



SHEET METAL & AIR CONDITIONING  
CONTRACTORS' NATIONAL ASSOCIATION

# ASSOCIATE MEMBER & PRODUCT SHOW REPORT

DUSTIN BERGER  
DBERGER@SMACNA.ORG





# SMACNA NATIONAL ASSOCIATE MEMBER PROGRAM







# SMACNA PREMIER PARTNER ZONE

[smacna.online/ppz](https://smacna.online/ppz)





## SMACNA NATIONAL ASSOCIATE MEMBER PROGRAM

6 Premier Partners

1 Platinum Associate

10 Gold Associates

45 Silver Associates

11 Bronze Associates



# SMACNA ASSOCIATE MEMBER PAGE

[smacna.online/associatemembers](https://smacna.online/associatemembers)





# SMACNA ASSOCIATE MEMBER PRESENTED WEBINARS

What to Know About Selling, Transitioning, or Closing Your Business

How Contractors Can Tap Technology to Make the Most of Their Workforce

Succession Planning

5 Secrets to Healthier Cash Flow

5 Keys to Implementing New Tech

The Facts on Fiberglass: Understanding the Research

Optimizing IAQ & Energy Efficiency with Sorbent Ventilation Technology

Secure Act 2.0 - How Are You Impacted on Retirement Plans

How Goals Can Help Businesses Retain Employees in a Labor Shortage

7 Steps to Better Procurement

Increase Your Microsoft Outlook Effectiveness

Develop a Culture of Accountability at Your Business

Ductwork Fabrication from Innovation to Integration

Take VRF Further with Building Automation

Use Digital Workflows to Streamline Field/Office Communication

Back on Track: Why Software Implementation Derails and How to Fix It

How to Save When Purchasing Materials

Managing Your Cyber Risk

What Contractors Need to Know About Withdrawal Liability

Fiberglass Duct Liner for Efficient & Quiet HVAC Systems

Building a Dynamic Contracting Business Through Constant Change

A Lasting Legacy

Better Labor Productivity Through Workforce Management

Construction Metrics That Matter

Effective Tips for Training That Sticks



# SMACNA WEBINARS

[smacna.online/webinars](https://smacna.online/webinars)







# SMACNA PRODUCT SHOW





## SMACNA PRODUCT SHOW

- **Tuesday, October 29 from 6:45am - 11:15am**
- **Over 70 exhibitors**
- **Breakfast served from 6:45am - 8:45am**
- **Product Show Morning Bar open from 9:00am - 11:00am**
- **Attendee Breakfast Sponsorships are available again this year**



#### **GOLD SPONSORSHIP - \$2,000**

- Top placement on Attendee Breakfast signage
- Top placement in Annual Convention slideshow
- Recognition on SMACNA Annual Convention website
- Recognition on SMACNA Product Show website
- Recognition in the Annual Convention app
- Recognition in SMACNA Member Update
- Recognition in SMACNA Chapter Leadership Update
- Recognition in SMACNA Products & Services Update
- Recognition in SMACNews

#### **SILVER SPONSORSHIP - \$1,000**

- Placement on Attendee Breakfast signage
- Placement in Annual Convention slideshow
- Recognition on SMACNA Annual Convention website
- Recognition on SMACNA Product Show website
- Recognition in the Annual Convention app
- Recognition in SMACNA Member Update
- Recognition in SMACNews

#### **BRONZE SPONSORSHIP - \$500**

- Placement on Attendee Breakfast signage
- Placement in Annual Convention slideshow
- Recognition on SMACNA Annual Convention website
- Recognition on SMACNA Product Show website
- Recognition in the Annual Convention app

**CONTACT INFORMATION**



**DBERGER@SMACNA.ORG**