

CONNECT



DISCOVER





2022

ANNUAL
CONFERENCE



APRIL
25-29

OMNI
SHOREHAM
HOTEL

WASHINGTON
DC

EXPERIENCE



ATTEND



CONFERENCE SCHEDULE

MON
4/25

8:00 AM – 9:00 AM
SC&RF: EXECUTIVE COMMITTEE

9:15 AM – 10:15 AM
**SC&RF: COMMUNICATIONS/
DEVELOPMENT COMMITTEE**

10:30 AM – 11:30 AM
SC&RF: SCHOLARSHIP COMMITTEE

11:00 AM – 5:00 PM
REGISTRATION/INFORMATION

11:45 AM – 12:45 PM
SC&RF: RESEARCH COMMITTEE

1:00 PM – 2:00 PM
SC&RF: BOARD OF DIRECTORS

2:15 PM – 3:15 PM
COMMUNICATIONS ADVISORY COMMITTEE

3:30 PM – 4:30 PM
EDITORIAL ADVISORY BOARD
Committee Members Only

5:30 PM – 7:00 PM
FIRST TIMERS' RECEPTION

Sponsored by:  

7:00 PM – 10:00 PM
PAST CHAIRMANS' DINNER
By invitation only

8:30 PM – 10:00 PM
MEET & GREET

TUES
4/26

6:30 AM – 5:00 PM
REGISTRATION/INFORMATION

6:45 AM – 7:30 AM
LIFT & MOVE USA
5K FUN RUN/WALK

Sponsored by: 

7:15 AM – 8:45 AM
EXECUTIVE COMMITTEE
Committee members only

8:00 AM – 8:30 AM
HAULING CONTESTANTS MEETING
By invitation only

8:00 AM – 8:30 AM
RIGGING CONTESTANTS MEETING
By invitation only

8:00 AM – 9:00 AM
MEMBERSHIP COMMITTEE

8:45 AM – 9:45 AM
**C&R GROUP SAFETY EDUCATION
AND TRAINING COMMITTEE**

9:00 AM – 10:30 AM
PERMIT POLICY COMMITTEE

9:15 AM – 10:30 AM
**ALLIED INDUSTRIES GROUP
GOVERNING AND ANNUAL
MEMBERSHIP MEETING**

9:30 AM – 12:30 PM

LADIES GROUP GOVERNING COMMITTEE AND ANNUAL MEMBERSHIP MEETING & BRUNCH

Sponsored by:  

10:00 AM – 11:00 AM

C&R GROUP LABOR COMMITTEE

11:00 AM – 12:00 PM

TRANSPORTATION GROUP SAFETY EDUCATION AND TRAINING COMMITTEE

11:15 AM – 12:15 PM

TOWER CRANE COMMITTEE

12:30 PM – 1:30 PM

OPENING SESSION: 5 STEPS TO MAKE THE IMPOSSIBLE POSSIBLE

Speaker: Ben Nemtin, Author

Sponsored by:  

1:45 PM – 2:15 PM

INSURANCE & RISK MANAGEMENT COMMITTEE

2:30 PM – 4:00 PM

EDUCATIONAL SESSION: WHAT EVERY POLICYHOLDER NEEDS TO KNOW ABOUT CLAIM TRENDS

Speakers: Chris E. Mikolay & Paul Stock, National Interstate Insurance Company

Bill Smith, NBIS (NationsBuilders Insurance Services, Inc.)

4:15 PM – 5:30 PM

BUSINESS SUCCESSION AND ESTATE PLANNING: HOW TO PREPARE FOR NEW TAX PROPOSALS TO PROTECT YOUR COMPANY

Speakers: Lee and Terry Resnick, Resnick Associates

7:30 PM – 9:00 PM

PRESIDENT'S RECEPTION

Sponsored by:   





CONFERENCE SCHEDULE, CONT'D.

