Tuesday December 6, 2022 - RESORTS HOTEL & CASINO

Room #		Room 1	Room 3	Room 4	Room 5	
8:00 AM	9:00 AM	Concrete Paver Installer Course				
9:00 AM -	9:30 AM	(ICPI Level 1) (TW21) Day 1	Concrete Paver Installer Course (ICPI Level 1) - SPANISH (TW23) Day 1	Basic SRW Installer Certification (NCMA)	PICP Specialist Course	
9:30 AM -	10:00 AM	ICPI CERTIFIED INSTALLERS Non-ICPI Member: \$400	MICHAEL TOUS - GRASSMASTERS Non-ICPI Member: \$400 ICPI Voting Member:\$240 Onsite \$450 Owners - Foreman - Laborers CERTIFICATION	(T24) DON ARMSTRONG - OLDCASTLE APG \$300 in advance, \$350 onsite	(ICPI) (725) KEVIN EARLEY - OLDCASTLE APG BILL GARDOCKI-MASTER EDUCATOR Non-ICPI Member:\$340 ICPI Voting Member:\$204 Onsite \$390 CERTIFICATION	
10:00 AM -	10:30 AM	ICPI Voting Member: \$240				
10:30 AM -	11:00 AM	Onsite \$450 Owners - Foreman - Laborers				
11:00 AM -	11:30 AM	CERTIFICATION				
11:30 AM -	12:00 PM					
12:00 PM -	12:30 PM	Lunch	Lunch	Lunch	Lunch	
12:30 PM -	1:00 PM					
1:00 PM -	1:30 PM					
1:30 PM -	2:00 PM	Concrete Paver Installer Course				
2:00 PM -	2:30 PM	(ICPI Level 1)	Concrete Paver Installer Course (ICPI Level 1) - SPANISH	Basic SRW Installer Certification (NCMA)	PICP Specialist Course (ICPI)	
2:30 PM -	3:00 PM	Day 1 ICPI CERTIFIED INSTALLERS	Day 1	DON ARMSTRONG - OLDCASTLE APG	KEVIN EARLEY - OLDCASTLE APG	
3:00 PM -	3:30 PM		MICHAEL TOUS - GRASSMASTERS Owners - Foreman - Laborers CERTIFICATION	Owners - Foreman - Laborers CERTIFICATION	BILL GARDOCKI-MASTER EDUCATOR Owners - Foreman - Laborers CERTIFICATION	
3:30 PM -	4:00 PM	CERTIFICATION				
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				
9:00 AM -	9:30 AM	Concrete Paver Installer Course			
9:30 AM -	10:00 AM	(ICPI Level 1)	Concrete Paver Installer Course (ICPI Level 1) - SPANISH	SRW Advanced Residential Installer Program (NCMA) (W34)	Allan Block Contractor Certification Program (W35)
10:00 AM -	10:30 AM	Day 2 ICPI CERTIFIED INSTALLERS	Day 2	BILL GARDOCKI-MASTER EDUCATOR	DON CLAYTON - ALLAN BLOCK
10:30 AM -	11:00 AM	Owners - Foreman - Laborers	MICHAEL TOUS - GRASSMASTERS Owners - Foreman - Laborers	\$300 in advance, \$350 onsite Owners - Foreman - Laborers	\$50 in advance, \$100 onsite Owners - Foreman - Laborers
11:00 AM -	11:30 AM	CERTIFICATION	CERTIFICATION	CERTIFICATION	CERTIFICATION
11:30 AM -	12:00 PM				
12:00 PM -	12:30 PM	Lunch	Lunch	Lunch	Lunch
12:30 PM -	1:00 PM				
1:00 PM -	1:30 PM				Allan Block Contractor Certification Program
1:30 PM -	2:00 PM	Concrete Paver Installer Course	Concrete Paver Installer Course		DON CLAYTON - ALLAN BLOCK
2:00 PM -	2:30 PM	(ICPI Level 1)	(ICPI Level 1) - SPANISH	SRW Advanced Residential Installer Program (NCMA)	Owners - Foreman - Laborers CERTIFICATION
