

# MEBB

*45th Anniversary*

Alabama • Georgia • North Carolina • South Carolina

## 2017 Recertification Seminar & Annual Meeting

September 23rd & 24th  
Marina Inn at Grande Dunes  
Myrtle Beach, SC

The MEBB Recertification Seminar and Annual Meeting will be held on [September 23-24, 2017](#) at the Marina Inn at Grande Dunes: 8121 Amalfi Place Myrtle Beach, South Carolina 29572.

**Speakers:** This year's speakers will consist of: Sarah E. Carson, *Smith, Currie, & Hancock, LLP.*; David Dougan, *EBTRON*; Jim Kelleher, *NEBB*; and Robert Turner, III, *SMART Profitability Solutions, LLC*.

**Vendor Exhibit:** This year's vendors include: **Gold Level Sponsors**—Retrotec, Evergreen Telemetry, Instruments Direct, and DP2, LLC.; **Silver Level Sponsor**—TSI, Inc.; **Bronze Level Sponsors**—Ameritech Computer Consultants, Dwyer Instruments, Testo, Inc., and BuildingStart.

**Benefits:** The Recertification Seminar will provide you with up-to-date information to help you in your business. Also, it provides six (6) hours Continuing Education Credits (CECs), which is needed for NEBB Recertification.

**Events:** In addition to all the educational opportunities provided at the seminar, MEBB will be hosting a Welcoming Reception and Dinner on [Saturday, September 23rd](#) beginning at 6:30 p.m. This event is open to attendees, speakers, vendor representatives, and their spouse/guest. This is a great opportunity to network.

**Reservations:** Please contact Marina Inn at Grande Dunes at: 1-(877) 913-1333. You will need to reference Mid-South Environmental Balancing Bureau in order to receive the group rate.

You can also book your room online by visiting <http://marinainnatgrandedunes.com/> by clicking the Group Reservations section. The Group Code and password is "MID-SOUT." The resort is holding a limited amount of rooms for MEBB. Therefore, it is important that you make your reservation before [July 31, 2017](#).

Grande Guest Room

\$139.00

**Registration:** This year's registration fee will be \$385.00 per person. Please complete the enclosed registration form or register online at: [www.midsouthebb.com/registration](http://www.midsouthebb.com/registration). Payments can be made online immediately following registration. Online payments are subject to a convenience fee. Registration and payment is due on or before [August 21, 2017](#). There is no charge for spouse/guest.

## Saturday, September 23rd

(Tentative Schedule)

- 7:00—8:00 a.m. **Continental Breakfast**  
(Seminar Attendees, Vendors, and Speakers only)
- 8:00—8:15 a.m. **Welcome**  
Joel Shannon, MEBB President
- 8:15 —9:45 a.m. **What You Don't Know Can Hurt You: When a Handshake and a Promise Are Not Enough**  
Sarah E. Carson, Smith, Currie, & Hancock, LLP.
- 9:45—9:55 a.m. **Vendor Presentation**  
Joe Medosch, Retrotec
- 9:55—10:10 a.m. **Break**
- 10:10—10:20 a.m. **Vendor Presentation**  
Pete Secor, Evergreen Telemetry
- 10:20—11:20 a.m. **Improving Bottom Line Profits Through Safety**  
Robert Turner, III, Smart Profitability Solutions, LLC.
- 11:20—11:30 a.m. **Vendor Presentation**  
Brent Baird, Instruments Direct
- 11:30—12:30 p.m. **Group Lunch & Vendor Exhibit**  
(Seminar Attendees, Vendors, and Speakers only)
- 12:30—1:00 p.m. **Travel to EBTRON** (transportation provided)
- 1:00—2:00 p.m. **Factors that affect outdoor airflow intakes—  
What every balancer should know**  
David Dougan, President of EBTRON
- 2:00—2:10 p.m. **Vendor Presentation**  
Peter Van Winkle, DP2, LLC.
- 2:10—3:10 p.m. **Building Pressurization**  
David Dougan, President of EBTRON
- 3:10—3:15 p.m. **Vendor Presentation**  
Jason Verbeek, TSI, Inc.
- 3:15—4:15 p.m. **Demand Control Ventilation**  
David Dougan, President of EBTRON
- 4:15—5:15 p.m. **EBTRON Tour**  
David Dougan, President of EBTRON
- 5:15—5:45 p.m. **Travel back to resort** (transportation provided)
- 6:30 p.m. **Cocktail Reception**
- 7:30 p.m. **Welcoming Reception & Dinner**

