Presented by the Florida Swimming Pool Association





February 23-24, 2024 | Orlando, FL

www.UnderTheSunExpo.com

Complete Education & Trade Show Information

Schedule

Wednesday, February 21

8:00 a.m. - 5:00 p.m.

Pre-Conference Specialty Education

Thursday, February 22

8:00 a.m. - 5:00 p.m.Pre-Conference Specialty Education9:00 a.m. - 5:00 p.m.Education Courses / CE Credits5:30 p.m. - 7:00 p.m.Awards Reception7:00 p.m. - 8:30 p.m.Awards After Party

Friday, February 23

8:00 a.m. - 1:50 p.m.
10:00 a.m. - 5:00 p.m.
11:00 a.m. - 11:30 a.m.
12:30 p.m. - 4:30 p.m.
6:30 p.m. - 9:30 p.m.
Education Courses / CE Credits
Exhibit Hall
FSPA Annual Membership Meeting
Learning Lab Sessions (in exhibit hall)
Friday Night Industry Party at ICEBAR

Saturday, February 24

8:30 a.m 12:20 p.m.	Education Courses / CE Credits
10:00 a.m 2:30 p.m.	Exhibit Hall
11:30 a.m 2:00 p.m.	Learning Lab Sessions (in exhibit hall)

Registration www.UnderTheSunExpo.com

Admission and Education Rates

Exhibit Hall Only (two-day entry) Education + Exhibit Hall Daily Rate Education - FL CILB CE Credits + Hall Pre-Conference Specialty Education Learning Lab Sessions Friday Night Industry Party

Before 1/31	After 1/31	FSPA Member						
\$25	\$40	FREE						
\$50/day	\$65/day	FREE						
\$130/day	\$150/day	FREE						
See course listings for pricing								
\$5	\$5	FREE						
\$50 (open bar, food, live music)								

Hotels

Four Points by Sheraton Hyatt Regency Orlando

Orlando Convention Center 9435 Westwood Blvd. \$159 / night (Rate ends Jan. 30, 2024) 9801 International Dr. 407-284-1234 BLOCK IS FULL Rooms may be available at Rosen Centre 9840 International Dr. 800-204-7234 \$219/night

(Rate ends Jan. 30, 2024)

current prevailing rate Limited rooms are available at each hotel. Please make reservations early to receive the group rate. Exhibitors can contract sub-blocks. Please identify yourself with the group.

We do NOT use a housing company and will never call to book your room over the phone.



Raise funds for the scholarship program and remember a great industry leader!

Raise money for the FSPA's Margaret M. Brown Scholarship Fund while getting your steps! **Registration is FREE and a \$25 donation gets you the Scholarship Stride T-shirt!** Visit booth 1009 to pick up an exhibitor card and visit booths throughout the hall to gather stickers. Return the completed card to be entered into drawings for prizes!

> Friday Night Party at CEBAR Orlando and its Fire Lounge



Join us Friday, Feb. 23 6:30 p.m. - 9:30 p.m.

GORMAN COMPANY

Open Bar Appetizers Cigar Rolling Ice Sculptures and Bar

Education Schedule At A Glance

Wedn	esday, Feb	ruary 21 - 8: 0	0 a.m 5	5:00 p.m.												
8:00	S):00	10:00		11:00		12:00	12:00	1:00		2:00		3:00	4:00		5:00
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	Wed. 8:00 a.m 5:00 p.m. WU C3341: Essential Plumbing Workshop, 8 hours, \$1,300															
	Wed Thurs. 8:00 a.m 5:00 p.m. GENESIS: C281: Construction School: Pool & Spa Remodeling - \$1,690 PHTA or FSPA members; \$2,190 non-members / Must attend both days												_			
Wed Thu	Wed Thurs. 8:00 a.m 5:00 p.m. WU C36111 Essential Plaster Workshop, 16 hours, \$1,600 / Must attend both days										_					
Wed Thurs. 8:00 a.m 5:00 p.m. Florida Public Pool Specialist (BP / WPS) - 0611965 (16hr) \$400 / \$500 non-members / Must attend both days																
Thurso	day, Febru	ary <mark>22 -</mark> 8:00 a	<mark>m 5:</mark> 0	0 p.m.												
Thurs. 8:00	-	WU C2241: Quality S	_		_											
	R	/U B2321: Pivot to enovations (GEN) - 614656	WU B23 Critical Mistake	18 Preventing Digital Marketing s (GEN) - 0614657	Thurs. 11:00 Happens if I (L&R) - 0613	a.m. What Do That? 778		Practical Sol to Safe Digg (WPS) - 0614	ng Pro		the Pool and EN) - 061324		Heat Pumps (PEC) - 0614	: Demystified 591	& Simplified	
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	nced Module: 202 tes (ADV) - <i>pendi</i>		Dealing Regulation	with Legal Duties ons, Torts, or Cont	s Created by racts (L&R) - 00	614641	Desi Safety	gning Splash Pads (GEN) - 0614567	for Inclusio	n and			onstruction Con 11:00 - 11:50 p.n			
Hurricane	(/ 1	onse & Resolution		alance from a Cau	use & Effect Pe	rspective (GI							of Risk (WPS)		Alternati	ve Dispute
Leak Detec	tion & Non-Dest	ructive Pipe	pending	Generate Better L	eads Online (1	3SP) - 061/136	8				Elevated Pool Design and Construction					on (BSP) -
Repair Me	thods(GEN) - 061	4542	1100 10		eads Online (1	551)-001450	Solar	Heater, Design, A	pplication &	8+	Methods Dealing v	(514586 Problems: Sourc	res of Risk	12:00 p.n	1:50 p.m.
Practical W	Vater Chemistry (GEN) - pending					Jolai	Installation (GEN		x	in the Co	nstruction	Industry (L&R	R) - 0614426	Enhancir	g your
Developing Leaders from Within (GEN) - 0614604							Work place Safety (WPS) - 0614355 Waterproofing Concrete Pools (GEN) - 0614039 Digital Foot (NO CE Credition)								otprint	
Effective Communication Techniques (GEN) - 0614367						Metals and Metal Staining: How Do I Prevent Them? How Do I Remove Them? (GEN) - 0614593 12:0							12:00 p.m	1:50 p.m.		
Pool and Spa Digital Controls Installation (GEN) - <i>pending</i>							Basic Pool Equipment Troubleshooting & Repairs (GEN) - 0614369 SPANISH: Bombas Motores El Corazon									
Pool Water Mysteries: Pool Problems That Seem to Defy Conventional Wisdom (GEN) - 0614603							Proven Green Technologies for Commercial Pools (GEN) - 0614576								del sister filtracion	na de
Swimming Pool Pumps and Motors (GEN) - 0613872							Swimming Pool and Spa Basic Electrical Requirements (PEC) - 0612739									(12:00-1:50)
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	(WFS) - 0614365					ethods	Equipment Installations (GEN) - 0614673 Preparing Your Business to Live Without									
0	(GEŃ) - pending (GEN) - 0614579						You (BSP) - 0614358									
		Swimming Pool Lice itations (L&R) - 06136				Increased Profits Thru Next Level Water Quality (GEN) - 0614590								0		
	(GEN) - 061460	hange the Pool Marke 7 Ranges, Target Values				mployee Retention (GEN) - 0614642										
	Indexes: What Water? (GEN)	Ranges, Target Values is the Best Way to Ma - 0614592	intain Pool	FBC Advance	NSI-7 (A	NI-7 (ADV) - 0610378										
		ool Equipment Repairs		es (GEN) - 06143		Overview of Swimming Pool Leak Detection Methods (GEN) - 0614589								0		
	SPANISH: Wa (GEN) - 061465		2921: Profilin	21: Profiling Outstanding Projects Start to Finish					Resilient Po	/	How to Make	More &				
		iples and Requiremen	ts for Pool an	d Spa Profession			· · · ·	/	;? (GEN) - 06:	14551						
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GENESIS®: C406 Pool Shell Cracking in Shotcrete/Gunite Construction (GEN) - 0614668								Understanding the Experience Modification Formula to Determine Workers' Compensation Cost (WC) - 0613204 Pool and Spa Filtration Options and Circulation Requirements (GEN) - 0612826								
Specialty Fire and Water Features (GEN) - 0614644									GENESIS®	C424: Damp	proofing Sol	ution and	Best Practices ((GEN) - 06146	69	
Florida Pool & Spa Association d/b/a Florida Swimming Pool Association CILB Providership #0000917																
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Learning Labs Labs are presented by exhibitors and may be product specific. NOT for CE credit.