2:30 PM -	3:00 PM	Day 2 ICPI CERTIFIED INSTALLERS	Day 2 MICHAEL TOUS - GRASSMASTERS	BILL GARDOCKI-MASTER EDUCATOR	CENTIFICATION
3:00 PM -	3:30 PM	Owners - Foreman - Laborers	Owners - Foreman - Laborers CERTIFICATION	Owners - Foreman - Laborers CERTIFICATION	
3:30 PM -	4:00 PM	CERTIFICATION	CERTIFICATION		
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					
9:15 AM -	9:30 AM					
9:30 AM -	9:45 AM			Fundamentls of Retaining Wall Installation - Continuous Build (403) (Spanish)		
9:45 AM -	10:00 AM	Fundamentals of Paver and Wall Installation - Continuous Build "I Wish I				
10:00 AM -	10:15 AM	Would've Known This Before" (401)				
10:15 AM -	10:30 AM	BOB PHILLIPS - PHILLIPS LANDSCAPING ROSS CAUSEY - GARDEN SQUARE	Designing and Building with Porcelain	MICHAEL TOUS - GRASSMASTERS VAL SOSA - 3 DIMENSIONS DESIGN &	Installing Stone Veneer (404)	
10:30 AM -	10:45 AM	LANDSCAPING	Pavers (402)	DEVELOPMENT	JEFF MILLER - EP HENRY FREE in advance, \$20 onsite	
10:45 AM -	11:00 AM	FREE in advance, \$20 onsite Owners - Foreman - Laborers	ANTONIO FERNANDEZ - MIRAGE USA RYAN TOSCANO - MIRAGE USA	FREE in advance, \$20 onsite Owners - Foreman - Laborers	Owners - Foreman - Laborers	
11:00 AM -	11:15 AM	CONSTRUCTION	FREE in advance, \$20 onsite	CONSTRUCTION	CONSTRUCTION	
11:15 AM -	11:30 AM		Owners - Foreman - Laborers CONSTRUCTION			
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					
1:45 PM -	2:00 PM					
2:00 PM -	2:15 PM	Fundamentals of Paver and Wall	EP Henry's Cast Stone Wall and	Fundamentls of Retaining Wall	Installing Natural Stone for Pools, Pool	
2:15 PM -	2:30 PM	Installation - Continuous Build "I Wish I	Belgard's Tandem Wall Interactive Live	Installation - Continuous Build (403)	Coping, Patios and Caps. Digital	
2:30 PM -	2:45 PM	Would've Known This Before" (401) BOB PHILLIPS - PHILLIPS LANDSCAPING	Demo Installation (417) JEREMY GEORGE - NEXT LEVEL	(Spanish) MICHAEL TOUS - GRASSMASTERS	Templating and Custom Fabrication	
2:45 PM -	3:00 PM	ROSS CAUSEY - GARDEN SQUARE	HARDSCAPING	VAL SOSA 3 DIMENSIONS DESIGN &	(419) NICK LOBASCIO- LOBASCIO CONCRETE	
3:00 PM -	3:15 PM	LANDSCAPING	FREE in advance, \$20 onsite	DEVELOPMENT	PAVERS	
3:15 PM -	3:30 PM	FREE in advance, \$20 onsite Owners - Foreman - Laborers	Owners - Foreman - Laborers CONSTRUCTION	FREE in advance, \$20 onsite Owners - Foreman - Laborers	FREE in advance, \$20 onsite Owners - Foreman - Laborers	
3:30 PM -	3:45 PM	CONSTRUCTION		CONSTRUCTION	CONSTRUCTION	
3:45 PM -	4:00 PM					
4:00 PM -	4:15 PM					
4:30 PM -	4:30 PM					

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Thursday December 8, 2022 - ATLANTIC CITY CONVENTION CENTER

