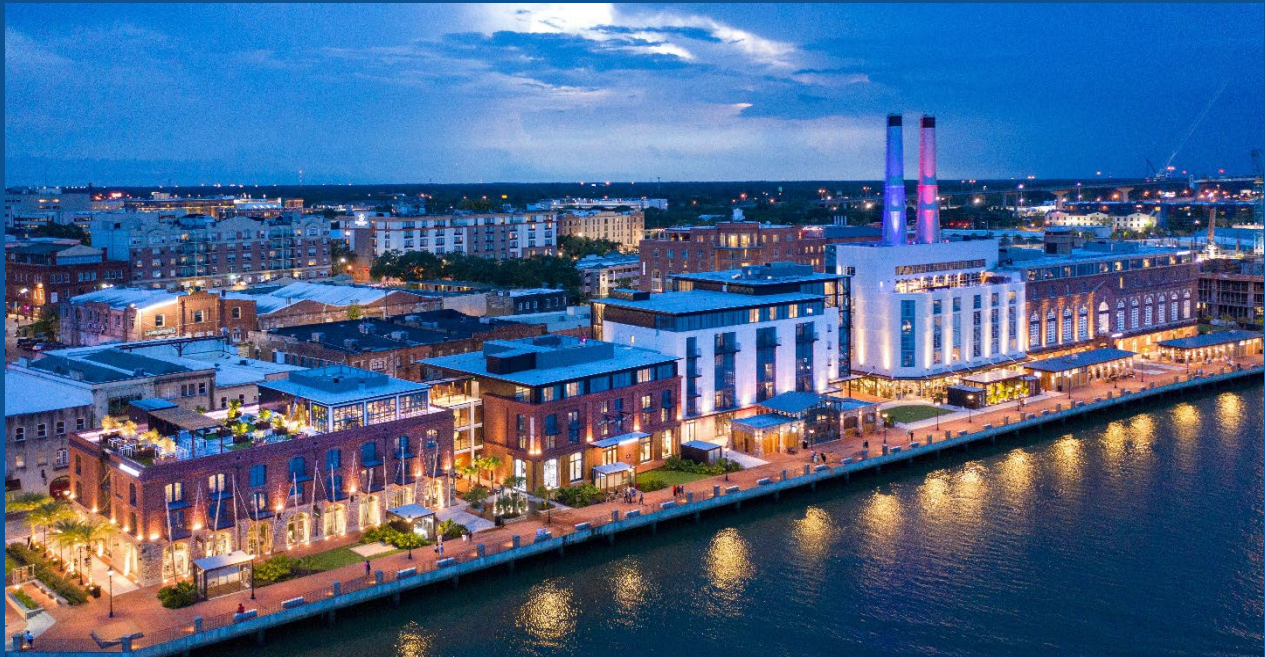




NYS PHCC 133rd Annual State Convention Registration Guide 2025



Join us

May 1 – 4, 2025

**JW Marriott Savannah Plant Riverside District
Savannah, Georgia**

133rd ANNUAL CONVENTION

Message from the President – Ronald Doughty

On behalf of the New York State PHCC Board of Directors, I would like to invite you to our 133rd annual convention. Join us May 1-4, 2025, at the JW Marriott Savannah Plant Riverside District located in Savannah, Georgia. We worked to create a balanced schedule that will include important NYS PHCC business session updates for the industry on Thursday, May 1st as well as phenomenal guest speakers for Saturday, May 3rd, but also wanted to allow you time to explore the area as there is much to do. We are offering a Port Tour and Golf Outing on Friday, May 2nd. The opening and closing dinners will no doubt be memorable times as well! We surveyed for feedback last summer and truly want to offer a meaningful, productive, and fun experience for our membership! The JW Marriott Savannah Plant Riverside District is in the heart of historic Savannah on the riverfront, with countless activities a short walk away. You can explore the downtown Savannah shopping district, visit Kessler Diva, eat at one of the hotel's restaurants or riverside Savannah bars, or embark on one of the city's various walking tours. Once a power plant, Plant Riverside District represents the beauty of progress. The daily temperature in Savannah in May averages 85°F with the lowest daily highs being around 72-77°F. We hope you can take some time out of your busy schedule to attend. Please visit our website to register at nysphcc.org/state-convention/



SCHEDULE OF EVENTS*

Wednesday, April 30 – Arrival

We encourage you to arrive on Wednesday so that you can attend Thursday morning's membership meeting. There will be no registration desk as all materials will be sent to you electronically prior to the convention in the interest of our newly adopted environmental impact statement. We highly encourage you to bring a tablet or small laptop. However, you will be given a welcome bag and name badge Thursday morning!

Thursday, May 1

7:00 a.m. – 8:00 a.m.

Welcome bags and name badges available outside Citrine Meeting Room!

8:00 a.m. – 10:00 a.m.