Friday

Marketing to Attract your A Client Friday: 12:30 p.m. - 1:30 p.m. Instructor: Vanessa McQuade and Robert Murray, Intrigue Media

Our presenters will provide valuable insights into: Understanding your ideal client and their needs, Creating a targeted marketing plan to attract the right kind of client, Measuring the success of your marketing efforts + more...

Installation and Operation of VGreen **EVO® Variable Speed Replacement** Motors with Century ConnectTM Technology

Friday: 12:30 p.m. - 1:30 p.m. Instructor: Ed Populis and Dick Abare, Century Electric Motors

Join us for an interactive presentation featuring VGreen EVO® variable speed replacement motors with Century Connect[™] technology. Attendees will be educated on the installation and operation of the variable speed retrofit motors in common pool and spa applications including installation with existing pool automation systems, time clocks and stand-alone applications.

Raypak & Rheem Gas Heaters & Heat **Pumps: A Technical Overview**

Friday: 11:30 p.m. - 1:30 p.m. Instructor: Brad Duncan, Raypak

Take a technical Look at the latest of what RAYPAK & RHEEM have to offer with the new, award-winning AViA Gas Heater and the new, ground-breaking Crosswind V Heat Pump. In addition to model options, features, and benefits, students will learn about installation, operation, and troubleshooting.

Outdoor Kitchens-- The New Necessity Friday: 2:00 p.m. - 3:00 p.m. Instructor: Chris Piercy, BackyardXpo

Outdoor kitchens are in demand. Let us show you how to capitilize on this popular trend and make more profit on every project. We offer a turn-key program that makes it easy and very profitable.

Hayward's Small Footprint Heater Friday: 2:00 p.m. - 3:00 p.m.

Instructor: David Jones, Hayward Discover the cutting-edge Hayward heater, showcasing dual fuel technology and zero wall clearance. Crafted with a compact footprint, this heater effortlessly integrates into confined equipment pads. Moreover, it comes equipped with a standard cupro nickel heat exchanger and is compatible with both Propane and Natural Gas, ensuring peak performance.

The State of Pool and Spa Service: Industry Outlook for 2024 Friday: 2:00 p.m. - 3:00 p.m.

Instructor: Niki Acosta, Skimmer Get insights on trends, priorities, and challenges impacting the industry, according to 1700+ survey respondents, market research, and data from over 20,000 pool pros.

Poolpep Software Demo - Easy to Use App to Run your Pool Service Business Friday: 3:30 p.m. - 4:30 p.m.

Instructor: Linda Brodie, Poolpep LLC Learn how you can use low cost software to accelerate cash flow, calculate pool chemical treatments, route techs, email logs, capture photos, and manage customers, pools and equipment details. Automate billing and payments with a software app that you can use anywhere, anytime from a phone, tablet or desktop browser.

The Definitive Pool Inspection Software App: How the Pro Pool Inspectors App **Can Level Up Your Business**

Friday: 3:30 p.m. - 4:30 p.m. Instructor: Dennis Boyd, Pro Pool Inspectors This course demonstrates how the Pro Pool Inspectors App can enable pool inspectors to conduct comprehensive pool inspections without any oversights. The app generates a professionallooking report immediately from the field, providing inspectors a fast and efficient way to deliver high-quality reports to their clients.

Business Management Software to Keep you Moving Forward

Friday: 3:30 p.m. - 4:30 p.m.

