

standing out from the rest of the crowd



# 2008 Fall Conference

November 20 & 21  
Omaha Marriott Hotel  
Omaha, Nebraska

Thursday,  
November 20th

**Features:**

Two Pre-conferences to choose from

Hosted reception for Conference attendees

Friday,  
November 21st

**Features:**

How to Market, Sell, Start Up & Deliver a Green Project

Industry & Chapter Updates

Evening Reception & Banquet

Education Fundraising Event

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## Thursday Pre-Conference Activities

Hosted by AGC Nebraska Building Chapter & CFMA Nebraska

### *Schedule of Events*

8:30 - 9:00 am	The Profitability of Safety Workshop Check-in
9 am - 12:30 pm	The Profitability of Safety Workshop
12:30 - 1:30 pm	Lunch
1:00 - 1:30 pm	Knowing the Score Workshop Check-in
1:30 - 5:00 pm	Knowing the Score Workshop
5:00 - 6:30 pm	Social Hour

### **The Profitability of Safety**

(Co-Sponsored by NE Construction Safety Professionals)

This course will focus on: Effective Safety Programs = Fewer Accidents = Lower Insurance Costs. We will explore the method used to calculate a company's Experience Modification Rate (EMod), interpret the EMod calculation worksheet, discuss the costs of accidents that are not covered by insurance ways to manage the EMod. Why aggressive light duty programs make sense, financially and morally. The REAL reason a company needs a safety program, what it needs to contain, and why it must be a core value in the company to be effective. Review resources on getting a safety program started in the company. Discuss OSHA recordkeeping requirements, and how to determine recordable accidents.

### **Knowing the Score**

The objective of this course is to give participants an understanding the importance of monitoring both job costs and the overall company finances monthly. By providing examples, participants will learn what information should be provided on a Job Status Report and Work-In-Progress Report. Explanation on how forecast costs-at-completion are critical to knowing the score

of the company and project. Discuss methods to make forecasting easier, concept of over/under billing, profit vs. markup, projects margins, and risk in change orders. Depending on the audience, brief discussion of financial statements and how to read them, and key financial ratios.

### Pre-Conference Presenter **Kathryn Cosby**



Speaker, **Kathryn Cosby** is President and Owner of C2 Consulting, Inc., a firm that provides financial, safety and other consulting services and training.

She currently serves on the faculty for the Institute for Project Management,

Construction Education Institute, MCAA's National Education Institute, and the United Association's Instructor Training Course in Ann Arbor, Michigan.

### **Hotel Information**

Reservations for the Event will be made by individual attendees directly with Hotel reservations prior to **November 5, 2008**. All guests should identify themselves as a member of Organization's group in order to obtain the Organization's rate. Hotel will accept reservations from attendees after the cutoff date only on a space and rate available basis.

**Omaha Marriott**  
**10220 Regency Circle**  
**Omaha, NE**  
**308.399.9000**

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## Friday Conference Activities

### How to Market, Sell, Start-Up and Deliver a Green Project

The 2008 Nebraska Building Chapter Fall Conference will reflect recent changes in the industry; "green" and "sustainable" projects are becoming ever more popular. This session is designed to review the differences between a green building and a traditional project.

The team of JC Burton and Reed Thomas, will jointly present a four part education series addressing one of the most recognized paradigm shifts in the industry - Sustainability. Green impacts all project types: office, medical, education, retail and residential markets.

#### The session will discuss the following topics from the construction viewpoint:

- Session One: Marketing for a Green Project
- Session Two: Preconstruction for a Green Project
- Session Three: Starting up and Delivering a Green Project
- Session Four: A Case Study Review and Wrap-up

### Conference Presenters

#### Reed Thomas & JC Burton

**Reed Thomas**, is the Chief Estimator for R.J. Griffin & Company in Atlanta, GA. He has been employed in the construction industry since 1969. He began his career in New York City as an estimator for a small masonry and concrete subcontractor. Reed has worked in literally every major department within the commercial construction industry and has been involved with well over \$750 million worth of constructed commercial and residential projects.

**JC Burton**, is the Managing Partner for Woodline Solutions, a Construction Management and Program Management firm based in Atlanta, GA. She has more than 15 years of program management and construction experience and has managed more than \$150 million in new construction projects. An exceptional ability of balance to manage with executive level, broad based oversight without losing the significance of the undergirded working parts.

### Schedule of Events

8:00 - 9:00 am	Check-in and Continental Breakfast
9 am - 12:00 pm	How to Market, Sell, Start Up & Deliver a Green Project
12:00 - 1:15 pm	Luncheon with Speaker
1:15 - 2:00 pm	Wrap-up session for Morning Program
2:00 - 3:00 pm	Afternoon refreshments - Chapter Business Member Initiatives & Legislative Issues
3:00 - 4:00 pm	Contract Documents & Other Legal Updates Presented by Woods & Aitken
5:30 - 6:30 pm	Social Reception
6:30 pm	Education Fundraising Event

# Fall Conference Registration Form

AGC Nebraska Building Chapter Fall Conference  
 Omaha Marriott Hotel \* Omaha, Nebraska  
 November 20 & November 21

Please Register by November 13

November 20th: \$59 each OR \$99 for both!

			<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$ _____
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November 21st: 1st attendee \$135, each additional attendee only \$99  
 Banquet \$69 per person

			<input type="checkbox"/>	<input type="checkbox"/>	\$ _____	
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TOTAL \$ \_\_\_\_\_

Check Enclosed     Bill Me

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Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

**RETURN YOUR REGISTRATION TO:** AGC Nebraska Building Chapter  
 1327 H Street, #202 ■ Lincoln, NE 68508-3751  
 phone: 402.438.0400 ■ fax: 402.438-0066 ■ agcnebuilders@alltell.net