

2025 Statewide HVAC Summit Schedule



Thursday, October 23

6:00 – 7:00 PM	North Tower	Registration Open
7:00 – 9:00 PM	Salon 4	Welcome Reception

Friday, October 24

7:30 – 8:00 AM	North Tower	Registration and Breakfast
7:30 – 3:30 PM	Salon 3	Exhibit Hall Open
8:00 – 9:15 AM	Salon 4	Welcome & Keynote, Demystifying the HVAC Landscape: Macro Themes, Market Drivers, and Near-Term Outlook for the Industry Chris Daum, President and CEO of FMI Corporation
9:15 – 9:30 AM	Salon 3	Break & Exhibit Hall
9:30 – 10:20 AM	Salon 4	Be Better: Elevate Your Business, Skills, & Mindset Carl Ippoliti, Carrier/Bryant/Peirce Phelps & Michael Culp, Mitsubishi Electric
10:20 – 10:30 AM	Salon 3	Break & Exhibit Hall
10:30 – 11:20 AM	Salon 2 Salon 1 Carousel Pageant A Pageant B Pageant C	Small Shop, Big Advantage: Outsmart the Competition for Techs with HR & Benefits Robert Klaiss & Kristine Robinson, NEMR Total HR Unlocking Financial Freedom: How to Maximize Cash Flow to Ownership David Fox, Fox and Partners Manual J/S Ed Janowiak, ACCA Mitsubishi: Win As One Making the Most out of your Weil-McLain Resources this Heating Rob Dunn, Weil-McLain Press Tools & the Growing Trend Trevor Reinwald, Milwaukee Tool
11:20 – 11:30 AM	Salon 3	Break & Exhibit Hall

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11:30 – 12:20 PM	Salon 2	<u>From SEO to GEO: How HVAC Contractors Stay Visible in the AI Search Era</u> Brandon Rost, beMarketing
	Salon 1	<u>Leveraging Residential & Commercial Utility Programs through JCP&L, ACE and RECO</u> Randy Bak, NEIF
	Carousel	<u>Manual D</u> Ed Janowiak, ACCA
	Pageant A	<u>Mitsubishi: Win As One</u>
	Pageant B	<u>Weil McLain's Controls Class</u> Rob Dunn, Weil-McLain
12:20 – 1:20 PM	Salon 3 & 4	Lunch, DOL Presentation, Exhibit Hall
1:20 – 2:10 PM	Salon 2	<u>Calling 811 & Safe Digging Practices</u> Jamal Branch, South Jersey Gas
	Salon 1	<u>Don't Kill Your Golden Goose – Protect & Perpetuate Your Business</u> Larry Oxenham, Author/Senior Advisor
	Carousel	<u>Manual T</u> Ed Janowiak, ACCA
	Pageant A	<u>Mitsubishi: Win As One</u>
	Pageant B	<u>Weil McLain Eco Tec and Simplicity Maintenance Breakdown</u> Rob Dunn, Weil-McLain
2:10 – 2:25 PM	Salon 3	Break & Exhibit Hall
2:25 – 3:15 PM	Salon 4	Utility Energy Efficiency Programs: Rebates and Financing Opportunities for your customers
3:15 – 3:30 PM	Salon 4	Summit Wrap-Up