Instructor: Teresa Berry, Paythepoolman The Pool Service Industry is always changing. Competition is more intense. Government regulation and oversight is ramping up. And customers are expecting more. How can you balance maximizing your company's profit margin while maintaining consistent quality and customer satisfaction? Our "one stop shop" platform has the tools for you do it all. Join me and begin utilizing these tools today!

See current list of learning labs at www.UnderTheSunExpo.com

Locating Pool Leaks with LeakTronics **Equipment, Performing Structural Crack** Repairs using Torque Lock and the Pipepoxy Pipe Repair Method Saturday: 10:00 a.m. - 11:00 a.m. Instructor: Darren Merlob. LeakTronics Learn how Leaktronics Hydrophones, cameras, and other technologies are used to locate leaks in pool pipes and structures. Learn how to repair pipes without cutting the deck using the pipepoxy trenchless pipe repair method. Learn how structural cracks are repaired using the torque lock staple method.

Increased Profits Thru Next Level Water Ouality

Saturday: 10:00 a.m. - 11:00 a.m. Instructor: Steve Arb, Biolab, Inc. / Natural Chemistry

Upgrading your water quality increases the value of the service that you offer while often reducing the cost of providing it. We will discuss the value of clarifiers, enzymes, phosphate removers, scale prevention, and proper filtration and how they can increase your bottom line and enhance your business.

Products, Tips & Tricks

Saturday: 11:30 a.m. - 12:30 p.m. Instructor: Scott Bartlett, Jack's Magic Learn how to get the most benefits from Jack's Magic and Power Blue products through proper troubleshooting, dosage and application methods. Work smarter not harder using a few lesser known tips and tricks.

Raypak & Rheem Gas Heaters & Heat **Pumps: A Technical Overview**

Friday: 11:30 p.m. - 1:30 p.m. Instructor: Brad Duncan, Raypak Take a technical Look at the latest of what RAYPAK & RHEEM have to offer with the new,

Saturday

award-winning AViA Gas Heater and the new, ground-breaking Crosswind V Heat Pump. In addition to model options, features, and benefits, students will learn about installation, operation, and troubleshooting.

"The Attendant" powered by Poolside Tech: Smart Automation, Years Ahead of the Competition

Saturday: 11:30 a.m. - 12:30 p.m. Instructor: Keith Roberts, Poolside Tech How would you like to choose any manufacturer's equipment and automate a mixed pad with one automation system -- no upgrades required. In "The Attendant," we will demonstrative how to use the app interface, as well as cover the features and benefits.

AquaRite S3 Salt Chlorination

Saturday: 1:00 p.m. - 2:00 p.m. Instructor: David Jones, Hayward

This session will explore the functionalities and advantages of Hayward's latest salt system, which produces chlorine at salt levels ranging from 800 to 8000ppm. Explore the innovative clear cell technology and the newly introduced programming techniques in this class.

Introduction to Metal Staining, Stain Removal, and Stain-Free Start-ups Saturday: 1:00 p.m. - 2:00 p.m.

Instructor: Joseph Laurino, Perodic Products Attendees will understand the sources of metal contamination of pool water and will learn how to minimize the introduction of metals into the water. Using case studies, products designed to eliminate metals from pool and source water, easily remove metal staining, and provide stain-free start-ups will be presented.

Florida Public Pool Specialist

16-hour Certification approved by DOH

Wednesday, Feb. 21 - Thursday, Feb. 22: 8:00 a.m. - 5:00 p.m.

Orange County Convention Center Course manual and lunch included

Become certified to service public pools and spas in Florida. Required in Florida! Valid for five years.

Call 800-548-6774 with questions.

The Florida Public Pool Specialist (FPPS) is a training and certification to become a Florida public pool operator. Developed by the FSPA and approved by Florida Department of Health, it is a Florida-specific public pool service technician certification course based on Florida codes and regulations and taught by active Florida industry professionals.

The FPPS certificate program includes operation principles, basic calculations, safety, water illnesses, water chemistry, sanitation, specialty chemicals, special problems, water testing, circulation and filtration systems, spa pools and hot water chemistry.

Learn the most current standards for public pools and spas. FSPA Members: \$400 / Non-Members: \$500



WATERSHAPE UNIVERSITY

WU C3341: Essential Plumbing Workshop

Watershape University course: \$1,300 NO CILB CE CREDIT (8) Wednesday, Feb. 21 8:00 a.m. - 5:00 p.m. Instructor: Kevin Cobabe and Brett Holland, Watershape University

If the heart of a pool is the pump and filter, then the veins and arteries are the pipes which transport the fluids or gasses critical to proper operation of the watershape. Just like in our bodies, if the circulation system is not optimized, then the whole body will not function as desired. This course

not only teaches the basics for how to evaluate the plumbing system required for specific system being installed, but it also dives deeper into the specific means and methods necessary to install these elements to ensure the long-term success of the project.

WU C36111 Essential Plaster Workshop

Watershape University course: \$1,600 NO CILB CE CREDIT (16) Wednesday, Feb. 21 / Thursday, Feb. 22 8:00 a.m. - 5:00 p.m. Instructor :Bill Drakeley, ACI, IWI; Jon Temple, Johan Temple, Robert Abinuman, Orenda

This class defines and resolves frustrating disconnects that have long existed between pool builders, plaster applicators and service technicians. By combining these three disciplines and the key phases they encompass, students completing this class will fully understand concrete pool expectations in terms of finished application, successful start-up and satisfying project goals and intentions. The instructor panel features top experts in their respective fields: Bill Drakeley (concrete), Jon Temple (plaster) and Eric Knight (startup/service). The curriculum includes both hands-on instruction for application techniques, lecture, and supplemental instruction and reference materials.

WU C2241: Quality Shotcrete Placement for Pools

Watershape University course: \$1,200 NO CILB CE CREDIT (8) Thursday, Feb. 22 8:00 a.m. - 5:00 p.m. Instructor : Charles Hanskat - ASA

This course from Watershape University and the American Shotcrete Association provides crucial guidance on over 40 critical elements of shotcrete application that on-site pool-contractor personnel can use to properly evaluate the overall quality of shotcrete placement. Armed with this information, observers can readily use visual clues that confirm that the material's placement is creating a highquality and durable concrete pool shell.

