

Tuesday December 6, 2022 - RESORTS HOTEL & CASINO

Room #	Room 1	Room 3	Room 4	Room 5
8:00 AM - 9:00 AM	<b>Concrete Paver Installer Course (ICPI Level 1) (TW21)</b> Day 1 ICPI CERTIFIED INSTALLERS Non-ICPI Member: \$400 ICPI Voting Member: \$240 Onsite \$450 Owners - Foreman - Laborers <b>CERTIFICATION</b>	<b>Concrete Paver Installer Course (ICPI Level 1) - SPANISH (TW23)</b> Day 1 MICHAEL TOUS - GRASSMASTERS Non-ICPI Member: \$400 ICPI Voting Member: \$240 Onsite \$450 Owners - Foreman - Laborers <b>CERTIFICATION</b>	<b>Basic SRW Installer Certification (NCMA) (T24)</b> DON ARMSTRONG - OLDCASTLE APG \$300 in advance, \$350 onsite Owners - Foreman - Laborers <b>CERTIFICATION</b>	<b>PICP Specialist Course (ICPI) (T25)</b> KEVIN EARLEY - OLDCASTLE APG BILL GARDOCKI-MASTER EDUCATOR Non-ICPI Member: \$340 ICPI Voting Member: \$204 Onsite \$390 Owners - Foreman - Laborers <b>CERTIFICATION</b>
9:00 AM - 9:30 AM				
9:30 AM - 10:00 AM				
10:00 AM - 10:30 AM				
10:30 AM - 11:00 AM				
11:00 AM - 11:30 AM				
11:30 AM - 12:00 PM	Lunch	Lunch	Lunch	Lunch
12:00 PM - 12:30 PM				
12:30 PM - 1:00 PM	<b>Concrete Paver Installer Course (ICPI Level 1)</b> Day 1 ICPI CERTIFIED INSTALLERS Owners - Foreman - Laborers <b>CERTIFICATION</b>	<b>Concrete Paver Installer Course (ICPI Level 1) - SPANISH</b> Day 1 MICHAEL TOUS - GRASSMASTERS Owners - Foreman - Laborers <b>CERTIFICATION</b>	<b>Basic SRW Installer Certification (NCMA)</b> DON ARMSTRONG - OLDCASTLE APG Owners - Foreman - Laborers <b>CERTIFICATION</b>	<b>PICP Specialist Course (ICPI)</b> KEVIN EARLEY - OLDCASTLE APG BILL GARDOCKI-MASTER EDUCATOR Owners - Foreman - Laborers <b>CERTIFICATION</b>
1:00 PM - 1:30 PM				
1:30 PM - 2:00 PM				
2:00 PM - 2:30 PM				
2:30 PM - 3:00 PM				
3:00 PM - 3:30 PM				
3:30 PM - 4:00 PM				
4:00 PM - 4:30 PM				
4:30 PM - 5:00 PM				

Wednesday December 7, 2022 - RESORTS HOTEL & CASINO

Room #	Room 1	Room 3	Room 4	Room 5
8:00 AM - 9:00 AM	<b>Concrete Paver Installer Course (ICPI Level 1)</b> Day 2 ICPI CERTIFIED INSTALLERS Owners - Foreman - Laborers <b>CERTIFICATION</b>	<b>Concrete Paver Installer Course (ICPI Level 1) - SPANISH</b> Day 2 MICHAEL TOUS - GRASSMASTERS Owners - Foreman - Laborers <b>CERTIFICATION</b>	<b>SRW Advanced Residential Installer Program (NCMA) (W34)</b> BILL GARDOCKI-MASTER EDUCATOR \$300 in advance, \$350 onsite Owners - Foreman - Laborers <b>CERTIFICATION</b>	<b>Allan Block Contractor Certification Program (W35)</b> DON CLAYTON - ALLAN BLOCK \$50 in advance, \$100 onsite Owners - Foreman - Laborers <b>CERTIFICATION</b>
9:00 AM - 9:30 AM				
9:30 AM - 10:00 AM				
10:00 AM - 10:30 AM				
10:30 AM - 11:00 AM				
11:00 AM - 11:30 AM				
11:30 AM - 12:00 PM	Lunch	Lunch	Lunch	Lunch
12:00 PM - 12:30 PM				
12:30 PM - 1:00 PM	<b>Concrete Paver Installer Course (ICPI Level 1)</b> Day 2 ICPI CERTIFIED INSTALLERS Owners - Foreman - Laborers <b>CERTIFICATION</b>	<b>Concrete Paver Installer Course (ICPI Level 1) - SPANISH</b> Day 2 MICHAEL TOUS - GRASSMASTERS Owners - Foreman - Laborers <b>CERTIFICATION</b>	<b>SRW Advanced Residential Installer Program (NCMA)</b> BILL GARDOCKI-MASTER EDUCATOR Owners - Foreman - Laborers <b>CERTIFICATION</b>	<b>Allan Block Contractor Certification Program</b> DON CLAYTON - ALLAN BLOCK Owners - Foreman - Laborers <b>CERTIFICATION</b>
1:00 PM - 1:30 PM				
1:30 PM - 2:00 PM				
2:00 PM - 2:30 PM				
2:30 PM - 3:00 PM				
3:00 PM - 3:30 PM				
3:30 PM - 4:00 PM				
4:00 PM - 5:00 PM				