WED
4/27

6:30 AM – 5:00 PM

**REGISTRATION/
INFORMATION**

7:00 AM – 7:15 AM

**ASSOCIATION NOMINATING
COMMITTEE**

7:30 AM – 8:45 AM

**LINK-BELT BREAKFAST:
COMPLAINT FREE BUSINESS**

Speaker: Will Bowen

Sponsored by: **Link-Belt**
CRANES

9:00 AM – 11:00 AM

**CRANE & RIGGING GROUP
MEMBERSHIP MEETING/
GOVERNING COMMITTEE**

9:00 AM – 11:00 AM

**TRANSPORTATION GROUP
MEMBERSHIP MEETING/
GOVERNING COMMITTEE**

12:00 PM – 5:00 PM

DC TOURS

- Washington's Monuments

Sponsored by:



- Georgetown Foodie

Sponsored by:



- Museum Highlights

Sponsored by: **MATCOM.**

1:30 PM – 2:30 PM

**EDUCATIONAL SESSION:
IT'S SHOWTIME: DISCOVER YOUR
PERFORMANCE MINDSET**

Speaker: Jon Petz

Sponsored by: **ALLIED**, **CCO**, **ORISTOW**

6:30 PM – 10:00 PM

**AMERICA UNITED:
A STARS & STRIPES
FOREVER CELEBRATION
Fundraiser to
benefit the SC&RF**

Bar & wine sponsored by:



Dinner sponsored by:



Entertainment sponsored by:



Raffle sponsored by:



Decorations sponsored by: **WHITE BROTHERS**



THU 4/28

7:30 AM – 4:00 PM
REGISTRATION/INFORMATION

7:30 AM – 9:00 AM
TRAIL KING BREAKFAST:
STANDUP MAGICIAN: COMEDY
MEETS ASTONISHING MAGIC
Speaker: Derek Hughes

Sponsored by: 

9:15 AM – 12:45 PM
EXHIBIT CENTER

Lunch/refreshments sponsored by:



1:00 PM – 5:00 PM
RIGGING JOB OF THE YEAR
COMPETITION

Refreshments sponsored by:



7:00 PM – 8:00 PM
INTERNATIONAL MEMBERS RECEPTION

By invitation only

Sponsored by: 

8:00 PM – 10:00 PM
ACOUSTIC ALCHEMY GUITAR
RECEPTION

Sponsored by:  





FRI 4/29

8:00 AM – 1:00 PM
REGISTRATION/INFORMATION

8:00 AM – 9:30 AM
ANNUAL MEMBERSHIP & BOARD OF
DIRECTORS MEETING

10:00 AM – 2:00 PM
HAULING JOB OF THE YEAR COMPETITION

Refreshments sponsored by:  

5:30 PM – 6:30 PM
BOARD OF DIRECTORS RECEPTION

By invitation only

Sponsored by:  

6:30 PM – 7:30 PM
CLOSING NIGHT RECEPTION

Sponsored by:  

7:30 PM – 11:00 PM
AWARDS RECOGNITION DINNER

Dinner sponsored by:

Entertainment sponsored by:



RECEPTIONS

FIRST-TIMERS' RECEPTION

April 25, 5:30 pm

Is this your first SC&RA meeting? Join us for a special reception to network with officers and key leaders in the Association, first-time attendees, as well as SC&RA staff.

PRESIDENT'S RECEPTION

April 26, 7:30 pm

Association President, Kevin Johnston will host the most popular and well-attended reception of the conference. This is the evening to seek out clients, old friends, and introduce yourself to new members.

LINK-BELT BREAKFAST

April 27, 7:30 am

Enjoy breakfast and morning coffee. All registered spouses are invited to attend the breakfast.



AMERICA UNITED: A STARS & STRIPES FOREVER CELEBRATION FUNDRAISER TO BENEFIT THE SC&RF

April 27, 6:30 pm

Join us for a casual, Americana-style event featuring a menu that pays homage to past presidents with tastings of moonshine and martinis – two American classics. Mix and mingle to a live band and other period performances. Plus enjoy special guest appearances by a few of our nation's most notable leaders and other entertainment.

Attire is casual.

Ticket Price: \$175.00

Proceeds from this event benefit the SC&RF (Specialized Carriers & Rigging Foundation)

TRAIL KING BREAKFAST

April 28, 7:30 am

Enjoy breakfast and morning coffee. All registered spouses are invited to attend the breakfast.

INTERNATIONAL MEMBERS RECEPTION

April 28, 7:00 pm

This reception recognizes and celebrates all international members who have traveled far distances to attend the meeting. Attire is professional. (This event is by invitation only.)

GUITAR RECEPTION

April 28, 8:00 pm

SC&RA members provide live musical entertainment in an informal reception for all attendees. This is the perfect place for networking and fun.