Additional Watershape University courses are part of daily education pricing and their descriptions can be found on the subsequent pages.

GENESIS[®]

GENESIS®: C281: Construction School: Pool &

Spa Remodeling

GENESIS® course for \$2,190 / PHTA and FSPA Members \$1,690 Wednesday, February 21 / Thursday, February 22 8:00 a.m. - 5:00 p.m. CILB # pending / 16 HR/1.6 IACET CEUs (GENESIS) Instructor: Terry Brannon, Kirk Bianchi, Ken Milbery

Taking on a remodeling project can be rewarding. But turning the outdated into outstanding can also be frustrating and confining as you build on an existing project. In this newly developed course, you will learn how to navigate real-life remodeling obstacles from the construction, engineering, and design points of view. You'll learn how to troubleshoot existing problems, how to bond new materials to old, how to blend new trends to existing fixtures, and how to transform a space and give it that WOW factor that is your style. Learners will also gain insight on serving as a consultant to their remodel customers. You'll learn how to: assess the current pool, set expectations while incorporating your client's vision, prioritize project needs vs. wants, and how to expand your business with transformational makeovers that you're proud of.

> Additional Genesis courses are part of daily education pricing and their descriptions can be found on the subsequent pages.

Education Courses by Category

Build / Repair

WU B2321: Pivot to Renovations

Thursday, February 22 9:00 a.m. - 9:50 a.m. CILB #0614656 / GEN 1 hr

Instructor: Brett Abbott; Watershape University Inflation, supply-chain issues and labor scarcity are all conspiring to disrupt the economic boom the watershaping industry has enjoyed for the last two years. New construction is slowing, and the real estate market is softening. Fortunately, our industry can succeed in tough times by turning to renovations, both major and minor. This class prepares students for that potentially critical shift in focus.

What Happens if I Do That?

Thursday, February 22 11:00 a.m. - 11:50 a.m. CILB #0613778 / L&R 1 hr Instructor: Dallas Thiesen, FSPA This course covers the prohibitions and penalties of Ch. 489, the role of code enforcement officers, enforcement of prohibitions and the role of the licensing board. Learn the process of issuing of citations and hearings that may follow.

Practical Solutions to Safe Digging

Thursday, February 22 12:00 p.m. - 12:50 p.m. CILB #0614601 / WPS 1 hr Instructor: Elliot Patterson, Sunshine 811 Safe digging and no accidents. This course covers the requirement in Chapter 556, F.S. that will help keep you and your clients safe and protect underground facilities.

Hydraulics for the Pool and Spa Professional

Thursday, February 22 1:00 p.m. - 2:50 p.m. CILB #0613247 / GEN 2 hr Instructor: Mike Childress, Pentair In this course, you will learn hydraulic principles, flow rates and limits of existing equipment, and the proper sizing of pumps.

Heat Pumps: Demystified & Simplified

Thursday, February 22 3:00 p.m. - 4:50 p.m. CILB #0614591 / PEC 2 hr Instructor: TJ Redman, Raypak An introductory course for the pool professional designed to teach how to successfully utilize heat pump pool heaters. The course will cover the technical and conceptual aspects of how a heat pump works, sizing, installation, and troubleshooting, utilizing both industry terminology as well as layman's terms.

FBC Advanced Module: 2023 Swimming Pool Updates

Friday, February 23 8:00 a.m. - 8:50 a.m. CILB #pending / ADV 1 hr Instructor: Dallas Thiesen, FSPA This course was designed to assist pool contractors in understanding the changes to public pool code requirements in 2023, 8th Edition of the Florida Building Code to ensure compliance.

Pool and Spa Digital Controls Installation

Friday, February 23 8:00 a.m. - 9:50 a.m. CILB #0614645 / GEN 2 hr Instructor: Jack Zurich, Fluidra Designed for pool and spa builders, installers, service/maintenance companies, service technicians, office and sales personnel, or anyone affiliated with the pool and spa industry. Learn the latest techniques for installation, and startup of digital controls.

Swimming Pool Pumps and Motors Friday, February 23 8:00 a.m. - 9:50 a.m. CILB #Pending / GEN 2 hr Instructor: Mike Childress, Pentair This class covers the basics of filtration, from good to better, while covering the pros and cons of each type of filtration.

Dealing with Legal Duties Created by **Regulations**, Torts, or Contracts Friday, February 23 9:00 a.m. - 9:50 a.m. CILB #0614641 / L&R 1 hr

Instructor: Jim Dickson, Adams and Reese, LLP Learn the source of various legal duties and the options for resolution of a breach of such legal duties. Addresses various regulatory requirements for companies in the swimming pool construction industry. Address elements of potential tort liabilities. Provides an overview of basic contract elements. Learn your options in resolving disputes.

Designing Splash Pads for Inclusion and Safety

Friday, February 23 10:00 a.m. - 10:50 a.m. CILB #0614567 / GEN 1 hr Instructor: Alex Fletcher, AquaWorx When designing a splash pad, it is vital to ensure all users are welcome and able to partake in aquatic play! This course instructs professionals on the many ways water benefits patrons' physical and mental health, how they learn with water, the different types of water play and what users they benefit, and how to expand that knowledge to create a safe and inclusive splash pad by utilizing the three principles of design. This course also addresses the hydraulic equipment necessary to keep patrons safe and help facilities run smoothly.

Solar Heater, Design, Application, NEW & Installation

Friday, February 23 10:00 a.m. - 10:50 a.m. CILB #0613223 / GEN 1 hr

Instructor: Dan Sizelove, Aquatherm Industries In this course, students will learn how to properly size a solar heater for any pool, review installation best practices, and learn how to troubleshoot the most common problems.









Build / Repair (continued)

Swimming Pool and Spa Basic Electrical Requirements

Friday, February 23 10:00 a.m. - 11:50 a.m. CILB #0612739 / PEC 2 hr Instructor: David Pruette, David Pruette's Electrical Services

Teaches contractors how to understand an electrical circuit, size wire, use a meter, and practice electrical safety.

