



# NEW ENGLAND 2014 CONSTRUCTION FORUM

Educating construction businesses on industry best practices



# OCTOBER 23, 2014

THE SHERATON, PORTSMOUTH, NEW HAMPSHIRE

250 Market St, Portsmouth, NH 03801

SPONSORED BY



**ALBIN, RANDALL & BENNETT**  
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## ARE YOU KEEPING UP WITH THE LATEST IN CONSTRUCTION MANAGEMENT BEST PRACTICES?

To remain competitive, construction professionals must keep up with the latest legal, financial, bonding and insurance, management, marketing and technology trends that are driving the industry. Albin, Randall & Bennett invites you to attend the 2014 New England Construction Forum, the only educational and networking event of its kind in New England designed specifically for the construction industry. If you are a contractor, engineer, architect or a construction professional, this full-day forum is a unique opportunity to learn from the industry's leading professionals. From the latest in construction software or employment law issues to human resources issues and trends in the surety industry, we're bringing together top construction industry professionals for a productive day of education and networking.

## LEARN FROM THE EXPERTS.

We're honored to bring the leading providers of construction management resources to New England for a day-long expo focused on the construction industry. In addition to ample time for networking, choose to attend a variety of educational sessions throughout the day presented by experts in a variety of fields. Ask questions, learn about the latest products and best practices and take a wealth of knowledge back to your team.

Presenters such as Cross Surety, Verrill Dana and Accordant (among others) will discuss topics ranging from what's trending in the surety market to construction legal issues to the latest technology solutions.

## WHO SHOULD ATTEND?

- Construction Executives
- Construction Firms
- Engineers
- Project Managers
- General Contractors
- Subcontractors
- Architects
- Real Estate Developers

## AGENDA

We encourage all attendees to spend time networking with vendors in the vendor hall and attend a variety of breakout sessions for in-depth discussions. When you register, choose from the following line-up of sessions:

**8:00 – 8:30 AM** Vendor Hall Opens (Vendors to set-up booth displays)  
Registration Opens and Breakfast (Sponsored by Foundation Software)

**8:30 – 8:45 AM** Welcome

**8:45 – 9:35 AM** **BREAKOUT SESSION 1**  
1. Winning RFPs: Clockwork Design  
2. Who to Hire and How Much to Pay?: Verrill Dana  
3. Chaos in the Office? Foundation Software

**9:35 – 10:00 AM** Networking in Vendor Hall

**10:00 – 10:50 AM** **BREAKOUT SESSION 2**  
1. Economic Recovery and Impact on Surety: Cross Surety  
2. Construction Accounting and Project Mgmt: Accordant  
3. Two Sticky Widgets: Bernstein Shur

**11:00 – 11:50 AM** **BREAKOUT SESSION 3**  
1. Current and Future Construction Industry Trends: Major Sponsor Panel  
2. Technology Integration Strategies and Benefits: Viewpoint Construction Software  
3. LinkedIn: Rhino Public Relations

**12:00 – 1:45 PM** Lunch (Sponsored by Viewpoint Construction Software) and Keynote Address by Gregg Schoppman of FMI Corporation

**2:00 – 2:50 PM** **BREAKOUT SESSION 4**  
1. NLRB: Stoneman, Chandler & Miller  
2. Supply Chain for Construction: Tilson  
3. Succession Planning: Kim Anania and Phil Harriman

**3:00 – 3:50 PM** **BREAKOUT SESSION 5**  
1. Developing and Executing an Effective Business Strategy: Jim Lyon  
2. Integrated Project Delivery and How it is Changing Construction Contracting: Hinckley Allen  
3. Selecting Construction Accounting Software: ARB

**3:50 – 5:00 PM** Cocktail Hour (Sponsored by Comdata)





## BREAKOUT SESSION 1

### **Winning RFPs: What to Do, and Not Do, to Win More Bids**

*Vanessa Schaefer, Clockwork Design Group, Inc*

Winning pitches is a critical part of business development today. Those of us tasked with preparing proposals and making presentations know how time-consuming and nerve-wracking the process can be. During this session, panelists will discuss what makes a proposal and pitch effective, and what makes one fail. Our panelists will include marketers highly experienced in creating proposals, as well as decision-makers from companies receiving proposals.

### **Who to Hire and How Much to Pay? Update on Regulations Applicable to Contractors and Subcontractors on Federally Funded Projects**

*Janet Britton, Esq./Robert Ruesch, Esq., Verrill Dana*

U.S. Department of Labor's Office of Federal Contract Compliance Programs (OFCCP) announced new rules designed to boost employment of veterans and workers with disabilities. This program will inform attendees about these changes in federal law and practical steps to ensure compliance. We will also offer an update on recent development on Davis Bacon prevailing wage requirements.

