10**

Sept. 30–Nov.18, 2025

**NOTE:** Additional courses may be added based on demand.

## PROGRAMMATIC SPONSORSHIPS

# Preparatory Institute for Project Management

### Members-Only

MCAA's Preparatory Institute for Project Management (PIPM) is the starting point for rising project professionals. Designed for those with 0–3 years of experience in mechanical project management, this 12-week online program lays the groundwork for long-term success. Each week features a live, 90-minute session led by seasoned contractor-instructors who guide participants through essential topics such as planning, scheduling, cost control, and time management. This interactive course includes live lectures, quizzes, and homework assignments; and participants leave with practical tools they can use right away. This is an ideal platform for sponsors to align with early-career professionals as they begin their journey in the mechanical contracting industry.

**Audience Demographic:** New Project Managers, Assistant PMs, Early-Career Professionals (0–3 years of experience), including Manufacturer/Supplier Council members, and Local Affiliates

**Audience Size:** 320 participants

**Sponsorship Opportunity:** \$12,000/program

Custom branding opportunity, with sponsor recognition on the student dashboard of online learning platform (LMS) for all four classes – meaning weekly exposure over the course of 12 weeks for 300+ participants.



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# Preparatory Institute for Project Management Calendar

Offered once annually from April through July. Up to four class offerings may be scheduled each year based on demand.

## **2026 PIPM Class 34**

April 28–July 28, 2026

## **2026 PIPM Class 35**

April 28–July 28, 2026

## PROGRAMMATIC SPONSORSHIPS

# Institute for Project Management

### Members-Only

IPM is MCAA's flagship training program for mechanical project managers with at least three years of experience. This intensive, two-week course delivers practical tools and strategies that can be immediately applied on the job. Developed by contractors, for contractors, IPM combines lectures with interactive workshops led by seasoned industry professionals and educators with real-world experience. Beyond the classroom, IPM fosters deep peer-to-peer connection—attendees leave with a new professional network as well as sharpened skills.

**Audience Demographic:** Mid-level mechanical project managers from across the country.

**Audience Size:** 76 attendees

### Sponsorship Opportunities:

- **Week 1 Welcome Lunch (\$12,000):** Logo signage, option to provide giveaways
- **Week 2 Working Lunch—Change Order Day (\$12,000):** Logo signage, option to provide prizes for Change Order negotiation competition
- **Learning Journal Sponsor (\$6,000):** Logo/branding on student learning journal, used by all students for the duration of the 2-week program



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# Institute for Project Management Calendar

## **2025 IPM Class 93**

Week 1: April 6–10

Week 2: September 21–25

## **2025 IPM Class 94**

Week 1: April 7–11

Week 2: September 22–26

## **2025 IPM Class 95**

Week 1: October 12–16

Week 2: January 18–22

## **2025 IPM Class 96**

Week 1: October 13–17

Week 2: January 19–23

## PROGRAMMATIC SPONSORSHIPS

# Advanced Institute for Project Management

### Members-Only

AIPM is MCAA's most advanced project management course—built for seasoned professionals overseeing large, complex projects or managing other PMs. Participants engage in five days of intensive instruction focused on leadership, finance, risk, and operational strategy, led by top industry instructors. Most attendees are graduates of the Institute for Project Management (IPM), though it is not a prerequisite. Held at the AT&T Hotel & Conference Center in Austin, TX, this program is limited to 42 participants per session to ensure a high-impact experience.

**Audience Demographic:** Senior Project Managers, Operations Managers, and Department Heads (8+ years' experience).

**Audience Size:** 42 attendees per class

### Sponsorship Opportunities:

- **Offsite Teambuilding Event Sponsor (\$7,000):** Onsite signage at venue; verbal recognition; opportunity to provide branded swag (golf-oriented encouraged), branded drink tickets, prizes
- **Day 1 Lunch Sponsor (\$6,000):** Onsite signage, verbal recognition, opportunity to include branded materials



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# Advanced Institute for Project Management Calendar

## **2026 AIPM Class 22**

January 25–29

## **2027 AIPM Class 23**

January 10–14

## **2028 AIPM Class 24**

January 9–13

# DIGITAL ADVERTISING

## Opportunities

## DIGITAL ADVERTISING OPPORTUNITIES

### Manufacturer/Supplier Council Members-Only

With your Manufacturer/Supplier Council membership, member companies receive the opportunity to share:

