

# WELCOME

## AGENDA :: Thursday, March 1

|          |  |   |
|----------|--|---|
| 7:45 am  | <b>Welcome &amp; Announcements</b>   |   |
| 8:00 am  | <b>Opening Keynote Address</b><br>The Struggles of Running<br>a Small Shop<br><i>Sponsored by Blum</i> | <b>Paul Downs,</b><br>Paul Downs Cabinetmakers  |
| 9:45 am  | <b>Break</b>   |   |
| 10:00 am | <b>Panel Discussion</b><br>The CMA: Glancing Back<br>& Surging Ahead                                   | Moderated by<br>Will Sampson, FDMC  |
| 11:00 am | <b>Business Information Session</b><br>Building a Valuable Business                                    | <b>Jim Thomas,</b><br>Minor & Brown PC  |
| 12:00 pm | <b>Lunch</b><br><i>Sponsored by ShopBot</i>  | Vail  |
| 1:00 pm  | <b>Case Study</b><br>Transitioning to CNC  | <b>Chris Dehmer,</b><br>Dark Horse Woodworks<br><b>Interviewed by Will Sampson,</b><br>FDMC |
| 2:00 pm  | <b>Depart for Plant Tours</b><br><i>Sponsored by Stiles Machinery</i>                                  | <b>Premier EuroCase</b><br><b>TruStile Door</b>   |
| 6:00 pm  | <b>Networking Reception</b><br><i>Sponsored by Columbia Forest<br/>Products &amp; Cabinotch</i>        | Vail  |
| 7:00 pm  | <b>Dinner</b>  | Vail  |

# AGENDA :: Friday, March 2

|          |   |  |
|----------|---|--|
| 7:45 am  | <b>Welcome &amp; Announcements</b>  |  |
| 8:00 am  | <b>Business Information Session</b><br>Technology Tools for Today's Woodworker  | <b>Christian Zorio,</b><br>Mission Bell Manufacturing  |
| 9:00 am  | <b>Panel Discussion</b><br>Practical Solutions for Finding Employees  | <b>Greg Larson,</b><br>New England School of Architectural Woodworking<br><b>Dean Mattson,</b> The MiLL<br><b>Scott Robinson,</b> Concepts in Millwork<br><b>Christina Relyea,</b> JB Cutting<br><b>Moderated by Adria Torrez,</b><br>AWFS |
| 10:00 am | <b>Break</b><br><i>Sponsored by Federated Insurance</i>   |  |
| 10:15 am | <b>Business Information Session</b><br>The Art of Pricing Profitably  | <b>Sean Benetin,</b> Millwork & More   |
| 11:15 am | <b>Panel Discussion</b><br>The Cabinet Industry Supply Chain: A Look Ahead.   | <b>Todd Vogelsinger,</b> Columbia Forest Products<br><b>Ken McFadden,</b><br>Stiles Machinery<br><b>Jesse Collins,</b> REHAU<br><b>Gary Leblanc,</b> Richelieu<br><b>Moderated by Don Schalk,</b><br>Alvernia University                   |
| 12:15 pm | <b>Lunch</b>  | Vail   |
| 1:15 pm  | <b>Closing Keynote Address</b> From Estimate to Implementation: Improved Communications for Presenting Fact-Based Materials | <b>Henry "Dutch" Hempel,</b><br>Henry Hempel Construction Consultants  |
| 3:15 pm  | <b>Concluding Remarks</b>   |  |
| 3:30 pm  | <b>Dismissal</b>  |  |