### **Chaos in the Office? Boost Productivity with Industry-Specific Software**

*Chad Ode, Foundation Software*

As technology advances at breakneck speeds, contractors have multiple options to improve business efficiency with time-saving software and tools. Lead by Foundation Software's Chad Ode, this session will focus on the technology solutions available to contractors and how you should evaluate which ones are right for your business. Core technologies such as job cost accounting and the cloud vs. on premise choices will be discussed. We'll also cover a review of integrated systems designed to automate key processes, such as project scheduling, service dispatch, document routing and more.

## BREAKOUT SESSION 2

### **Trending Now: Economic Recovery and its Impact on the Surety Markets**

*Michelle Orlando, President, Cross Surety, Inc.*

Think the biggest impact to the surety market hit during the economic downturn? This interactive session will explore the surety market's outlook on the economic recovery, how they react to it and what things you need to do to maximize your surety program during this uncertain transitional time.

### **Construction Accounting and Project Management**

*Bruce Dominick, Accordant*

This session will show you the latest technology to fully automate your construction project from start to finish. Project management, job costing, prevailing wage, progress billings, reporting, change requests turning into change orders...see all of the information needed to manage your projects with no duplicate entry.

### **Two Sticky Widgets: Who Owns the Contingency? Who Owns the MEP Design?**

*David Ray, Esq. and George Burns, Esq., Bernstein Shur*

When the expectations of the parties involved in a construction project do not match, problems arise. Time after time, we find confusion and misunderstanding about two issues: #1) In GMP contracting, what can the "contingency" be used for and who gets to make the decision and #2) When there are design errors or omissions with MEP systems, which party is responsible – the design professionals or the MEP subcontractor (or both)? This session will examine the legal and practical aspects of these two issues and provide the attendees with specific guidance on how to avoid problems.



## BREAKOUT SESSION 3

### Current and Future Construction Industry Trends Presented by ARB and our Major Sponsors

*David V. Jean, CPA, CCIFP, Albin, Randall & Bennett, CPAs*

In this session, our major sponsors will team up for a panel discussion on current trends and related best practices in construction management. David Jean, CPA of Albin, Randall & Bennett will moderate the discussion with panelists from Cross Insurance, Accordant and Verrill Dana. From legal issues, to financial management and surety to technology and software, we'll cover a wide range of management issues that are unique to construction professionals. Come with questions!

### LinkedIn 101 for Business Development

*Susan Shelby, FSMPS, CPSM, Rhino Public Relations*

You need to boost your business development efforts, but feel like you've tried everything. You've heard buzz about LinkedIn, but are wondering what it can do for your business – is it another social networking fad, or a legitimate business development tool? In this session, we will explain how LinkedIn can create leads, make cold calls warmer, and give new life to your business development efforts. We will also explore how you can build your network and increase your visibility to make the most of this business tool.

### Technology Integration Strategies and Benefits

*Dan Conway, Viewpoint Construction Software*

Presented by Viewpoint Construction Software, this session will help you understand the value of integrated solutions and the immediate benefits contractors experience after replacing disparate stand-alone systems.

## KEYNOTE SPEAKER



## GREGG SCHOPPMAN, PRINCIPAL

*FMI Corporation*

Gregg Schoppman, Principal of FMI Corporation will keynote the 2014 New England Construction Forum in Portsmouth, New Hampshire on October 23, 2014. FMI is a management consulting and investment banking firm for the engineering and construction industry where Schoppman specializes in the areas of productivity and project management. He also leads FMI's project management consulting practice.

Schoppman will address "Innovation: The World of Construction 2.0." Industry leaders such as Google, Facebook and Apple wrestle for superiority in game changing innovations. Why should the construction industry – one of the largest sectors in the world – be the laggards in the conversation of innovation? Innovative concepts give way to organizational best practices daily through powerful individuals, projects teams and business units. Innovations are not high tech flashy gadgets but groundbreaking ideas that create efficiency and ultimately make the industry better.

### HIS KEYNOTE ADDRESS WILL INCLUDE:

- Advice for organizations on how to stimulate innovative thinking at ALL levels in their organizations.
- Discussion of the types of innovation and what is limiting innovative thinking.
- Discussion of the role of management and accountability in stimulating or stifling creative and innovative thought
- Highlights of key trends in innovative management theories, technologies and macro-level trends.

REGISTER NOW!

## REGISTRATION

\$40/pp admission. Please register online by  
October 16th at [www.arbcpa.com/necforum2014](http://www.arbcpa.com/necforum2014)



## BREAKOUT SESSION 4

### **What You Need to Know About the NLRB: What you don't know can hurt you**

*Carol Chandler, Esq., Stoneman, Chandler & Miller, LLP*

This session will cover the National Labor Relations Board's (NLRB) attempts to unionize your employees. Attorney Carol Chandler will discuss topics such as ambush elections, new definition of supervisor and mini-units or the camel's nose in the tent. She will also cover policy mistakes that can lead to Unfair Labor Practices. By attending, you will learn more about employer confidentiality requirements, employer prohibitions regarding social media, policy mistakes that can lead to ULP charges and waiver of union elections. She'll also cover changes in appropriate "at will employment" policies.