- **Manufacturer/Supplier Training** – Promote your company's contractor training content and receive ongoing visibility in MCAA's dedicated online resource hub—plus get featured in targeted member website and email communications. [Learn more.](#)
- **Smart Solutions** – Showcase how your product or service helped an MCAA or MSCA contractor member improve productivity, profitability, or efficiency. Members receive a published case study in the Smart Solutions library on MCAA.org and in the print edition, a featured web article, promotion on MCAA's LinkedIn and Twitter accounts the day your article runs, and a highlight in the following week's National Update email. [Learn more.](#)
- **Virtual Tradeshow** – Stay visible all year long with MCAA's Virtual Trade Show—a digital hub where contractors discover new products, services, and solutions. Your participation includes a featured listing with your logo, short marketing message, company profile, and a link to a highlighted product or service, plus year-round visibility on MCAA.org. You'll also receive promotion in a dedicated Virtual Trade Show web story, a featured tweet the day your story goes live, and a highlight in the following week's National Update e-newsletter. [Learn more.](#)

Educational Events

Resources

# NEW MCAA PEER GROUPS

[LEARN MORE](#)

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## DIGITAL ADVERTISING OPPORTUNITIES

# National Update

### Manufacturer/Supplier Council Members-Only

Get your brand in front of MCAA members with a sponsored month in our flagship weekly e-newsletter—plus homepage visibility on MCAA.org. [Learn more.](#)

**Audience Demographic:** 12,000+ recipients, including company principals, senior managers, and department heads

**Sponsorship Cost:** \$5,700/month

#### Benefits Include:

- Company logo, link, and a short marketing message in three weekly issues of the National Update during your sponsored month
- Banner ad on the MCAA.org homepage for the full calendar month
- Targeted visibility with key decision-makers across the MCAA network

*Note: All materials are due by the 15th of the month prior to your sponsored month*



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# STRATEGIC GIVING

## Opportunities

## STRATEGIC GIVING OPPORTUNITIES

# Internship & Employment

### Members-Only

Help connect top student talent with careers in mechanical contracting. Through MCAA's internship programs and national job fairs, your company can build early relationships with the industry's future leaders.

#### Benefits Include:

- Ability to post year-round on the [MCAA GreatFutures Job Board](#), used by students from nearly 50 MCAA student chapters looking for internships or full-time postgraduation positions related to mechanical contracting.
- In-person employment opportunities at two national conference job fairs, the GreatFutures Forum (Fall) and the MCAA Annual Convention (Spring)
- Opportunities to engage with students by region or interest area
  - Use the [GreatFutures Universities Directory](#) to connect with nearby schools and to coordinate local outreach.



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## STRATEGIC GIVING OPPORTUNITIES

# John R. Gentille Foundation (JRGF) Scholarships

### Members-Only

Support the next generation of mechanical contracting professionals by funding a named scholarship through the John R. Gentille Foundation (JRGF). These scholarships are an investment in students who are actively engaged in MCAA student chapters and are working toward careers in our industry.

#### Benefits Include:

- On-stage recognition at the MCAA Convention Awards of Excellence Breakfast\*
- Professional digital photo and reserved seating with your scholarship recipient
- Promotion in the convention program, on the JRGF website, on MCAA's social platforms, and in MCAA's National Update email
- Scholarship presented to the student in a formal folder with certificate

#### Timeline:

- August 1: Deadline to establish a new scholarship
- March: Scholarships presented at MCAA Annual Convention

**Sponsorship Cost:** \$5,000 minimum

**Contact:** Sean McGuire, JRGF Executive Director or Michele Hoffman, Director, Career Development



\* Paid MCAA Convention registration required for Awards Breakfast donor attendees.

