

**MSCA 101**

MSCA is the leading organization for HVACR contractors, providing education, marketing, and labor/management services to assure its contractor members deliver quality performance, value and expertise for all building system needs. MSCA members perform service, maintenance, replacement, retrofit, and repair work resulting in enhanced reliability, tenant satisfaction and efficiency. MSCA has more than 1,100 member companies and is a subsidiary of the Mechanical Contractors Association of America. Check out MSCA.org for a full list of benefits.

**Benefits For Members**

In addition to our resources that are available on the website, through publications, and annual conference, MSCA offers a variety of educational classes that were created by contractor members and industry experts, specifically for our members. These courses are offered throughout the year and create a thorough pathway for continuing education in this industry.

*Classes are added to the calendar here: https://www.mcaa.org/msca/educational-events/*

 **MSCA Regional Programs**: From the office to the field, these classes provide continuing education for Dispatchers, Service Field Supervisors, and Service Managers. With a focus on industry specific education, and hands on learning.

**Dispatchers Class** –Two-day training course that focuses on enhancing your dispatchers’ skills, along with a chance to share best practices and implement new skills and education in the office.

**Service Field Supervisors** –Two-day training course designed specifically for improving the performance of the service supervisor, and enhancing the leadership, planning, and time management of this key role.

**Service Managers** – Four-day training course to help attendees get the management and leadership skills needed to succeed. Whether they are coming up through the trades or want to enhance management training, these classes include financial management, communication, and conflict management.

**MSCA Sales Institute:**

**Sales Basecamp** –Two-day course designed to prepare recent hires or entry-level sales personnel in the HVACR or plumbing industry with all relevant skills to confidently sell in the industry.

**Sales Masters** –This two-week program (one week in Spring, one week in Fall) is a highly customized program for intermediate to advance HVACR and plumbing sales professionals looking to take their careers to the next level.

**Sales Leadership Symposium** –One-and-a-half-day course focused on training for anyone who manages sales personnel. This course is a recommended prerequisite for any managers who are sending their sales team to Sales Basecamp or Sales Masters.

**UA Labor Courses:**

UA courses for service techs are listed throughout the year on our website. These are usually free for union service techs and are based on a variety of topics. You can find them here: https://www.mcaa.org/msca/labor-resources/manufacturer-technician-training/

**How do you get more involved?**

Joining an MSCA committee is a fantastic way to get more involved in the association, to meet more peers, and to position yourself as a leader in the industry. Below is a list of the committees you can join, along with the expectations for each. Nominations for the committees open in September and close the first week of November. Jan Grillo is your resource for information about nominations; jgrillo@mcaa.org.

**MSCA Committees:**

**MSCA Education Committee** – Attends one (2) day meeting plus virtual follow up meetings as needed. Works on the MSCA Education Conference planning (Keynote Speaker selection, Education Sessions, Roundtable Themes and Bonus Program). Works on MSCA Classes (audit on the classes to make sure they are up to date, can serve as an instructor). Facilitate roundtables at the conference and available to assist with first timers and networking. This is an opportunity to influence the educational direction of MSCA offerings.

**MSCA/UA Joint Labor Committee** – Attends two (2) day meetings a year. Works on the National Service and Maintenance Agreement, partnership with the UA, and Recruitment efforts. This is a chance to represent contractors in negotiations with the UA, as well as maintain and improve relationship with the UA, and increase recruiting efforts.

**MSCA Board of Managers** – Meets two (2) day meetings a year, one of which is at the Education Conference. Works on the direction of MSCA, items that are needed by the members, monitors progress of support and benefits to members. Meet and network with first timers, members, sponsors, and exhibitors at annual conference. This is the opportunity to set the tone and direction of MSCA, and what it will provide for members.

**MSCA Executive Officers** – Meets at all Board of Managers meetings above as well as one (2) day meeting. This is the leadership of MSCA, and includes the following roles: Chair, Vice-Chair, Treasurer, and Past Chair. Each role lasts for one year, with a total of four years going to go through the chairs. Each year the role grows in responsibility. As Chair, you are the host of the conference, but also are invited to all the MSCA committee meetings in the year (six total) as well as local MCA chapter meetings.

 **For questions or more information, reach out to:**

Teresa Pezzi, MSCA Executive Director
tpezzi@mcaa.org