Executive Board Meeting – **Citrine Meeting Room** (Board only, Breakfast)

10:00 a.m. – 1:00 p.m.

Annual Business Session – **Citrine Meeting Room** (Registered Members, Lunch)

5:00 p.m. – 8:00 p.m.

Opening Reception – **Myrtle & Rose** (rooftop of hotel, Registered Members & Guests)

Friday, May 2

7:15 a.m. – 12:00 p.m.

Golf Outing Attendees Meet in hotel lobby (Lunch on your own)

9:45 a.m. – 11:30 a.m.

Port Tour Attendees Meet in hotel lobby (Drinks & snacks provided, lunch on your own)

Afternoon & Evening free to explore on your own! Dinner on your own!

Saturday, May 3

7:00 a.m. – 8:30 a.m.

Beth Dobkin – *The Power of Priorities: Making Every Moment Count* (Breakfast – Registered Members & Guests)

8:45 a.m. – 9:45 a.m.

Dr./Commander Mary Kelly – *Leading Yourself and Your Teams Through Challenges and Changes for Better Productivity, Less Stress, and Increased Profits* (Registered Members & Guests)

10:00 a.m. – 11:00 a.m.

Michael Sauer – *Why 80% of Plumbing Contractor Businesses Are Unsellable* (Registered Members & Guests)

All Speaker Presentations in Amethyst I Ballroom. Lunch on your own/ afternoon free for exploring or relaxing!

6:00 p.m. – 9:00 p.m.

Closing Dinner Event – **Service Brewing** (Registered Members & Guests) Meet at hotel lobby 5:30pm for trolley! *Entertainment provided by Local Band "Mainstreet"!*

Sunday, May 4 – Check Out

** Schedule of events is subject to change without notice.*

OPTIONAL EVENTS



The Club at Savannah Harbor Golf Outing (Fri., May 2)

The Club at Savannah Harbor offers unparalleled views of historic downtown Savannah while it gently winds its way through tidal wetlands. Our 22,000 square foot clubhouse features an award-winning golf shop, full-service locker rooms, formal, private, and informal dining rooms and a private boardroom for meetings.

Port Tour (Fri., May 2)

See the Savannah Port up close on an exciting boat trip! Your tour guide will take you upriver discussing in detail all the terminals on the river, what they do, produce, sell, etc. You will see a variety of ships from bulk, chemical and container and be given examples of the various products that are produced and sold throughout the world. You'll also hear about the history of the port and when it was started as a commercial entity and where it is going in the future. Stocked cooler and snacks included!



GUEST SPEAKERS



Beth Dobkin - Program Director and Senior Business Coach, Quality Service Contractors - PHCC.

Beth Dobkin has been in the trades her entire life. She gained valuable experience working with her family and later married her husband, a business graduate, third generation plumber and entrepreneur. Throughout her journey in the trades, Beth developed a passion for coaching, mentoring and training. Recognizing a need, Beth joined the PHC family in 2012 as a business management coach. She is committed to providing valuable guidance and support to professionals in the trades, empowering them to reach their full potential.



Dr./Commander Mary Kelly, Ph.D., CSP, CDR, US Navy Ret., CPAE Speaker Hall of Fame.

Dr. Mary Kelly is the CEO of Productive Leaders, a firm dedicated to leadership and economic development. After graduating from the Naval Academy, Mary spent 21 years on active duty in the Navy, mostly in Asia, as an intelligence officer. She is currently listed as one of today's most influential economists and business strategists, and is named as one of the Top 50 Motivational Speakers in the world. Mary is also one of only 150 people named to the Speakers' Hall of Fame. As a high-energy keynote speaker, Mary focuses on using data, and research, laughter, and experience to help professionals excel. Mary is the author of 18 books on business growth, leadership, and today's economy. As a business advisor, she has worked with hundreds of organizations and companies across the globe. When not traveling, Mary loves being at home with her husband and dogs.



Michael Sauer – Strategic Business Advisor, Scorpion.

After becoming an Eagle Scout, Michael earned his Electrical Engineering degree before graduating from law school. His legal career began in New York as a patent prosecutor and patent litigator at an intellectual property boutique firm. His clients included Fortune 10, Fortune 50, Fortune 100 and Fortune 500 companies. Michael's practice now exclusively focuses on corporate law and M&A legal services. In an effort to be able to represent as many business owners nationwide as possible with their issues, Michael sought to become the first attorney to be admitted in all 50 States and currently holds the Guinness World Record for having the most active bar licenses with 47. To further assist his business

owner clients both before and during the sale of their business, Michael is also a Certified Exit Planning Advisor (CEPA), Certified Value Builder Advisor (CVBA), Certified Value Growth Advisor (CVGA), Accredited Business Intermediary (ABI), Certified Merger and Acquisition Advisor (CM&AA), Certified M&A Professional (CM&AP), Certified Behavioral Consultant, Certified Franchise Executive (CFE), and Profit First Professional (PFP).