## STRATEGIC GIVING OPPORTUNITIES

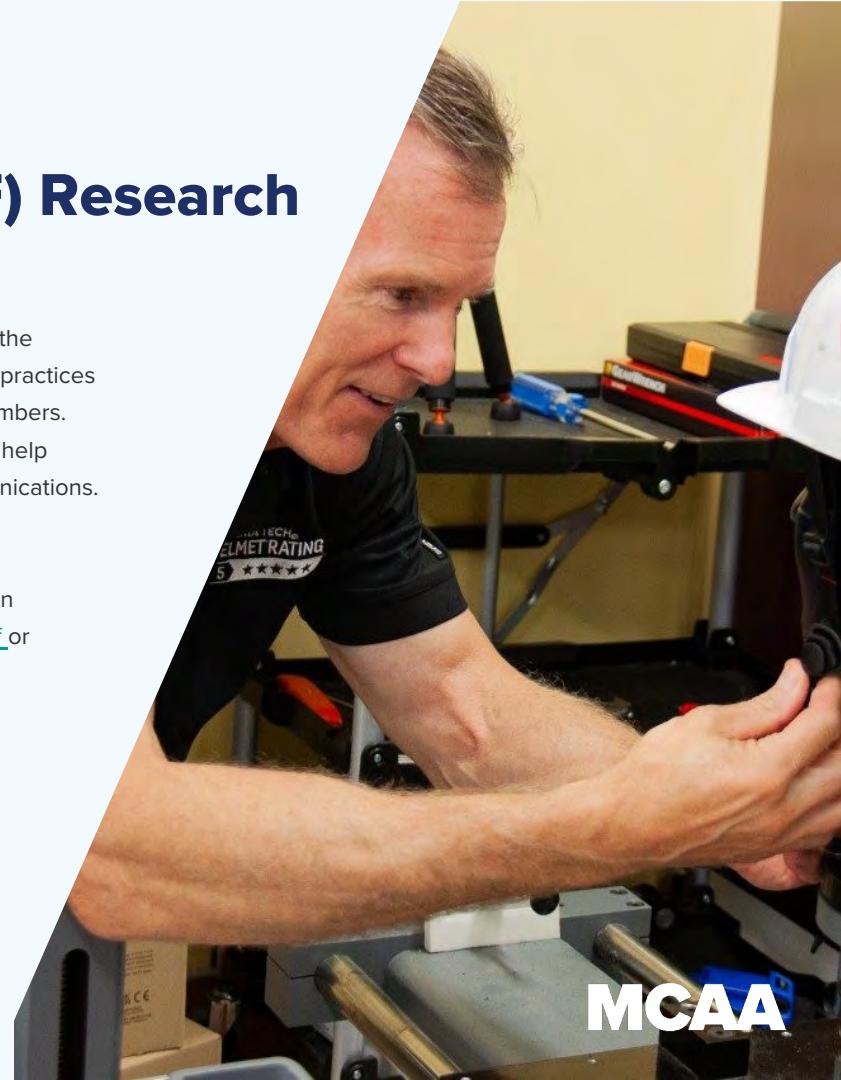
# John R. Gentille Foundation (JRGF) Research

### Members-Only

The John R. Gentille Foundation (JRGF) funds research that addresses critical issues facing the mechanical contracting industry—from workforce development and technology to business practices and market trends. Projects are led by top researchers and guided by input from MCAA members. Major donors, including the Partnership Enterprise (whose contributions exceed \$100,000), help shape the Foundation's research agenda and are recognized in related reports and communications.

### Timeline:

Donations are monetary only and accepted year-round. Supporters may be acknowledged in published research, on MCAA platforms, and in JRGF materials. Learn more at [mcaa.org/jrgf](http://mcaa.org/jrgf) or explore [current initiatives](#) and the [application process](#).



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## STRATEGIC GIVING OPPORTUNITIES

# MCAA Political Action Committee (PAC)

### Members-Only

Support the industry's voice in Washington—MCAA's Political Action Committee (PAC) plays a critical role in ensuring that the voice of our industry is heard on Capitol Hill. Through direct member involvement and ongoing legislative engagement, MCAA has earned a respected seat at the policy-making table—on issues ranging from pension reform and labor laws to safety regulations and government contracting. Your contribution to the MCAA PAC helps maintain and expand that influence. This isn't just a political donation—it's an investment in the future of your business and our industry. The PAC is funded entirely by voluntary contributions from individuals within MCAA member companies. Every dollar makes a difference—visit [mcaa.org](http://mcaa.org) to learn more and make a personal contribution today.

“

Whether it's pension reform, contracting policy, or safety regulations, our voice matters—and your contribution helps keep it strong.”

— Jim Gaffney  
MCAA GAC and PAC Chair



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# Frequently Asked Questions

## What are the benefits of M/SC membership?

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[M/SC member benefits](#) include access to premium sponsorships, discounted exhibit space, and direct engagement with contractor decision-makers.

## How do I access my membership?

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Manage your membership anytime in the [MCAA Community Portal](#). Need help logging in? Contact [help@mcaa.org](mailto:help@mcaa.org).

## Ready to partner with MCAA?

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Inquire about sponsorship, advertising, or M/SC membership by contacting Jacinda Matherne at [jmatherne@mcaa.org](mailto:jmatherne@mcaa.org).