



► **NEXT FORUM:**
 TUESDAY, FEBRUARY 17
 5:30-7:30 PM
 TOPIC:
 COMMERCIAL LENDING AND THE
 BUSINESS OF CONSTRUCTION

○ ISSUE 2 | ○ VOLUME 7 | ○ February 2, 2009

Emerging Construction Professionals



ECP FORUM IS SPONSORED BY:
 AGC-NEBRASKA BUILDING CHAPTER
<http://www.agcnebuilders.com>
 MCA-OMAHA CHAPTER
<http://www.mca-omaha.org>
 NECA-NEBRASKA CHAPTER
<http://www.neneca.com>

BUILDING THE FUTURE LEADERS OF NEBRASKA'S
 CONSTRUCTION INDUSTRY

forum

30 to 1—Not Great Odds

A presenter at a recent careers conference in Wisconsin gave a presentation on the importance of job seeking and keeping skills. She knew what she was talking about since she was a career counselor located in a Detroit suburb. As she explained, "Michigan has been in recession for a long time, welcome to our world. Except ours just got worse."

She explained that a casino opened last week and they expected to hire 1,200 people. On the first day, more than 3000 people submitted applications. By the end of the first week, more than 10,000 applications had been received. In many fields, she reports, it common to have 30 qualified applicants for every open position. Those are not great odds and it causes us in Nebraska to wonder if we are insu-

lated from this type of downturn or if our turn is coming.

It's never a good idea to take your career for granted, but these tough economic times have everyone re-evaluating their perceived job security. Here are a few tips to consider:

Communicate: Have the conversation with your supervisor and keep communication lines open.

Grow your skills: The more value you bring to the company, the greater your security.

Take nothing for granted: Now is not the time to be lax on safety, procedures, or paperwork.

Network: Get to know more people in your own company and industry.

The easiest job to get is the one you already have.

Powers of Foresight?

The selection of the topic for February's ECP Forum—Commercial Lending and the Business of Construction—was made last summer, before the economy was shaken and we became familiar with the terms "recession, sub-prime, and bailout." We'd like to say that we had amazing powers of foresight, but it all just happened to work out the way it did.

We expect strong interest in February's Forum, where you'll be provided a "commercial lending 101" review and we'll have a discussion about how income statements and cash flow impact your role as a project manager. Presenters from Union Bank and Lutz & Company will lead the discussions.

Make plans now to attend the February 17 Forum from 5:30 to 7:30 PM.

PERSONAL FINANCE TIP BY UNION BANK

Improving Your Credit Score. It takes time to improve a credit score and there is no quick fix. Scores reflect credit payment patterns over time with more emphasis on recent information. That means showing a historical pattern of paying your bills on time and using credit conservatively. For more specific steps you can take listen to our podcast, "FICO Credit Scores Do's & Don'ts" at www.ubt.com or call 800-297-2837.

Just For Fun

Super Bowls Ads Provide a Needed Reprieve

While the Super Bowl itself this year was a great game to watch, the advertisements, too, provided us all a chance to step out of reality for 30 seconds at a time to enjoy a laugh. Check out this [online collection of 2009 Super Bowl ads](http://www.time.com/time/specials/packages/0,28757,1874549,00.html) from Time. It's located at <http://www.time.com/time/specials/packages/0,28757,1874549,00.html>.



You Belong Here.™



Forum Date: Tuesday, February 17, 2009

Time: 5:30 - 7:30 p.m.

Location: Nebraska Chapter of the National Electrical Contractors Association (NECA)
8960 L St., Omaha, NE
Third Floor Meeting Room 306

Refreshments will be provided

TOPIC: **"Understanding Financial Statements and the Basics of Commercial Lending"**

This month the forum will take a look at the Financial/Banking side of the construction business. The topics addressed in this forum will be:

- Understanding what the accountant is always talking about
- How cashflow, income statements and project managers are connected
- Overview of the role of commercial lending in the industry, along with a brief "commercial lending 101" lesson.

Construction industry experts from LUTZ & COMPANY CPA and UNION BANK & TRUST will be our speakers on this key component of business operations. This will be a very informative forum for everyone involved in any facet of business. The accountants and bankers truly control the level of "oxygen" in most businesses!

There is **never** a participation fee

We need you to RSVP by Monday, February 16.

Name: _____

Company: _____

E-mail Address: _____

Return your RSVP to:

AGC Nebraska Building Chapter
1327 H St, Suite 202
Lincoln, NE 68508-3751
Ph: (402) 438-0400
Fax: (402) 438-0066
E-mail: agcnebuilders@alltel.net
Website: www.agcnebuilders.com