AGENDA THURSDAY OCTOBER 26, 2000

## 4th Annual Construction Financial Management Conference Sponsored by AGC and CFMA

October 26-27, 2000 . Las Vegas, Nevada

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	Continental Breakfast	8	Recognizing and Responding to Harassment Issues (repeat of Session #4)
7:45 am:	Welcoming Remarks William Palmer, Conference Coordinator	9	Job Cost Accounting (repeat of Session #5)
1	Ernst & Young, LLP San Francisco, CA	11:45 –12:45 pm: Lunch	
		10 1:45–3:00 pm	12:50–1:40 pm: General Session #2 Outlook for the Economy and Capital Markets (SK) James E. Landau, President Berkeley Capital Management San Francisco, CA Where is the economy headed? • The outlook for interest rates • How healthy is the consumer? • The implications for stocks Concurrent Sessions (Select One)
	8:00–8:50 am: General Session #1		
	The Dynamics of Construction Dispute Avoidance and Resolution (SK) Robert S. Peckar, Esq., Sr. Partner Peckar & Abramson, River Ridge, NJ Avoiding disputes and solving the unavoidable disputes goes to the heart of the financial bottom line • Learn about methods that work • Understand how to apply those methods in your firm for your clients		
8:50-9:00 am	Break	1.45–5.00 pm	Transfer of Ownership (SK)
9:00–10:15am	Concurrent Sessions (Select One)	11	Gene Harder, CPA
3	Construction Risk Management Defined for the CFO or Controller (M) Robert Heuer, Senior Vice President Willis, Southfield, MI Patrick Monea, Vice President/CFO Granger Construction, Lansing, MI Review the various elements of strategic company construction risk management • Learn effective in-house handling of an insurance and surety program • Identify which factors enhance value with both internal and external "partners" • Understand how effective risk management can be a competitive edge  Federal Tax Update (T) Neil Wiley, Tax Partner Moss Adams LLP, San Francisco, CA John Armour, Brockman Armour and Co., Denver, CO Review of federal tax law changes and recent tax court decisions • Update on IRS audit activity and proposed regulations • Tax planning strategies		Pam DeCounter, MA Moss Adams LLP – Spokane, WA Understand your options • Review personal and emotional considerations • Identify business strategies to maximize value • Consider real life examples of what does and doesn't work
		12	Technology Impact on Surety (SK) K. Dixon Wright, President North Coast Surety Insurance Services Novato, CA
			How is the surety industry responding to the internet • How will contractors communicate with their surety • How will the surety integrate with other ASPs • Status of automated delivery of surety bonds, and electronic bonds with digital signatures
		13	Profitable Growth Strategies (SK) Lanny Harer, Managing Director FMI Corporation – Raleigh, NC Why grow? – A case for and against growth • Four fundamental growth strategies • Planning to create greater value • Avoiding the classic mistakes
4	Recognizing and Responding to Harassment Issues (M) Lisa Heller, Partner Robins, Kaplan, Miller & Ciresi What is harassment • Who should be trained in recognizing & responding • How to perform investigation • Creating a policy that protects your company	14	eBusiness – The Net Effect (SK) Paul S. Thomas, Partner Crowe Chizek – Indianapolis, IN Emerging new business models affecting the construction industry • Supply chain evolution – Marketplaces and portals • Collaboration of the internet – Getting close to customers and subcontractors • Internet impact on HR
	Job Cost Accounting (A)	245 420	benefits, recruiting and retention
	John Metz, Partner, Sikich, Gardner & Co., LLP – Aurora, IL Basics of job costing • Various components of costs • Methodologies of costing • Reporting: What should the system give you? • How to use the system to your company's benefit	-	Concurrent Sessions (Select One)  Transfer of Overagehin (repeat of Session #11)
		15 16	Transfer of Ownership (repeat of Session #11)  Technology and Surety (repeat of Session #12)
		17	Profitable Growth Strategies
10:15-10:30 am:	Break	10	(repeat of Session #13)
10:30–11:45 am:	Concurrent Sessions	18	eBusiness – The Net Effect (repeat of Session #14)
6	Project Risk Management and Management of the Insurance Program (M) Robert Heuer and Patrick Monea Learn, in detail, the considerations necessary to mitigate risk from a project viewpoint • Recognize how to manage your "insurance year" • Review a sample "life cycle" approach for your insurance year with detailed timelines, plotting specific actions	19	4:35 – 5:50 pm: General Session #3 New Approaches to Improving Construction Productivity (A, M) Dr. Jim Adrian, President Adrian International – Peoria, IL Benefits of defect cost codes • Controls for the vital versus useful many • Measuring production risk for improvement • New technology for improved
7	Federal Tax Update (repeat of Session #3)		productivity information

Note that sessions are designated for CPE credit in one of the following fields: Accounting (A), Consulting (C), Management (M), Personal Development (PD) Specialized Knowledge (SK) or Tay (T) CPF field designa

6:30 - 8:00 pm: Reception