

66th NALMCO Annual Convention and Trade Show
October 13–16, 2019
Radisson Blu Mall of America, Bloomington, Minnesota

Sunday, October 13, 2019		Location
8:00 a.m. – 12:00 p.m.	CLMC Content Review Session	Cedar Room
12:00 – 5:00 p.m.	Exhibitor Set-Up	Lakes Ballroom, Foyer and Skybridge
12:30 – 1:30 p.m.	Certification Committee Meeting	Calhoun Room
2:00 – 4:30 p.m.	CLMC Exam	Cedar Room
2:00 – 7:30 p.m.	Registration Open	Graffiti Coatroom
4:00 – 4:45 p.m.	Membership Committee Meeting	Calhoun Room
6:30 – 7:30 p.m.	Exhibitor Welcome Cocktail Reception	Lakes Ballroom, Foyer and Skybridge

Monday, October 14, 2019		Location
7:00 a.m. – 4:45 p.m.	Registration Desk Open	Lakes Ballroom Prefunction
7:00 – 8:00 a.m.	Past Presidents' Breakfast	Calhoun Ballroom
7:00 – 8:00 a.m.	Breakfast – Visit with Exhibitors <i>Sponsored by ESPEN Technology</i>	Lakes Ballroom, Foyer and Skybridge
8:00 – 8:30 a.m.	Welcome and Opening Remarks	Lakes Ballroom
8:30 – 9:30 a.m.	General Session: Communicating at Work with Veterans, Boomers, Xers, Millennials, and GenZ, <i>Kit Welchlin, Welchlin Communication Strategies</i>	Lakes Ballroom
9:45 a.m. – 12:30 p.m.	Networking Event with Associates	Minnetonka Ballroom
12:45 – 1:45 p.m.	NALMCO Annual Meeting & Awards Luncheon <i>Sponsored by MaxLite</i>	Lakes Ballroom
2:00 – 3:30 p.m.	One-on-One Appointments with Exhibitors (Part 1)	Lakes Ballroom, Foyer and Skybridge
3:30 – 3:45 p.m.	Visit with Exhibitors	Lakes Ballroom, Foyer and Skybridge
3:45 – 4:45 p.m.	General Session: Cracker Barrel: Technology Tools and Software Efficiencies: CRM, CRP, Project Management, <i>Moderator: Christina Calaway, Director of National Sales, MaxLite</i>	Lakes Ballroom
6:00 – 8:00 p.m.	Monday Evening Reception <i>Sponsored by Energy Solutions International (ESI)</i>	Lakes Ballroom



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Tuesday, October 15, 2019		
7:30 a.m. – 5:00 p.m.	Registration Desk Open	Lakes Ballroom Prefunction
7:30 – 8:30 a.m.	Communications Committee Meeting	Lakes Ballroom
7:30 – 8:30 a.m.	Breakfast – Visit with Exhibitors	Lakes Ballroom, Foyer and Skybridge
8:30 – 9:30 a.m.	General Session: Economy on the Cusp: Anticipating 2020, <i>Chris Kuehl, Managing Director, Armada Corporate Intelligence</i>	Lakes Ballroom
9:40 – 11:10 a.m.	One-on-One Appointments with Exhibitors (Part 2)	Lakes Ballroom, Foyer and Skybridge
11:10 a.m. – 12:10 p.m.	General Session: Who Turned Out the Lights? Foiling Wily Hackers to Protect Critical Business Functions and Data, <i>Ron Woerner, CISSP, CISM - President / Chief Trusted Advisor, RWX Security Solutions, LLC</i>	Lakes Ballroom
12:10 – 12:40 p.m.	General Session: Cyber Security Panel Discussion, <i>Moderator Ron Woerner. Panelists Wendy Fry, Retrofit Companies; Ron Hughes, Lighting Resources; and Voss Lighting</i>	Lakes Ballroom, Foyer and Skybridge
12:40 – 1:30 p.m.	Lunch including Education wrap up and closing comments	Lakes Ballroom
1:30 – 3:00 p.m.	One-on-One Appointments with Exhibitors (Part 3)	Lakes Ballroom, Foyer and Skybridge
3:05 – 3:35 p.m.	Associate Business Meeting	Lakes Ballroom
3:35 – 5:00 p.m.	Exhibitor Tear-Down	Lakes Ballroom, Foyer and Skybridge
6:30 – 8:30 p.m.	Tuesday Evening Reception <i>Sponsored by Acuity Brands, Inc.</i>	Green Acres (off site)

Wednesday, October 16, 2019		Location
8:00–9:15 a.m.	Golfers Breakfast (Golfers only) <i>Sponsored by US LED</i>	Harriet Room
10:00 a.m. – 4:00 p.m.	NALMCO Golf Tournament (Golfers only)	Braemar Golf Course