AWARDS & RECOGNITION DINNER

April 29, 6:30 pm

Join over 300 attendees as we close out the conference in style. The program includes awards for membership, Job of the Year Awards, and more. Enjoy dinner while networking with peers. New for this year is an after-party with live entertainment, drinks, and a dessert bar. The cost of this event is included in your registration, but we ask that you let us know if you will be attending. Tickets for the event will be provided onsite. Attire is black tie optional.





SPOUSE ACTIVITY

LADIES GROUP MEMBERSHIP MEETING & BRUNCH

Tuesday, April 26
9:30 am - 12:30 pm

Margie Springer, a non-profit entrepreneur, will share her journey forming and building her nonprofit, Kenzania – a handmade clothing line sold exclusively online and in boutique shows. Attendees will learn how Kenzania’s clothing production in Kenya and Tanzania creates opportunity for local craftswomen. After brunch, we’ll enjoy the opportunity to see and purchase Kenzania pieces like jewelry, tabletop linens, baskets, sarongs, bathrobes, purses and more. To view the collection go to www.kenzania.com.

Sponsored by:  



TOURS

WASHINGTON'S MONUMENTS TOUR

Wednesday, April 27 12:00 pm-5:00 pm
Duration: 4 hours

The best thing to experience when visiting the Nation’s Capital is the monuments and memorials on the National Mall. During this tour, your private guide will recount the history of the monuments and city as you view the spectacular monuments. The tour will drive by the White House, and stop at the US Capitol building. After departing there, see the Washington Monument and stop at the magnificent WWII Memorial. The last stop on the tour will be the Lincoln Memorial.

Sponsored by:   

GEORGETOWN FOODIE TOUR

Wednesday, April 27 12:00 pm-5:00 pm
Duration: 4 hours

The Georgetown Foodie Tour takes place in the heart of Georgetown. The neighborhood’s historic roots are still present and can be seen in the Federal style architecture and cobblestone streets. This food tour will give guests an opportunity to enjoy flavors connected to this famous neighborhood, along with learning about the history, architecture and culture of Georgetown. Guests will experience a variety of the neighborhood’s classic textures and tastes like Italian, German, and Mexican.

Sponsored by:   

MUSEUM HIGHLIGHTS TOUR

Wednesday, April 27 12:00 pm-5:00 pm
Duration: 4 hours

See some of the most popular museum exhibits in Washington, D.C. at two of the city’s most visited museums. The tour will begin at The National Gallery of Art which is the national art museum of the United States. The tour continues to the Smithsonian Museum of Natural History. The museum’s collection contains over 145 million specimens, making it the largest natural history collection in the world.

Sponsored by: 



LEARN

 **TUESDAY, APRIL 26**

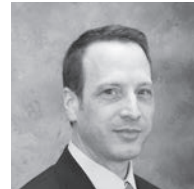


12:30 pm – 1:30 pm

5 STEPS TO MAKE THE IMPOSSIBLE POSSIBLE

Articulating and prioritizing your personal goals is not a selfish act—but one that creates a positive ripple effect that inspires others to live their best life. Nemtin’s message of radical possibility combined with his ‘5 Steps to Make the Impossible Possible’ will leave you not only inspired, but also equipped with tools to tackle the seemingly insurmountable.

Speaker: Ben Nemtin, Author



4:15 pm – 5:30 pm

BUSINESS SUCCESSION AND ESTATE PLANNING: HOW TO PREPARE FOR NEW TAX PROPOSALS TO PROTECT YOUR COMPANY

When it comes to succession and estate planning, it’s just not enough to have “something in place.” Join us to learn about proposed tax law changes that could have a direct impact on your overall wealth. Gain an understanding of: why profitable businesses ultimately fail; the importance of business owners coordinating business succession plans with estate plans; addressing active vs. inactive children within a family business; liquidity issues; valuation methodologies that will satisfy the IRS while lowering the tax bill; the proper type of buy-sell agreement that allows for maximum tax savings/cost efficiency; and frequent insurance funding mistakes that oftentimes result in massive tax liabilities that could have been legally avoided.