Proven Green Technologies for Commercial Pools

Friday, February 23 10:00 a.m. - 11:50 a.m. CILB #0614576 / GEN 2 hr

Instructor: Mark Robinson, CES

Higher energy costs provide an opportunity for the application of energy saving technologies in pools and spas. This course will review and increase awareness of proven technologies for commercial pools and spas. Attendees learn about methods of heating, disinfection and circulation that are eco-friendly, consume less energy and save money.

Basic Pool Equipment Troubleshooting and Repairs

Friday, February 23 10:00 a.m. - 11:50 a.m. CILB #0614369 / GEN 2 hr

Instructor: Rick Howard, Rick's Pool Service Understanding and identifying common issues with various types of pool equipment, share repair techniques to expedite repairs quickly, and identify safety issues and potential resolutions.

An Overview of Florida's Construction Lien Law Friday, February 23 10:00 a.m.- 10:50 a.m.

CILB #0614427 / L&R 1 hr

Instructor: Jim Dickson, Adams and Reese, LLP This course offers an understanding of Florida construction liens and bonds. For contractors, subcontractors, laborers, and professional lienors within the construction industry, Lien Law provides payment security for services rendered. This course dives into the balancing of rights and how to follow specific procedures outlined in Chapter 713, Florida Statutes.

Fundamentals of Construction Contracts

Friday, February 23 11:00 a.m. - 11:50 p.m. CILB #0614424 / BSP 1 hr

Instructor: Erik F. Szabo, Shutts & Bowen LLP The presentation provides attendees with an overview of important considerations for construction contracts in Florida, discussing practical tips for mitigating potential claims related to pool construction from the perspective of legal counsel.

Elevated Pool Design and Construction Methods

NEW

Friday, February 23 11:00 a.m. - 11:50 a.m. CILB #0614586 / GEN 1 hr

Instructor: Ed Shifflet, Oasis International Design Educate students on design and construction methods for elevated pools, and review options available.

Waterproofing Concrete Pools

Friday, February 23 11:00 a.m. - 11:50 a.m. CILB #0614039 / GEN 1 hr Instructor: Jeffrey Winter, Valcon Industries Discussion will include the proper surface preparation, material selection, application and troubleshooting of cementitious waterproofing for concrete pools.

Dealing with Dirt Problems: Sources of Risk in the Construction Industry and Issues that should be Addressed in the Construction Contract to Reduce Risk

Friday, February 23 11:00 a.m. - 11:50 a.m. CILB #0614426 / L&R 1 hr

Instructor: Jim Dickson, Adams and Reese, LLP Disputes over contract duties are the most common source of conflict within the construction industry. Learn the many sources of potential risks and events of a dispute, how to address such allocation of risk by express written terms, and methods of dispute resolution. Taking this course may prevent a future dispute from becoming a costly, contentious litigation.

Water Features: Design, Construction, and Performance

Friday, February 23 11:00 a.m. - 12:50 p.m. CILB #0612827 / GEN 2 hr

Instructor: Mike Childress, Pentair

This course will cover the aspects of the design, construction, performance and service of various types of water features. Course will include the various design options and how they affect the performance of the water feature while covering the flow and plumbing requirements that will allow for proper operation.

Alternative Dispute Resolution

Friday, February 23 12:00 p.m. - 1:50 p.m. CILB #0007785 / BSP 2 hr Instructor: Jim Batts, Batts Company Contractors learn how to effectively utilize alternative dispute resolution procedures (1) to reduce legal disputes and expedite settlements and (2) to bring about a higher level of consumer satisfaction.

Can I Do That? Swimming Pool License Scope of Work and Limitations

Saturday, February 24 8:30 a.m. - 9:20 a.m. CILB #0613681 / L&R 1 hr Instructor: Dallas Thiesen, FSPA Learn the scope of work and limitations based on the license held. Look at the differences in scope of work for all Florida swimming pool occupational licenses. Learn to identify whether or not a given task is within the authorized scope of work.

GEN = General BP = Business Practice WC = Workers' Compensation WPS = Workplace Safety PEC = Pool Electrical ADV = Advanced Module L&R = Laws & Rules Florida Pool & Spa Association d/b/s Florida Swimming Pool Association CILB Providership #0000917

Pool & Spa: Specialty Fire and Water Features

Saturday, February 24 8:30 a.m. - 10:20 a.m. CILB #0614644 / GEN 2 hr Instructor: Jack Zurich, Fluidra We will cover water features such as waterfalls, laminar jets, and fire pits. This class will provide students with the information for proper installation, operation, and troubleshooting.

Electrical Principles and Requirements for Pool and Spa Professionals

Saturday, February 24 8:30 a.m. - 10:20 a.m. CILB #0613683 / PEC 2 hr Instructor: Mike Childress, Pentair This class covers the basic principles of electricity, practical work practices and NEC codes while covering safety and common tips when working with electricity in the pool and spa industry.

Commercial Pool Equipment Repairs and Upgrades

Saturday, February 24 8:30 a.m. - 10:20 a.m. CILB #0614359 / GEN 2 hr Instructor: Rick Howard, Rick's Pool Service Understand and identify correct or incorrect equipment installations and options available to correct or improve pool filtration/sanitation!

How AI Will Change the Pool Market Saturday, February 24 8:30 a.m. - 10:20 a.m. CILB #0614607 / GEN 1 hr

Instructor: Ivars Jaunakais, Industrial Test Systems

People from all walks of life – students, coders, artists, accountants, health inspectors – are experimenting with how to use A.I. tools. Employers are posting jobs seeking people who are adept at using them. Pretty soon, if not already, you will have the chance to use A.I. to streamline and improve your work and personal life. During this presentation, we will investigate how Al will impact the international pool and spa market and what it means to professionals and homeowners alike.

GENESIS® C406: Pool Shell Cracking in Shotcrete / Gunite Construction

Saturday, February 24 8:30 a.m. - 10:20 a.m. CILB #0614668 / GEN 2 hr

Instructor: Terry Brannon, GENESIS The American Concrete Institute and the American Shotcrete Association have studied the concrete implementation process via wet and dry mix shotcrete at all phases of installation. According to their research, the one constant occurrence is that concrete will crack. How it cracks, why it cracks, and the amount of cracking is determined by mix design and placement procedures. This course will examine in detail the severity of pool shell cracking and strategies for remediation.

