



## NCMCA MEMBER NEWSLETTER

### JUNE 2025

#### COMING UP

#### JULY

- 10 NCMCA Kent T. Morrill Scholarship Dinner  
Scott's Seafood
- 23 NCMCA/UA Safety Meeting  
TBD
- 28-30 MCAA AEC Meeting  
Boston, MA

#### AUGUST

- 11-14 UA Train the Trainer  
Ann Arbor, MI
- 26 NCMCA Education Event  
Mark Matteson  
Service Excellence & Sales  
DoubleTree – San Jose, CA

#### SEPTEMBER

- 16 NCMCA/UA Safety Meeting  
Virtual
- 17 NCMCA Board Meeting  
Crown Plaza, Burlingame
- 29 NCMCA Student Chapter  
Golf Tournament  
Chardonnay Golf Club - Napa

#### Attached:

2025 NCMCA  
Student Chapter  
Golf Entry

CLC UPDATE:  
Public Works  
Contractor Reg.

Recommended  
Services:

Cali-Freeze

DLI  
Design Line  
Insurance



2025 NCMCA STUDENT CHAPTER  
GOLF TOURNAMENT  
MONDAY, SEPTEMBER 29TH



ENTRY FORM ATTACHED





**MEMBER RECOMMENDED  
&  
NEW NCMCA SPONSOR**

We're excited to introduce a new sponsor, **Design Line Insurance**, a leading CA commercial insurance brokerage specializing in mechanical contractors. Their team understands the unique risks of the trades and brings deep expertise in workers' comp, liability coverage, and safety compliance. As an added benefit, members can access exclusive resources to reduce claims, lower premiums, and stay compliant. **Please see attached flyer** for more information and contact information.



**The NCMCA would like to Welcome**



**As a New Presenting Sponsor  
of the  
2025 Student Chapter Golf Event  
September 29th at Chardonnay Golf Club**





## DID YOU KNOW!

The MCAA Website offers more than 700 Health & Safety Resources!

<https://www.mcaa.org/initiatives/safety-health-initiative/700-safety-health-resources/>



Past President & NCMCA Safety Director, Heine Costello participated at recent "Fall Safety" NCMCA/UA Safety meeting at Local 159.



NCMCA Executive Vice President Alex Hall, spoke to over 400 in attendance at the California Pipe Trades Conference in Anaheim this past month.







## NCMCA Advanced Education Program

The NCMCA Education Committee is pleased to announce a fantastic Guest Speaker is coming this summer.



SAVE THE  
DATE!

### Tuesday, August 26th The Double Tree Hilton in San Jose MORNING SESSION

“Customer Service Excellence” What Skills and Habits You Can Expect To Takeaway? How to Keep More of the Business You Have. How to Build Breakthrough Relationships With Your Clients. Telephone and Field Soft Skills Transfer. How to Deal with an Angry Customer and turn them into a Raving Fan! How to Generate Endless Referrals from the Field. 10 Strategies Every Manager Needs to Know and Adopt. The Value of Appreciation, Respect and Understanding. Generating Leads and New Business from the Field (Increasing Revenue without Increasing Overhead!)

### AFTERNOON SESSION

“How to Enjoy a 75% Close Ratio!” Sales is an Art and a Science. You need both to lead the field. Qualifying Your Prospects is the Key. Women Make 85% of Consumer Goods Buying Decisions (Find out what women want!) Learn the Difference Between the “Economic Buyer” and the “Feasibility Buyer”? Five Closes the Flat Out Work! Sales is an Act of Pure Creativity! How To Develop “Breakthrough Relationships” and “Endless Referrals”? The #1 Business Skill No One Talks About? Get ready for an inspirational day of group learning, with brainstorming sessions, high levels of interaction, positive humor, rock solid tools for change and much much more.

**REGISTRATION & FULL ITINERARY WILL BE COMING OUT SOON!**





## CHAPTER STANDOUTS

2025/2026 NCMCA Chico Chapter President receives \$5,00 Bolton Family Scholarship Award!

### Bolton Family Scholarship



### SHELBY GUSTAFSON

Pictured: Brian Helm (JRGF President), Douglas Bolton (Arden Engineering Constructors, LLC, Senior Project Manager), Shelby Gustafson (Recipient), Connor Bolton (Arden Engineering Constructors, LLC, Senior Project Manager), and Rick Gopffarth (MCAA President).

### William A. Bianco, Jr. Memorial Scholarship



### GABRIEL BIAGIONI

Pictured: Brian Helm (JRGF President), Gabriel Biagioni (Recipient), Michael Cables (Kinetics Systems, Inc. Chief Operations Officer), and Rick Gopffarth (MCAA President).

#### NCMCA Members

If you have any Vendors that would like to participate in the Student Chapter Golf Tournament.

Please have them Contact Mike Stirling at the NCMCA Office:  
[mstirling@norcalmca.org](mailto:mstirling@norcalmca.org)