Thursday December 8, 2022 - ATLANTIC CITY CONVENTION CENTER

Room #	Tru-Scapes Arena	Mirage Arena	Latino Arena	Marmiro Arena			
9:00 AM - 9:15 AM	<b>Fundamentals of Paver and Wall Installation - Continuous Build "I Wish I Would've Known This Before" (401)</b> BOB PHILLIPS - PHILLIPS LANDSCAPING ROSS CAUSEY - GARDEN SQUARE LANDSCAPING <i>FREE in advance, \$20 onsite</i> Owners - Foreman - Laborers <b>CONSTRUCTION</b>		<b>Fundamentals of Retaining Wall Installation - Continuous Build (403) (Spanish)</b> MICHAEL TOUS - GRASSMASTERS VAL SOSA - 3 DIMENSIONS DESIGN & DEVELOPMENT <i>FREE in advance, \$20 onsite</i> Owners - Foreman - Laborers <b>CONSTRUCTION</b>				
9:15 AM - 9:30 AM							
9:30 AM - 9:45 AM							
9:45 AM - 10:00 AM							
10:00 AM - 10:15 AM							
10:15 AM - 10:30 AM							
10:30 AM - 10:45 AM							
10:45 AM - 11:00 AM							
11:00 AM - 11:15 AM							
11:15 AM - 11:30 AM							
11:30 AM - 11:45 AM							
11:45 AM - 12:00 PM							
12:00 PM - 12:15 PM	Lunch		Lunch	Lunch			
12:15 PM - 12:30 PM							
12:30 PM - 12:45 PM		Lunch					
12:45 PM - 1:00 PM							
1:00 PM - 1:15 PM							
1:15 PM - 1:30 PM							
1:30 PM - 1:45 PM	<b>Fundamentals of Paver and Wall Installation - Continuous Build "I Wish I Would've Known This Before" (401)</b> BOB PHILLIPS - PHILLIPS LANDSCAPING ROSS CAUSEY - GARDEN SQUARE LANDSCAPING <i>FREE in advance, \$20 onsite</i> Owners - Foreman - Laborers <b>CONSTRUCTION</b>	<b>EP Henry's Cast Stone Wall and Belgard's Tandem Wall Interactive Live Demo Installation (417)</b> JEREMY GEORGE - NEXT LEVEL HARDSCAPING <i>FREE in advance, \$20 onsite</i> Owners - Foreman - Laborers <b>CONSTRUCTION</b>	<b>Fundamentals of Retaining Wall Installation - Continuous Build (403) (Spanish)</b> MICHAEL TOUS - GRASSMASTERS VAL SOSA 3 DIMENSIONS DESIGN & DEVELOPMENT <i>FREE in advance, \$20 onsite</i> Owners - Foreman - Laborers <b>CONSTRUCTION</b>	<b>Installing Natural Stone for Pools, Pool Coping, Patios and Caps. Digital Templating and Custom Fabrication (419)</b> NICK LOBASCIO- LOBASCIO CONCRETE PAVERS <i>FREE in advance, \$20 onsite</i> Owners - Foreman - Laborers <b>CONSTRUCTION</b>			
1:45 PM - 2:00 PM							
2:00 PM - 2:15 PM							
2:15 PM - 2:30 PM							
2:30 PM - 2:45 PM							
2:45 PM - 3:00 PM							
3:00 PM - 3:15 PM							
3:15 PM - 3:30 PM							
3:30 PM - 3:45 PM							
3:45 PM - 4:00 PM							
4:00 PM - 4:15 PM							
4:30 PM - 4:30 PM							