4:00 PM -

4:30 PM - 4:30 PM

4:15 PM

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

Friday December 9, 2022 - ATLANTIC CITY CONVENTION CENTER

Room #	3,2022 A	TLANTIC CITY CONVENTION CENTER Tru-Scapes Arena	Mirage Arena	Latino Arena	Marmiro Arena
	0.00.444	Tru-Scapes Arena	Willage Alelia	Latino Arena	Marmiro Arena
8:30 AM -	9:00 AM				
9:00 AM -	9:15 AM				
9:15 AM	9:30 AM				
9:30 AM -	9:45 AM	Fundamentals of Paver and Wall			
9.50 AIVI -		Installation - Continuous Build Part 2		Fundamentals of Paver Installation	
9:45 AM	10:00 AM	(501)		(503) (Spanish)	
10:00 AM -	10:15 AM	BOB PHILLIPS - PHILLIPS LANDSCAPING	Become a Full-Service Outdoor Living	MICHAEL TOUS - GRASSMASTERS Val	Misconceptions of Clay Brick Pavers (504)
10:15 AM	10:30 AM	ROSS CAUSEY - GARDEN SQUARE LANDSCAPING	Contractor (502) JOE RABOINE - OLDCASTLE APG	Sosa - 3 Dimensional Design & Development	DOUG ROSE - PINE HALL BRICK FREE in advance, \$20 onsite Owners -
10:30 AM -	10:45 AM	FREE in advance, \$20 onsite	JOE PALIMENO - LEDDEN PALIMENO	FREE in advance, \$20 onsite	Foreman - Laborers
10:45 AM	11:00 AM	Owners - Foreman - Laborers	FREE in advance, \$20 onsite	Owners - Foreman - Laborers	CONSTRUCTION
11:00 AM -	11:15 AM	CONSTRUCTION	Owners - Foreman - Laborers	CONSTRUCTION	
11:15 AM	11:30 AM		CONSTRUCTION		
11:30 AM -	11:45 AM		55.10.11.55.15.11		
11:45 AM	12:00 PM				
12:00 PM -	12:15 PM				Lunch
12:15 PM	12:30 PM				
12:30 PM -	12:45 PM	Lunch	Lunch	Lunch	
12:45 PM	1:00 PM				
1:00 PM	1:15 PM			Designing and Building with Porcelain	
1:15 PM -	1:30 PM			Pavers (516)	
1:30 PM -	1:45 PM	Increase Your Profits and Installation		(Spanish)	
1:45 PM	2:00 PM	Knowledge of Low Voltage Landscape		ANTONIO FERNANDEZ - MIRAGE USA	
2:00 PM -	2:15 PM	Lighting (514)	Become a Full-Service Outdoor Living Contractor (502)	FREE in advance, \$20 onsite	
2:15 PM	2:30 PM	JIM FREDERICK - TRU-SCAPES	JOE RABOINE - OLDCASTLE APG	Owners - Foreman - Laborers	
2:30 PM	2:45 PM	FREE in advance, \$20 onsite	JOE PALIMENO - LEDDEN PALIMENO FREE in advance, \$20 onsite	CONSTRUCTION	
2:45 PM - 3:00 PM	3:00 PM 3:15 PM	Owners - Foreman - Lahorers	Owners - Foreman - Laborers		
3:00 PM -	3:15 PM 3:30 PM	CONSTRUCTION	CONSTRUCTION		
3:12 PIVI -	3:30 PIVI				

Marmiro Arena
ons of Clay Brick Pavers (504) ROSE - PINE HALL BRICK
te, \$20 onsite Owners - oreman - Laborers
CONSTRUCTION
Lunch

