



AMERICAN SOCIETY OF
SAFETY PROFESSIONALS

Gulf Coast Chapter



Gulf Coast
LOCAL SECTION

GULF COAST SAFETY & HEALTH SUMMIT

**BREAKOUT 3:30 PM - 4:30 PM
SESSION #4A**

**OSHROI—RETURN ON INVESTMENT
OF OCCUPATIONAL SAFETY &
HEALTH**



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THURSDAY, APRIL 16TH, 2026

3:30PM 4:30PM

**LAWRENCE SCHULZE,
PE, CPE**

As organizations' budgets tighten in ever-competitive markets, it is essential that safety professionals present their project recommendations to the C-suite in financial terms. The language of economic analysis. The application of financial decision-making through a case study, and how simple economic analyses can shift C-suite decisions from 'funding not available' to 'funding available', will be presented. Additional topics to be covered in this session will be (1) interest rates and how they affect the time value of money; (2) Minimum Attractive Rate of Return (MARR) that the company uses to make decisions; (3) Rate of return analysis that compares a project's rate of return to the company's minimum required return rate ; (4) the ratio of Benefits of a project to the costs of a project (Benefits/Costs) for both short-term and long-term projects; (5) ways to determine the economic benefits of equipment replacement or retention; (6) determine the break-even point where benefits = costs in relationship to the economic impact or organizational sustainability; and (7) the determination of how long it will take to payback the organization's investment in a proposed project (Payback analysis).



Contact us
(661) 472-6591



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**BREAKOUT 3:30 PM - 4:30 PM
SESSION #4B**

**BRIDGING SAFETY COMMUNICATION
GAPS:
TRANSLATING TECHNICAL
CONCEPTS INTO FRONTLINE ACTION**

3:30PM 4:30PM



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SHEA SULLIVAN, SCMP

**NORRIS CONFERENCE CENTER
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THURSDAY, APRIL 16TH, 2026
3:30PM 4:30PM

Safety professionals are experts in hazards, controls, and systems—but the real challenge is getting that expertise to connect with the people performing the actual work. Critical safety messages and concepts often get lost in translation, lack staying power, and end up being little more than faded words on a poster.

This session will explore how to communicate safety in creative and data-driven ways that resonate, engage, and drive safe work behaviors and positive change across all levels. Attendees will learn how clear, consistent, and relatable communication can strengthen safety culture and help bring complex concepts like HOP to life in practical, understandable ways for the frontline workforce.



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**BREAKOUT 3:30 PM - 4:30 PM
SESSION #4D**

COMPLYING WITH THE TSCA METHYLENE CHLORIDE RULE



**NORRIS CONFERENCE CENTER
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SARAH ANDERSON, CIH



**THURSDAY, APRIL 16TH, 2026
09:45AM - 10:45AM**

Find out if the EPA TSCA Methylene Chloride Rule applies to you and what you need to do to be in compliance with the expectations and deadlines. Find out how this rule will impact your operations now and in the future.

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