Thursday December 8, 2022 - ATLANTIC CITY CONVENTION CENTER

Room #	Classroom 1	Classroom 2	Classroom 3	Classroom 4	Classroom 5	Classroom 6	Classroom 7	
9:00 AM - 9:15 AM	<b>Becoming a Person of Influence (405)</b> GARY ROSS - ALLIES IN LEADERSHIP <i>\$40 in advance, \$60 onsite</i> Owners - Foreman <b>BUSINESS MANAGEMENT</b>	<b>Permeable Pavers in Residential Applications (406)</b> PAUL CURETON - OLDCASTLE APG <i>FREE in advance, \$20 onsite</i> Owners - Foreman - Laborers <b>CONSTRUCTION</b>	<b>Pricing using Cost-based Estimating (407)</b> MARCUS VANDEVLIET - MV ENTERPRISES <i>\$100 in advance, \$125 onsite</i> Owners <b>BUSINESS MANAGEMENT</b>	<b>Scaling Your Business Using Social Media (408)</b> SARAH GRIFFITH - SCAPED OUTDOORS <i>\$40 in advance, \$60 onsite</i> Owners <b>BUSINESS MANAGEMENT</b>	<b>Increase Your Profits and Installation Knowledge of Low-Voltage Landscape Lighting (409)</b> JIM FREDERICK - TRU-SCAPES <i>FREE in advance, \$20 onsite</i> Owners - Foreman - Laborers <b>CONSTRUCTION</b>	<b>Design-Build: How to attract, qualify, design and build projects that set your firm apart from the rest! (410)</b> JOE PALIMENO - LEDDEN PALIMENO <i>\$100 in advance, \$125 onsite</i> Owners - Foreman <b>BUSINESS MANAGEMENT</b>		
9:15 AM - 9:30 AM								
9:30 AM - 9:45 AM								
9:45 AM - 10:00 AM								
10:00 AM - 10:15 AM								
10:15 AM - 10:30 AM	Class Change		Class Change		Class Change		Class Change	
10:30 AM - 10:45 AM	Class Change		Class Change		Class Change		Class Change	
10:45 AM - 11:00 AM	<b>Introduction to the Belgard Design Studio (411)</b> JOE RABOINE - OLDCASTLE APG <i>FREE in advance, \$20 onsite</i> Owners <b>BUSINESS MANAGEMENT</b>	<b>DOT Compliance &amp; Awareness (412)</b> MIKE DALBEY - FLEET SAFETY CONSULTANTS <i>\$ 40 in advance, \$60 onsite</i> Owners - Foreman - Laborers <b>BUSINESS MANAGEMENT</b>	<b>BUSINESS MANAGEMENT</b>	<b>Using Your Website to Attract More Business (413)</b> RACHEL CRONIN - BLD MARKETING <i>\$40 in advance, \$60 onsite</i> Owners <b>BUSINESS MANAGEMENT</b>	<b>Hardscape Accessories Done Right. Cleaning, Sealing &amp; Sanding to Become More Profitable (414)</b> JESSICA BURNETT, RANDY BIANCHI - TECHNISEAL <i>FREE in advance, \$20 onsite</i> Owners - Foreman - Laborers <b>CONSTRUCTION</b>	<b>Using the Right Size Paver for The Project (415)</b> KEVIN EARLEY - OLDCASTLE APG <i>FREE in advance, \$20 onsite</i> Owners - Foreman - Laborers <b>CONSTRUCTION</b>	<b>Know Your Numbers - Learn What You Need to Charge (416)</b> WESTON ZIMMERMAN-SYNKEDUP <i>\$40 in advance, \$60 onsite</i> Owners - Foreman <b>BUSINESS MANAGEMENT</b>	
11:00 AM - 11:15 AM								
11:15 AM - 11:30 AM								
11:30 AM - 11:45 AM								
11:45 AM - 12:00 PM								
12:00 PM - 12:15 PM	Lunch	Lunch	Lunch	Lunch	Lunch	Lunch	Lunch	
12:15 PM - 12:30 PM								
12:30 PM - 12:45 PM								
12:45 PM - 1:00 PM								
1:00 PM - 1:15 PM								
1:15 PM - 1:30 PM	<b>Delivering Bad News to a Customer (420)</b> GARY ROSS - ALLIES IN LEADERSHIP <i>\$40 in advance, \$60 onsite</i> Owners <b>BUSINESS MANAGEMENT</b>	<b>Constructing Fencing, Instadeck Decking, Railing &amp; Outdoor Accents (421)</b> JOE CISZEK - BARRETTE <i>FREE in advance, \$20 onsite</i> Owners - Foreman - Laborers <b>CONSTRUCTION</b>	<b>Landscape Project Management (422)</b> MARCUS VANDEVLIET - MV ENTERPRISES <i>\$100 in advance, \$125 onsite</i> Owners <b>BUSINESS MANAGEMENT</b>	<b>Selling to Mrs. Jones (423)</b> SARAH GRIFFITH - SCAPED OUTDOORS <i>\$40 in advance, \$60 onsite</i> Owners - Foreman <b>BUSINESS MANAGEMENT</b>	<b>Designing and building with "Big Block" SRW Systems (424)</b> RYAN STUCKI - VERTI-CRETE <i>FREE in advance, \$20 onsite</i> Owners - Foreman - Laborers <b>CONSTRUCTION</b>	<b>Selling and Installing Luxury Landscape Lighting (425)</b> JEFF HESSER - CAST LIGHTING <i>FREE in advance, \$20 onsite</i> Owners - Foreman - Laborers <b>CONSTRUCTION</b>		
1:30 PM - 1:45 PM								
1:45 PM - 2:00 PM								
2:00 PM - 2:15 PM								
2:15 PM - 2:30 PM								
2:30 PM - 2:45 PM								
2:45 PM - 3:00 PM								
3:00 PM - 3:15 PM								
3:15 PM - 3:30 PM								
3:30 PM - 3:45 PM								
3:45 PM - 4:00 PM								
4:00 PM - 4:15 PM								
4:30 PM - 4:30 PM								