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	Common Citations for Hardscape Installers (505)	Building Your Business with Ponds & Water	Using Tools to Increase Productivity and	Installing Travertine and other Natural	
9:15 AM	9:30 AM	JUSTIN BAKER - OSHA S40 in advance, S60 onsite Features (506) TOM SMITH - GARDEN STATE KOI	Features (506)	Help Solve Your Labor Crisis (507) KOI PHIL BAHLER - PAVE TOOL INNOVATORS	Stone Products (508) MIKE CAREY - MARMIRO STONES NICK LOBASCIO - LOBASCIO CONCRETE	
9:30 AM -	9:45 AM					
9:45 AM	10:00 AM	Owners - Foreman - Laborers	\$40 in advance, \$60 onsite	FREE in advance, \$20 onsite	PAVERS	BECOMING A MORE PROFESSIONAL LATINO-
10:00 AM -	10:15 AM	BUSINESS MANAGEMENT	Owners - Foreman - Laborers	Owners - Foreman - Laborers	FREE in advance, \$20 onsite	RUN HARDSCAPE BUSINESS (SPANISH) CONVIERTE EN UNA COMPAÑIA MAS PROFESSIONAL Y EXITOSA (509)
10:15 AM	10:30 AM		CONSTRUCTION	CONSTRUCTION	Owners - Foreman - Laborers	
10:30 AM -	10:45 AM	Class Change	Class Change	Class Change	Class Change	JESUS SALINAS - AJS SOLUTIONS
10:45 AM	11:00 AM	How to Properly Insure Your Business (510)	All You Need To Know - And Then Some -	Porcelain Pavers - Performance and Applications	SRW Best Practices (513)	\$40 in advance, \$60 onsite
11:00 AM -	11:15 AM	CRAIG CLARK - THE DUNN GROUP	About Decking (511)	(512) ANTONIO FERNANDEZ - MIRAGE USA	CHAD JULIUS - ALLAN BLOCK	Owners - Laborers
11:15 AM	11:30 AM	\$40 in advance, \$60 onsite	LAINIE SLEPPIN - MOISTURE SHIELD	RYAN TOSCANO - MIRAGE USA	FREE in advance, \$20 onsite	BUSINESS MANAGEMENT
11:30 AM -	11:45 AM	Owners BUSINESS MANAGEMENT	FREE in advance, \$20 onsite Owners - Foreman - Laborers	FREE in advance, \$20 onsite	Owners - Foreman - Laborers	
11:45 AM	12:00 PM		BUSINESS MANAGEMENT	CONSTRUCTION	Owners - Foremen - Laborers	CONSTRUCTION
12:00 PM -	12:15 PM		CONSTRUCTION	CONSTRUCTION		
12:15 PM	12:30 PM					
12:30 PM -	12:45 PM					
12:45 PM 1:00 PM	1:00 PM 1:15 PM	Lunch	Lunch	Lunch	Lunch	Lunch
1:00 PM -	1:15 PM					
1:30 PM -	1:45 PM					
1:45 PM	2:00 PM					
2:00 PM -	2:15 PM	Utilizing Drones and other Technology to Market your Business (518)	You Can Charge for Your Estimates (519) ROSS CAUSEY - GARDEN SQUARE	The Scoop - An Engineer's Perspective of Residential Hardscape Construction (520)	15 Shift Points to Becoming a Multi-Million Dollar Business (521)	
2:15 PM	2:30 PM	ANDREW LUDEWIG -EP HENRY	LANDSCAPING	BART SHIPPEE - SHIPPEE ENGINEERING	JAROD HYNSON - EARTH, TURF & WOOD	
2:30 PM	2:45 PM	MATT BASARA - EP HENRY FREE in advance, \$20 onsite Owners - Foremen	\$40 in advance, \$60 onsite	\$40 in advance, \$60 onsite	\$100 in advance, \$125 onsite	
2:45 PM -	3:00 PM		Owners	Owners - Foremen	Owners - Foreman	
3:00 PM	3:15 PM	BUSINESS MANAGEMENT	BUSINESS MANAGEMENT	CONSTRUCTION	BUSINESS MANAGEMENT	
3:15 PM -	3:30 PM					