Speakers: Lee Resnick and Terry Resnick, Resnick Associates



2:30 pm - 4:00 pm

WHAT EVERY POLICYHOLDER NEEDS TO KNOW ABOUT CLAIM TRENDS

Listen and learn as SC&RA’s trusted endorsed market partners, National Interstate Insurance and NBIS, expose the top claim trends affecting the industry and the associated dollar losses. Understand how this aggregated private source data can be used to strengthen your safety and risk management programs and what steps you need to take in your own company to protect your assets in 2022 and beyond.

Speakers:

Chris E. Mikolay & Paul Stock, National Interstate Insurance Company

Bill Smith, NBIS (NationsBuilders Insurance Services, Inc.)





WEDNESDAY, APRIL 27



7:30 am - 8:45 am

LINK-BELT CRANES BREAKFAST: COMPLAINT FREE BUSINESS

Both executives and employees deal with hundreds of complaints on a daily basis. Learn as the founder of the Complaint Free® movement shows how chronic complaining has a destructive effect on success, health, and relationships. Even more importantly, he'll share how to get other people and ourselves to stop complaining. Best-selling author Will Bowen will leave everyone inspired, mindful of their own complaints, and motivated to approach complaining customers and co-workers with new, simple and effective strategies.

Speaker: Will Bowen



1:30 pm - 2:30 pm

IT'S SHOWTIME: DISCOVER YOUR PERFORMANCE MINDSET

It's time to get unstuck. From the limited belief system that tells you that good enough is good enough. It's time to make every day an opportunity to shine like...It's showtime! In this perspective-changing message, Jon Petz shares how every single one of us has the ability to positively impact work, life, leadership, and relationships. One simple shift can lead to improved human connection, peak performance productivity, a powerful sense of purpose, and days you can't wait to get out of bed to show up for!

Speaker: Jon Petz



THURSDAY, APRIL 28



7:30 am - 9:00 am

TRAIL KING BREAKFAST

STANDUP MAGICIAN: COMEDY MEETS ASTONISHING MAGIC

You might recognize Derek Hughes as one of the recent finalists on America's Got Talent but his experiences range far beyond that. Hughes' loveable sarcasm and warm charisma have paved the way to appearances on The Ellen DeGeneres Show, Penn & Teller: Fool Us!, and NBC's America's Got Talent, where he was the only comedy magician ever voted a top ten finalist. In times of uneasiness, laughter is an unbeatable stress reliever, and if laughter is the best medicine, then Hughes is just what the doctor ordered.

Speaker: Derek Hughes

PARTICIPATE



HOTEL

SC&RA GROUP RATES

Standard Room - \$297.00

You must first register for the Annual Conference. Once registered, you will receive instructions for booking your accommodations in your confirmation email.

SC&RA Cancellations Policy

Cancellations or changes made within 14 days of arrival will result in full payment (room and tax) for each room night canceled. An early departure fee will be charged for any reservations that check out prior to the reserved checkout date if the hotel is not notified.



SC&RA SAFE®

During these unprecedented times, SC&RA is going above and beyond the norm to ensure we protect our members, staff, and invited guests while attending our events. Beyond the fundamental duty of doing the right things, we have adopted enhanced health and safety measures to provide meeting attendees increased confidence in their decision to participate in live SC&RA events. For the latest COVID-19 protocols for this location, visit www.scranet.org/DCCovid.

OMNI SHOREHAM HOTEL
2500 CALVERT STREET NW
WASHINGTON, DC 20008



REGISTRATION

Regular registration ends on April 10, 2022. Any registration after this date will be considered on-site and charged the on-site fee.

FEES

MEMBER

| | |
|-----------------|-------|
| Registrant | \$915 |
| Spouse/Guest | \$575 |
| Child (over 18) | \$575 |
| Child | \$500 |

NON-MEMBER

| | |
|-----------------|---------|
| Registrant | \$1,365 |
| Spouse/Guest | \$850 |
| Child (over 18) | \$850 |
| Child | \$745 |

OTHER FEES

| | |
|------------------|-------|
| SC&RF FUNDRAISER | \$175 |
|------------------|-------|

Cancellation Policy

There will be a charge of \$125 per person for cancellations received after March 3, 2022. No refunds for cancellations after April 7, 2022. Interest charges of one and one-half percent per month will be added to delinquent accounts together with any attorney's fees and cost of collection if necessary.

JOIN NOW FOR THE MEMBER RATE!