Friday December 9, 2022 - ATLANTIC CITY CONVENTION CENTER

Room #	Tru-Scapes Arena	Mirage Arena	Latino Arena	Marmiro Arena
8:30 AM - 9:00 AM				
9:00 AM - 9:15 AM	<b>Fundamentals of Paver and Wall Installation - Continuous Build Part 2 (501)</b> BOB PHILLIPS - PHILLIPS LANDSCAPING ROSS CAUSEY - GARDEN SQUARE LANDSCAPING FREE in advance, \$20 onsite Owners - Foreman - Laborers <b>CONSTRUCTION</b>	<b>Become a Full-Service Outdoor Living Contractor (502)</b> JOE RABOINE - OLDCASTLE APG JOE PALIMENO - LEDDEN PALIMENO FREE in advance, \$20 onsite Owners - Foreman - Laborers <b>CONSTRUCTION</b>	<b>Fundamentals of Paver Installation (503) (Spanish)</b> MICHAEL TOUS - GRASSMASTERS Val Sosa - 3 Dimensional Design & Development FREE in advance, \$20 onsite Owners - Foreman - Laborers <b>CONSTRUCTION</b>	<b>Misconceptions of Clay Brick Pavers (504)</b> DOUG ROSE - PINE HALL BRICK FREE in advance, \$20 onsite Owners - Foreman - Laborers <b>CONSTRUCTION</b>
9:15 AM - 9:30 AM				
9:30 AM - 9:45 AM				
9:45 AM - 10:00 AM				
10:00 AM - 10:15 AM				
10:15 AM - 10:30 AM				
10:30 AM - 10:45 AM				
10:45 AM - 11:00 AM				
11:00 AM - 11:15 AM				
11:15 AM - 11:30 AM				
11:30 AM - 11:45 AM	Lunch	Lunch	Lunch	Lunch
11:45 AM - 12:00 PM				
12:00 PM - 12:15 PM				
12:15 PM - 12:30 PM				
12:30 PM - 12:45 PM				
12:45 PM - 1:00 PM				
1:00 PM - 1:15 PM				
1:15 PM - 1:30 PM				
1:30 PM - 1:45 PM				
1:45 PM - 2:00 PM				
2:00 PM - 2:15 PM				
2:15 PM - 2:30 PM				
2:30 PM - 2:45 PM				
2:45 PM - 3:00 PM				
3:00 PM - 3:15 PM				
3:15 PM - 3:30 PM				