*Courses, dates, times and instructors may be subject to change. Visit www.UnderTheSunExpo.com for the most current information.

Swimming Pool Heating Methods

Saturday, February 24 9:30 a.m. - 10:20 a.m. CILB #0614579 / GEN 1 hr Instructor: David Ballard, Symbiont Service Corp This course will examine various commonly used methods of swimming pool and spa heating.

FBC Advanced Module ANSI-15 and ANSI-7 Flow Requirements and TDH

Saturday, February 24 9:30 a.m. - 11:20 a.m. CILB #0610378 / ADV 2 hr Instructor: Don Cesarone, Lucas Lagoons Differences in requirements, concept and goals between ANSI-15 design standard and ANSI-7 conformance standard. Illustrate the real energy savings to consumers and the marketing benefits for builders from compliance with ANSI-15. Discuss how to calculate Total Dynamic Head (TDH) and determine system flow for compliance with the standards individually. Methods of affirming compliance for your building official. Methods of verifying flow to assure compliance with the ANSI-7 Suction Entrapment Avoidance Standard.

WU C2342: Thoughtful Equipment Installations

Saturday, February 24 10:30 a.m. - 11:20 a.m. CILB #0614673 / GEN 1 hr Instructor: Kevin Cobabe, IWI; Brett Holland, IWI; Watershape University

Learn to install equipment like the pros. Stand out from the crowd with your well thought out and planned equipment installations that are both pleasing to the eye and mechanically sound.

What are you Lighting?

Saturday, February 24 10:30 a.m. - 11:20 a.m. CILB #0614551 / GEN 1 hr

Instructor: Steve Santucci, PAL Lighting This class is geared toward modern pool lighting design concepts. The class will address creating and installing proper light coverage inside and outside the pool, including in pool, perimeter, and landscape lighting. Properly sizing and selling projects with respect to artistic performance and building principles will be covered.

GENESIS® C424: Dampproofing Solution and Best Practices

Saturday, February 24 10:30 a.m. - 12:20 p.m. CILB #0614669 / GEN 2 hr

Instructor: Ken Milbery, GENESIS

Watertight vessels are paramount to successful watershapes that endure harsh environments through the test of time. Waterproofing has become more challenging as projects become increasingly more complicated, and the solutions are not always easily implemented. Examine various trades within waterproofing and finishes, explain challenges, concerns, and identify potential solutions.

NEW

Maintenance / Cleaning

FPSA d/b/a Florida Swimming Pool Association CILB Providership #0000917

NEW

Leak Detection & Non-Destructive Pipe Repair Methods

Friday, February 23 8:00 a.m. - 8:50 a.m. CILB #0614542 / GEN 1 hr

Instructor: Darren Merlob, LeakTronics Learn how Hydrophone Technology is used to pinpoint leaks. Understand how and why the methods explained are more accurate, effective, and beneficial to leak detection. Using Pipe Cameras with Sonde Locating Technology to view and locate leaks and blockages. Learn about new and traditional repair methods and technology, and when to use non-invasive pipe repairs versus when to cut the deck.

Practical Water Chemistry

Friday, February 23 8:00 a.m. - 8:50 a.m. - CILB #0614568 / GEN 2 hr

Instructor: Joe Sweazy, Orenda Tech Witness what water wants, not necessarily what we THINK it wants. Water has no opinions or mood swings; it is governed by laws of nature.

Commercial Pool Operational Requirements

Friday, February 23 8:00 a.m. - 8:50 a.m. CILB #0614588 / GEN 1 hr Instructor: Rick Howard, Rick's Pool Service Understand the 64E-9 compliance requirements to keep public pools open and safe. Learn what health departments look for in their bi-annual inspections.

Hurricane Preparation, Response & Resolution for Florida Pool Professionals

Friday, February 23 8:00 a.m. - 8:50 a.m. NEW CILB #0614543 / BSP 1 hr Instructor: Rob Mathewson, Call Pool 911 Preparation, response, and resolution for Florida pool professionals for hurricane season.

Pool Water Mysteries: Pool Problems That Seem to Defy Conventional Wisdom

Friday, February 23 8:00 a.m. - 9:50 a.m. CILB #0614603 / GEN 2 hr Instructor: Rick Myers, Lo-Chlor

Pool contractors and professionals know solving pool water problems starts with good water balance. Experience shows that some pool problems can be baffling and seem to defy the basic rules of water treatment. This course addresses the mysteries, explains the diagnoses and provides remedies and preventative measures for clean, clear, and healthy pools.

Water Balance from a Cause & Effect Perspective Friday, February 23 9:00 a.m. - 10:50 a.m. NEW CILB #0614594 / 2 hr

Instructor: Jody O'Grady and Rachel Rutter, Taylor Water Technologies

Learn the chemical parameters which should be tested to determine water balance. Discuss their associated properties and interactions. Information will be presented on how environmental factors such as location and circumstance will affect water chemistries.

Metals and Metal Staining: How Do I Prevent Them? How Do I Remove Them? Friday, February 23 10:00 a.m. - 11:50 a.m. CILB #0614593 / GEN 2 hr

Instructor: Joseph Laurino, Periodic Products Learn the common causes of metal staining and methods to address metal contamination and prevent metal stains on fiberglass, membrane, plaster, and pebble pool surfaces. Case studies will also be used to present the various methods for successful removal of metal stains from all pool surfaces.

Water Quality Ranges, Target Values, or Balance Indexes: What is the Best Way to Maintain Pool Water?

Saturday, February 24 8:30 a.m. - 9:20 a.m. CILB #0614592 / GEN 1 hr

Instructor: Joseph Laurino, Periodic Products Maintaining water quality is essential for the health, safety, and comfort of swimmers. It also plays a role in maintaining the integrity of the pool, spa, and hot tub surface and equipment. The course describes the similarities and differences between three methods, and provide a scientific rationale for recommending the best way to maintain the quality of water.