Save money when you register for the Annual Conference by joining SC&RA. To become a member, contact Jason Bell at (703) 698-0291 or visit www.scranet.org/membership.



JOB OF THE YEAR COMPETITION

**ENTRY DEADLINE IS
FEBRUARY 28, 2022**

One of the most anticipated and highly attended event of the Annual Conference is the Job of the Year presentations. Companies submitting Job of the Year applications will be invited to present to peers and judges during the Conference. The winner in each category will be announced and presented with an award at the Closing Night ceremonies! Winners must be present at the Closing Night Dinner.

**VISIT SCRANET.ORG/AWARDS FOR
CATEGORIES AND ELIGIBILITY.**



EXHIBIT CENTER

RESERVE A BOOTH!

SC&RA's Exhibit Center is a must-attend event for this niche industry. Booths generally sell out months before the Conference and over 95% of exhibitors return year after year.

EXHIBIT CENTER DETAILS

Thursday, April 28, from
9:15 am - 12:45 pm

Member: \$1,900

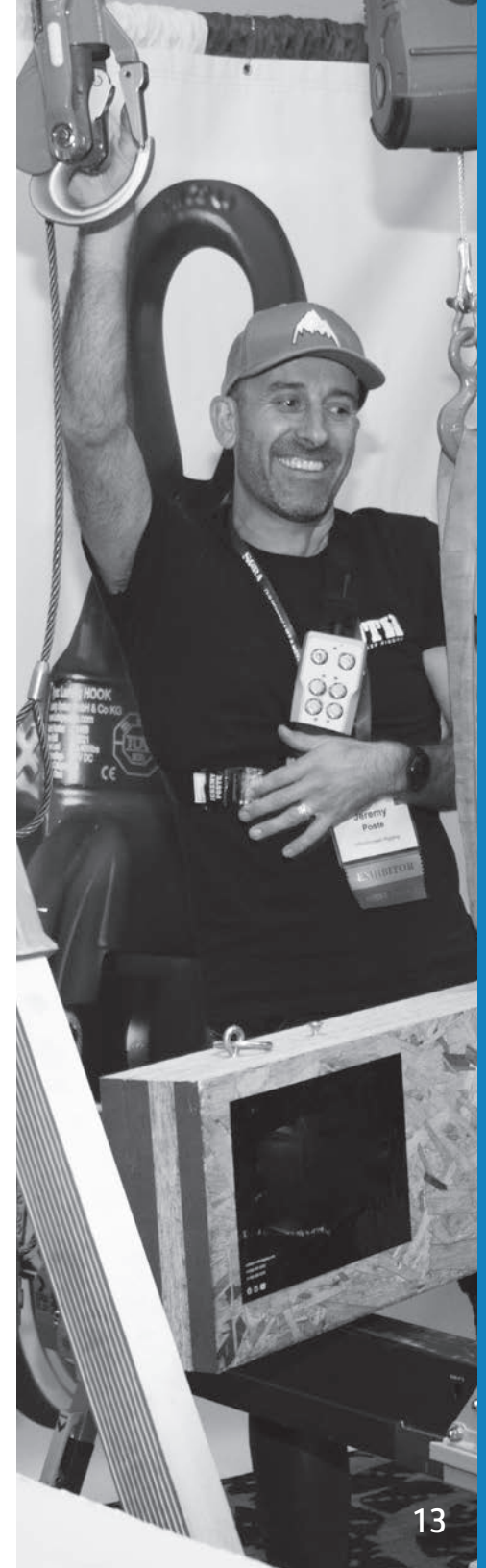
Non-Member: \$2,790

*Booth fees include one
complimentary attendee
registration valued at \$915*

***Booths sell quickly! Reserve your
spot today.***

***Visit www.scranet.org/ACEX2022
or call Melanie Khoury
at (703) 698-0291.***

Register at www.scranet.org/ac2022



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2022

ANNUAL CONFERENCE



APRIL 25-29

OMNI SHOREHAM HOTEL
WASHINGTON, DC

- Exhibit Center with 90 booths
- Sessions on insurance & risk management and succession & estate planning
- Networking receptions every evening
- SC&RF Fundraiser
- Closing night awards dinner with live entertainment

REGISTER AT
SCRANET.ORG/AC 2022

EXPLORE