## Sunday, September 24th

MEBB's Annual Meeting will be on Sunday, September 24, 2017. The MEBB Annual Meeting provides an opportunity for the members of MEBB to voice their opinions on various issues. If you have an issue you would like to discuss, please contact the MEBB office to have it added to the agenda. In addition, the Annual Meeting provides an opportunity for members to learn about NEBB updates, the future of NEBB, information regarding Certelligence, and instrument requirements. This year, Jim Kelleher, President of NEBB, will be providing us with the NEBB updates.

### Annual Meeting Agenda

- 7:00—8:00 a.m. Continental Breakfast**  
(Seminar Attendees, Vendors and Speakers only)
- 8:00—9:30 a.m. NEBB Updates**  
Jim Kelleher, NEBB President
- 9:30—10:30 a.m. Certelligence**  
Ginger Slaick, EVP/ Chapter Coordinator
- 10:30—12:00 p.m. MEBB Annual Meeting**

### MEBB Board of Directors and Administrators:

<b>President &amp; TCC:</b>	<b>Joel Shannon</b>
<b>Vice Pres.</b>	<b>Scott Goller</b>
<b>Sec/Treas.</b>	<b>Scott Kleback</b>
<b>Director:</b>	<b>Henry Long</b>
<b>Director:</b>	<b>Clyde Porter</b>
<b>Director:</b>	<b>Chris Goff</b>
<b>Director:</b>	<b>Mark Andrews</b>

**Executive Vice President/  
Chapter Coordinator:**  
**Ginger D. Slaick**

**Administrative Assistant:**  
**Ashley N. Sands**

## About the Presentations

### ***“What You Don’t Know Can Hurt You: When a Handshake and a Promise Are Not Enough”***

**Sarah E. Carson, Smith, Currie, & Hancock, LLP.**

Construction is a risky business; however, the nature and extent of some risks can be minimized. In this presentation, you will learn how to allocate risks through the use and the understanding of the “killer clauses” that lurk in most construction contracts: no damages for delay clauses, site condition disclaimers, notice provisions, lien waivers, and indemnification limitations. From a better understanding of how the terms of a contract can be interpreted and applied will provide the tools for effect risk management.

### ***“Improving Bottom Line Profits Through Safety”***

**Robert Turner, III, Smart Profitability Solutions, LLC.**

While many business owners believe in putting safety first, most have a difficult time quantifying a return on investment of their safety program. Without a clear understanding of how safety management impacts your financial results, it tends to be an area which falls behind other higher priority investments. Mr. Turner’s discussion will provide you with a new perspective, including OSHA updates and real life industry examples, to help bring about an improved understanding and focus to this important business issue.

## About EBTRON

EBTRON’s management philosophy starts with a no-compromise approach to design, manufacturing, application and support. Its innovative measurement solutions have made EBTRON one of the most respected and trusted manufacturers in the industry. The Company’s loyal team of more than 100 employees can attest to its resolve and mission to remain the best in the industry. While many attempt to copy, none succeed. EBTRON is supported by a strong, factory-trained, representative network in the United States, Canada and abroad.

### Products offered by EBTRON

- Airflow Temperature Measurement
  - AMD-ATMD Damper Combos
  - Bleed Airflow Measurement
- CO2/RH/Temperature Monitors
  - Occupancy Counters
- Displays, Alarms, and Bridges

For more information, visit their website at <http://ebtron.com/>.

## About the Speakers

**Sarah E. Carson's** innovative and pragmatic solutions to her clients' complex business problems led her to receive the Martindale Hubbell Client Distinction Award, an honor bestowed on less than 1% of all attorneys practicing in the United States. Such dedication is reflected in her aggressive pursuit of success for her clients in the areas of construction, environmental and government contracts law in state and federal courts.