Unique Aspects of Hot Water Chemistry Saturday, February 24 8:30 a.m. - 9:20 a.m.

CILB #pending / GEN 1 hr Instructor: Jody O'Grady and Rachel Rutter,

Taylor Water Technologies

Participants will learn and explore the unique aspects of hot water chemistry by considering volume and temperature differences and what that means for an entire system. Chemical parameters, sanitation/oxidation, treatment applications, testing techniques, standards, and a water stability index will also be presented.

Overview of Swimming Pool Leak Detection Methods

Saturday, February 24 10:30 a.m. - 11:20 a.m. CILB #0614589 / GEN 1 hr

Instructor: Brad Madison, Anderson Manufacturing Company

This course will outline a systematic process for, not just effective, but efficient leak detection. By evaluating the benefits and limitations of different testing methods and testing equipment, we can learn to perform the right tests at the right time to ensure accurate and efficient leak location. This course will also cover how to capture the value a leak detection generates through professional reporting.

NEW

Resilient Pool Service: How to Make More & Do Less

Saturday, February 24 10:30 a.m. - 11:20 a.m. CILB #0614595 / GEN 1 hr Instructor: Jennifer Labuda, Clear Comfort It is crucial for service pros to take advantage of offerings proven to save time, attract new customers and differentiate from competitors. Traditional pool service offerings rely on reliability in the market and low turnover. Learn the actionable tips and customer-centric offerings leaders use for profitable routes in less time. Whether pro or industry beginner, you'll leave understanding what keeps pool service businesses resilient and in high demand, even during shortages and shifting markets.

Pool and Spa Filtration Options and Circulation Requirements

Saturday, February 24 10:30 a.m. - 12:20 p.m. CILB #0612826 / GEN 2 hr Instructor: Mike Childress, Pentair Distinguish different filtration media types and their qualities. Understand how filters work and how to better maintain them.

Increased Profits Thru Next Level Water Quality Saturday, February 24 10:30 a.m. - 11:20 a.m. CILB #0614590 / GEN 1 hr Instructor: Steve Arb, NC Brands Upgrading water quality increases the value of the service offered while often reducing the cost of providing it. This course will explore the addition of specialty chemicals such as clarifiers, enzymes, phosphate removers, and scale prevention that may add incremental cost.

Educación Español

Filtracion:Proporcionar de manera eficiente agua limpia y segura

Friday 10:00 - 11:50 a.m. CILB #0612826 /GEN 2hr Instructor: Carlos Gomez, Pentair En esta clase se conocera los cambios en tecnologia en las bombas y motores, consejos y trucos para mantener, programar y dar un mejor servicio.

Bombas y Motores El Corazon del sistema de filtracion

Friday 12:00-1:50 p.m./CILB #0613872/GEN 2hr Instructor: Carlos Gomez, Pentair Esta clase cubre los principios básicos de la filtración, de bueno a mejor, mientras cubre los pros y los contras de cada tipo de filtración.

WU C2921: Profiling Outstanding Projects Start to Finish

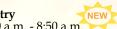
Saturday 8:30 - 9:20 a.m. CILB # 0614658 / GEN 1hr

Instructor: Jon Temple, Watershape University WU highlights outstanding and unique work presented by the industry's leading designers and builders. The course profiles projects, explaining why certain decisions were made in both design and construction, showing photos of work in progress to share construction methodologies, potential pitfalls, and discussing lessons learned.

Practical Water Chemistry

Friday 8:00-8:50 a.m. CILB #0614568 / GEN 1hr Instructor: Miguel Chavez, Orenda Tech Witness what water wants, not necessarily what we THINK it wants. Water has no opinions or mood swings; it is governed by laws of nature.





Management

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WU B2321: Pivot to Renovations

Thursday, February 22 9:00 a.m. - 9:50 a.m. CILB #0614656 / GEN 1 hr

Instructor: Brett Abbott; Watershape University Inflation, supply-chain issues and labor scarcity are all conspiring to disrupt the economic boom the industry has enjoyed for the last two years. New construction is slowing, and the real estate market is softening, trends that are expected to continue. Fortunately, our industry can succeed in tough times by turning to renovations, both major and minor. This 90-minute class prepares students for that potentially critical shift in focus.

WU B2318 Preventing Critical Digital Marketing Mistakes

Thursday, February 22 10:00 a.m. - 10:50 a.m. CILB #0614657 / GEN 1 hr

Instructor: Dane Wiseman, Watershape University Marketing fumbles are far more common than many think. Most companies, even those with experienced marketing agencies, make embarrassing, cringe-worthy mistakes that hinder business growth. The good news is, with the right planning and a proactive approach, critical errors are 100% avoidable! See the most common and critical marketing missteps using practical examples and how to prevent them.

Effective Communication Techniques

Friday, February 23 8:00 a.m. - 9:50 a.m. CILB #0614367 / GEN 2 hr Instructor: Kelly Kordon, Team Horner

Communication is the foundation to ALL relationships, for better or worse. Learn to effectively communicate using 5 critical communication skills to improve your professional and personal relationships.

Developing Leaders from Within Friday, February 23 8:00 a.m. - 9:50 a.m. CILB #0614604 / GEN 2 hr

Effective leadership styles, organizational structure, and a healthy company culture will successfully launch the next level of leaders within your team while leaving a legacy for future generations.

How to Generate Better Leads Online

Friday, February 23 9:00 a.m. - 10:50 a.m. CILB #0614368 / BSP 2 hr Instructor: Bruce Porter, SWAT Marketing This course will show you how to set up your online assets to capture leads. What you will learn are all current lead generation methods to capture leads and provide a good user experience to your audience.

Cost Reduction of Worker's Claims and Premiums

Friday, February 23 9:00 a.m. - 9:50 a.m. CILB #0610818 / WC 1 hr Instructor: David Griffiths, Insurance by Ken Brown An overview of developing formal programs that will reduce the cost of workers' compensation insurance and reduce the cost of workers' compensation claims.