Friday December 9, 2022 - ATLANTIC CITY CONVENTION CENTER

Room #	Classroom 1	Classroom 2	Classroom 3	Classroom 4	Classroom 5
8:30 AM - 9:00 AM					
9:00 AM - 9:15 AM	<b>Common Citations for Hardscape Installers (505)</b> JUSTIN BAKER - OSHA \$40 in advance, \$60 onsite Owners - Foreman - Laborers <b>BUSINESS MANAGEMENT</b>	<b>Building Your Business with Ponds &amp; Water Features (506)</b> TOM SMITH - GARDEN STATE KOI \$40 in advance, \$60 onsite Owners - Foreman - Laborers <b>CONSTRUCTION</b>	<b>Using Tools to Increase Productivity and Help Solve Your Labor Crisis (507)</b> PHIL BAHLER - PAVE TOOL INNOVATORS FREE in advance, \$20 onsite Owners - Foreman - Laborers <b>CONSTRUCTION</b>	<b>Installing Travertine and other Natural Stone Products (508)</b> MIKE CAREY - MARMIRO STONES NICK LOBASCIO - LOBASCIO CONCRETE PAVERS FREE in advance, \$20 onsite Owners - Foreman - Laborers	<b>BECOMING A MORE PROFESSIONAL LATINO-RUN HARDSCAPE BUSINESS (SPANISH) CONVIERTE EN UNA COMPAÑIA MAS PROFESIONAL Y EXITOSA (509)</b> JESUS SALINAS - AJS SOLUTIONS \$40 in advance, \$60 onsite Owners - Laborers <b>BUSINESS MANAGEMENT</b>
9:15 AM - 9:30 AM					
9:30 AM - 9:45 AM					
9:45 AM - 10:00 AM					
10:00 AM - 10:15 AM					
10:15 AM - 10:30 AM	Class Change				
10:30 AM - 10:45 AM	Class Change				
10:45 AM - 11:00 AM	<b>How to Properly Insure Your Business (510)</b> CRAIG CLARK - THE DUNN GROUP \$40 in advance, \$60 onsite Owners <b>BUSINESS MANAGEMENT</b>	<b>All You Need To Know - And Then Some - About Decking . . . (511)</b> LAINIE SLEPPIN - MOISTURE SHIELD FREE in advance, \$20 onsite Owners - Foreman - Laborers <b>CONSTRUCTION</b>	<b>Porcelain Pavers - Performance and Applications (512)</b> ANTONIO FERNANDEZ - MIRAGE USA RYAN TOSCANO - MIRAGE USA FREE in advance, \$20 onsite Owners - Foremen - Laborers <b>CONSTRUCTION</b>	<b>SRW Best Practices (513)</b> CHAD JULIUS - ALLAN BLOCK FREE in advance, \$20 onsite Owners - Foreman - Laborers <b>CONSTRUCTION</b>	
11:00 AM - 11:15 AM					
11:15 AM - 11:30 AM					
11:30 AM - 11:45 AM					
11:45 AM - 12:00 PM					
12:00 PM - 12:15 PM	Lunch				
12:15 PM - 12:30 PM	Lunch				
12:30 PM - 12:45 PM	Lunch				
12:45 PM - 1:00 PM	Lunch				
1:00 PM - 1:15 PM	Lunch				
1:15 PM - 1:30 PM	Lunch				
1:30 PM - 1:45 PM	Lunch				
1:45 PM - 2:00 PM	<b>Utilizing Drones and other Technology to Market your Business (518)</b> ANDREW LUDEWIG - EP HENRY MATT BASARA - EP HENRY FREE in advance, \$20 onsite Owners - Foremen <b>BUSINESS MANAGEMENT</b>	<b>You Can Charge for Your Estimates (519)</b> ROSS CAUSEY - GARDEN SQUARE LANDSCAPING \$40 in advance, \$60 onsite Owners <b>BUSINESS MANAGEMENT</b>	<b>The Scoop - An Engineer's Perspective of Residential Hardscape Construction (520)</b> BART SHIPPEE - SHIPPEE ENGINEERING \$40 in advance, \$60 onsite Owners - Foremen <b>CONSTRUCTION</b>	<b>15 Shift Points to Becoming a Multi-Million Dollar Business (521)</b> JAROD HYNSON - EARTH, TURF & WOOD \$100 in advance, \$125 onsite Owners - Foreman <b>BUSINESS MANAGEMENT</b>	
2:00 PM - 2:15 PM					
2:15 PM - 2:30 PM					
2:30 PM - 2:45 PM					
2:45 PM - 3:00 PM					
3:00 PM - 3:15 PM	Lunch				
3:15 PM - 3:30 PM	Lunch				