### **Supply Chain for Construction – Invisible Cash Drain**

*Mike Dow, Tilson*

The job site is often (but not always) the "end of the line" when it comes to the construction supply chain. Materials arrive. Lay-down areas and warehouses fill up. The project gets done. But there often are opportunities to save money and coordinate deliveries much earlier in the construction process. Join us to learn a few basic supply chain concepts, some keys ways to save money immediately, and some analysis methods that will blow your peers away. The supply chain can be tightened!

### **Succession Planning: Understanding Crucial Leadership Styles**

*Kim Anania, KMA HR Consulting and Philip Harriman, Lebel & Harriman, LLP*

Succession planning recognizes that some positions are the lifeblood of the organization and planning well for the continuity of key leadership roles is critical. An effective and proactive process identifies and develops potential successors and building a leadership pipeline for future success. Each business succession process should be uniquely designed to assure that your organization, clients and vendors in the business have a bright future. Join Phil and Kim as they help you understand the behaviors and characteristics of the leaders in your business all while climbing to the top of a mountain and exploring the African safari!

## BREAKOUT SESSION 5

### **Developing and Executing an Effective Business Strategy**

*Jim Lyon, Summit 9 Consulting*

Profitable growth in construction depends on your ability to develop, communicate, and execute a willing business strategy. Learn a practical planning system to structure your strategic thinking, identify priorities, develop plans, and communicate with employees. You will hear examples how New England construction companies are successfully using this method and receive materials to help you get started.

### **Integrated Project Delivery and How it is Changing Construction Contracting**

*Ronald C. Ciotti, Hinckley Allen*

We have all heard various definitions, descriptions, and opinions, of the revolutionary and innovative process known as Integrated Project Delivery (IPD). It is time to clear the myths and misconceptions as to what is required, what drives the outcome, and what results will be reached. Find out why you as an Owner, Design Professional, or Contractor should be interested in using this delivery method. Learn its advantages and disadvantages, various options available to the IPD team, and how it can be structured to the fit your individual project and the team members' expectations and innovative comfort levels. Most importantly, learn why this delivery method makes sense for every team member, even when hard bid numbers associated with other forms of delivery are at record lows. Finally, learn how IPD is drastically changing traditional construction contracting.

### **Selecting and Implementing Construction Accounting Software**

*David V. Jean, CPA, Albin, Randall & Bennett*

Choosing construction accounting software is critical to the success of your business. Simply put, it's all about doing more with less. In this session, David Jean of Albin, Randall & Bennett will discuss the reasons why a business should invest in construction-specific technology and how it can improve operational efficiencies. He will also guide you through the process of selecting and implementing the best construction software for your business.





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## ALBIN, RANDALL & BENNETT

*Accountants and Business Consultants Specializing in the Construction Industry*

Albin, Randall & Bennett is a full-service accounting and business consulting firm, organized into teams that specialize in individual industries. Our construction team has a 35+ year track record of success helping builders prosper, in good times and bad. Our construction industry knowledge, expertise and contacts enable us to understand your business challenges more fully, identify problems more completely, and deliver customized solutions.

To operate at peak efficiency and profitability, you need more than “one-size-fits-all” accounting solutions. You need construction specialists to handle your accounting and financial services needs. You want trusted advisors who customize solutions to address your particular needs.

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### OUR SERVICES FOR THE CONSTRUCTION INDUSTRY INCLUDE:

- Maximizing bonding or borrowing capacity
- Establishing/upgrading job costing systems
- Cash flow analysis
- Construction claims preparation/evaluation
- Profitability benchmarking
- Budgeting
- Operational reviews
- Information systems consulting and implementation
- Business entity formation
- Merger and acquisition
- Forecasts and projections

## BY ATTENDING, YOU'LL LEARN

- The latest trends in how technology and construction software is changing how construction professionals do business and boost productivity
- What's trending in the surety markets
- How to improve your business operations and add efficiencies to your process through effective business strategies
- How to win new business and reinforce your brand via marketing and social media
- The latest in employment and construction law and legal pitfalls to avoid
- Financial management and construction accounting best practices
- Human resources tips for understanding leadership styles and planning for the future of your business

## SPONSORS



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**WIN  
— AN —  
iPAD**

### Play 9 Holes. Enter to Win an iPad!

Make the most of networking time built into our agenda by making your way through our “9-hole” Vendor Hall. To play, just visit at least 9 vendor booths throughout the course of the event. Just ask them a question about their products or services and each one will punch a hole on your course game card. When all 9 holes are punched, enter your scorecard into a drawing for an iPad!

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