Workplace Safety

Friday, February 23 10:00 a.m. - 10:50 a.m. CILB #0614355 / WPS 1 hr Instructor: Dori Gallagher, AquaCal AutoPilot Instructions for the pool and spa industry on chemical hazard communication, checking the label for key information, reading a Safety Data Sheet (SDS), how to store hazardous materials and corrosives.

An Overview of Florida's Construction Lien Law Friday, February 23 10:00 a.m.- 10:50 a.m. CILB #0614427 / L&R 1 hr

Instructor: Jim Dickson, Adams and Reese, LLP This course offers an understanding of Florida construction liens and bonds. For contractors, subcontractors, laborers, and professional lienors within the construction industry, Lien Law provides payment security for services rendered. This course dives into the balancing of rights and how to follow specific procedures outlined in Chapter 713, Florida Statutes.

Fundamentals of Construction Contracts

Friday, February 23 11:00 a.m. - 11:50 p.m. CILB #0614424 / BSP 1 hr

Instructor: Erik F. Szabo, Shutts & Bowen LLP The presentation provides attendees with an overview of important considerations for construction contracts in Florida, discussing practical tips for mitigating potential claims related to pool construction from the perspective of legal counsel.

Managing the Cost of Risk

Friday, February 23 11:00 a.m. - 11:50 a.m. CILB #0610236 / WPS 1 hr

Instructor: Kerry Tait, Insurance by Ken Brown This course will help contractors understand the impact of losses on the cost to the bottom line, show contractors the potential ROI if they develop and adopt a safety and health program, and instruct on how to implement a safety and health program or improve an existing program.

Enhancing Your Digital Footprint

Friday, February 23 12:00 p.m. - 1:50 p.m. CILB #NO CE / NO CILB CREDIT 2 hr Instructor: Bruce Porter, SWAT Marketing Enhancing your digital footprint will show you how to setup your online presence for success. It will address the user experience, Google best practices, local listings, search engine optimization best practices, and email marketing.

NEW

Hire-Train-Motivate-Retain: Hiring for Retention

Saturday, February 24 8:30 a.m. - 10:20 a.m. CILB #0614606 / BSP 2 hr Instructor: Jenny D'Ugard, Team Horner Build a better business through a consistent practice to hire, train, motivate, and retain the best talent available in our industry.

Could This Happen to You?

Saturday, February 24 8:30 a.m. - 9:20 a.m. CILB #0614357 / BSP 1 hr Instructor: David Griffiths, Insurance by Ken Brown

This course will make business owners aware of the ramifications of business decisions which can lead to potentially catastrophic incidents and accidents.

Formalized Fleet Safety Program

Saturday, February 24 9:30 a.m. - 10:20 a.m. CILB #0614363 / WPS 1 hr Instructor: Sean Yakicic, Amerisure The purpose of this presentation is to help business owners with fleets of vehicles understand what a comprehensive fleet safety program entails.

Powerful Teams, Financial Habits, and Employee Retention

Saturday, February 24 9:30 a.m. - 11:20 a.m. CILB #0614642 / GEN 2 hr Instructor: Heather Linton, Swim Carefree This course covers customer acquisition, improving financial habits, handling challenging situations/customers, improving the bottom line, and employee retention.

LP Gas Master Qualifier

Manufacturer Endorsed Program \$625 (FSPA members pay \$475) Meets No CILB CE / LP Gas CE is earned Wednesday 8:00 a.m.-12:00 p.m. Instructor Jason Nokk, Gas Training Services This course covers LP gas safety and the installation, maintenance, service, and repair of LP gas systems and appliances with special considerations for swimming pool related products and systems. This class is manufacturer endorsed. The Certificate of Completion awarded at the completion of this course may be used to apply for the LP Gas Master Qualifier Certification with the Florida Department of Agriculture, Consumer Services Division.

Increased Profits Thru Next Level Water Quality

Saturday, February 24 10:30 a.m. - 11:20 a.m. CILB #0614590 / GEN 1 hr Instructor: Steve Arb, NC Brands Upgrading water quality increases the value of the service offered while often reducing the cost of providing it. This course will explore

NEW

the addition of specialty chemicals such as clarifiers, enzymes, phosphate removers, and scale prevention that may add incremental cost.

Preparing Your Business to Live Without You

Saturday, February 24 10:30 a.m. - 11:20 a.m. CILB #0614358 / BSP 1 hr Instructor: Gary Crayton, Pool Troopers This course will enhance the knowledge around preparing a business to operate for the time when the principal decides to retire or sell the business so it can continue past their involvement.

Understanding the Experience Modification Formula to Determine Workers' Compensation Cost

Saturday, February 24 10:30 a.m. - 11:20 a.m. CILB #0613204 / WC 1 hr Instructor: Kerry Tait, Insurance by Ken Brown This course is designed to teach the participant the 16 variables that comprise their experience modification and its role in the final cost of workers' compensation.

LP Gas

NEW

LP Gas Exam Prep

\$475 (FSPA membes pay \$375) Meets No CILB CE / LP Gas CE is earned Wednesday 1:00 p.m.-5:00 p.m. Instructor Jason Nokk, Gas Training Services This is a prep course for the LP Category 5 license exam. This license is needed to service, install, repair and sell LP gas equipment, appliances and piping. It does not include work performed on RV Systems, LP gas containers and LP gas motor fuel system.

No DBPR/CILB CE will be issued for LP Gas courses. The vendor company, Gas Training Services, and the course have been approved by the Florida Department of Agriculture and Consumer Services for continuing education credit for LP Gas License holders.

Expedite Your Route To Pool Service Licensure*

Four Weekends. Four Modules. Endless possibilities.

Fee: \$2,200 +FSPA Member enrollment: \$50 +Non-Member enrollment: \$300

*Must attend all modules.

Dates may be subject to change

February 21-22 March 7-8 March 21-22 April 4-5

Course #0610552 CILB providership #0000917

*The course substitutes for three years of experience toward obtaining a State Certified Pool/Spa Servicing License. Applicants passing the state exam are responsible for verifying one year of field experience. This is not an exam prep course.





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