In representing contractors, subcontractors, owners, and design professionals, Sarah has secured millions of dollars in settlements, tried numerous cases, and negotiated multi-million dollar development agreements. She has successfully represented clients in licensing, construction defect, delay, differing site conditions, liens and surety issues.

With a client's larger business and corporate goals in mind, Sarah's litigation strategy is based on weighing and advising her clients on the relative value of adjudication and settlement during the litigation, arbitration and mediation process. This experience with dispute resolution provides Sarah the tools to expeditiously solve present and future problems in drafting and negotiating contracts.

**David Dougan** has 33 years of experience with EBTRON, Inc., a leading manufacturer of airflow measurement technology. David has been the President of EBTRON since 1993 with prior experience as the Director of Product Development for the Company. Throughout his tenure, he has been an integral part of the design and development of products that have broken ground in the industry. David has authored and published numerous papers on airflow measurement and control that have been featured in industry publications such as the ASHRAE Journal. His expertise in the measurement and control of airflow rates for acceptable indoor air quality and building pressurization has made him a sought-after guest speaker.

**Jim Kelleher** is the vice president of Metro Test and Balance, Inc. (MTB) in Capitol Heights, MD and president of the National Environmental Balancing Bureau (NEBB) for 2016-2017.

Prior to his 22 years' with MTB, Kelleher served in the United States Navy Nuclear Power Program for nine years as an instructor and duty aboard submarines. His commercial HVAC experience covers a range of facility types from office buildings to Good Manufacturing Practices facilities to Biosafety Level Laboratories. His work has included activities such as mechanical systems installation, controls installation, testing and balancing, commissioning, and sound & vibration measurements.

NEBB certified since 2000, Kelleher has served as a volunteer on the Chapter Affairs

## About the Speakers

### Continued...

Committee for four years including two years as chair of the committee and the NEBB Board of Directors for five years. He is a NEBB Certified Professional in the disciplines of Testing Adjusting and Balancing, Building Systems Commissioning, Technical Retro-Commissioning, and Sound and Vibration Measurement.

Other certifications and licenses he holds include Certified Indoor Environmental Consultant; LEED AP; and Master HVAC licenses in Maryland and Virginia. He serves as the Board Chairman of Capital MarVa NEBB International Chapter and is a member of the Chapter's Technical Committee. Kelleher is a member of ASHRAE's SPC III tasked with rewriting the ASHRAE Standard for Measurement, Testing, Adjusting and Balancing of Building Heating, Ventilation and Air-Condition Systems. He is also a current member of ASHRAE, SMACNA, and ACAC.

**Robert Turner, III** is Chief Executive Officer of Smart Profitability Solutions, LLC dba Smart Safety Gulf Coast. Smart Profitability Solutions, LLC. is the leading national provider of workforce safety program solutions designed to reduce risk and improve profitability of firms across the U.S.

Bob previously enjoyed a 17 year Fortune 100 fast track career, including responsibility for the \$1.8 billion specialty products division of the world's largest building materials distribution business with 157 locations. He broadened this with executive roles in a variety of middle market firms. From 2003 - 2006 he was Chief Executive Officer of a private equity owned construction services firm in San Diego. His tenure included acquisitions, and recapitalization.

In 2006 he returned to Management Services & Associates "MSA", a firm he co-founded in 2001 to provide long-term C-level corporate development relationships, strategic, and financial solutions to CEO's, and Boards of middle market firms. He has deep experience across the warehousing & distribution, manufacturing supply chain, energy, construction services, and logistics industries.

Mr. Turner's firm MSA has helped clients with formation of international supply and distribution, engineering technology, and industrial safety services ventures.

He is a graduate of Kansas State University, and the Graduate School of Credit & Financial Management of NACM, at Stanford University. He is a frequent public speaker and has published many financial & operational management articles.

# Thank you to our Vendors!

Please plan on visiting the exhibit booths. Representatives will be available from each company to share information about their products.

## Gold Level Sponsorships:



**EVERGREEN  
TELEMETRY**



**DP2, LLC.**

## Silver Level Sponsorships:



## Bronze Level Sponsorships:



*(Ameritech Computer Consultants)*



**BUILDING**  **START**