

Convention Program

★ SATURDAY, APRIL 25

12 pm-5 pm Registration	Constitution Foyer
2 pm-4 pm NAECE Meeting I	Constitution CDE
2 pm-4 pm Scholarship Subcommittee Meeting	Cherry Blossom
3 pm-4 pm Planning Cabinet Meeting	Wilson/Roosevelt

★ SUNDAY, APRIL 26

7 am-7 pm Registration	Constitution Foyer
7 am-5 pm ACEC Government Affairs Table	Constitution Foyer
7 am-8:30 am Leadership Breakfasts	
Dave Raymond/John Hennessy/ Tim Psomas – Metro DC, NY, CA	Wilson
Ted Williams – CT, DE, ME, MA, NH, NJ, VT	McPherson
David Kennedy – AZ, CO, HI, NV, NM, UT, AK	Farragut
Jim Duncan – IL, MN, NE, ND, SD, WA, WI	Lafayette
Gregs Thomopoulos – ID, IA, KS, MT, OR, WY	Arlington
Terry Neimeyer – FL, GA, MD, NC, SC, TN, VA	Cabin John
Ray Messer – AL, AR, LA, MS, MO, OK, TX	Roosevelt
Craig Avery – IN, KY, MI, OH, PA, PITT, WV	Franklin
9 am-12 noon Board of Directors Meeting	Independence A
12 noon-1:30 pm Board of Directors Luncheon	Independence FGHI
12 noon-7:30 pm ACEC Bookstore	Independence Foyer
12 pm-2 pm Curriculum Committee Meeting	Cherry Blossom
1 pm-3 pm Committee of Fellows Meeting	Washington Boardroom
2 pm-4 pm NAECE Meeting II	Farragut/Lafayette
2 pm-5 pm CEO Roundtables	
Small Firm (1-30 employees)	Wilson/Roosevelt
Medium Firm (31-100 employees)	Cabin John/Arlington
Medium/Large Firm (101-250 employees)	Constitution A
Large Firm (251-500 employees)	Constitution CDE
Very Large Firm (501+ employees)	Constitution B

★ SUNDAY, APRIL 26 (cont.)

3 pm-5 pm
**Engineering Excellence Awards
Committee Meeting** Washington Boardroom

4:30 pm-5:30 pm
Nominating Committee Meeting Cherry Blossom

5 pm-6:30 pm
**Federal Agency and Procurement
Advocacy Committee Meeting** Franklin

5:30 pm-6:30 pm
NAECE/ACEC Staff Reception Farragut/Lafayette
Sponsored by Victor O. Schinnerer and Company, Inc.

Centennial Soirée

6:30 pm-7:30 pm
Opening Reception Independence Foyer

Join us for a special celebration welcoming Convention attendees and guests in style and kicking off the commemoration of our 100th anniversary!

7:30 pm-10 pm
Dinner and Dancing Independence A

Enjoy an evening of dinner and entertainment with the famed Capitol Steps, a troupe of Congressional staffers turned song writers. They put the "mock in Democracy." Music and dancing will follow with the renowned Radio King Orchestra, Washington's most exciting and elegant big band. Featured on NBC's hit television series *The West Wing*, the Radio Kings will keep you dancing all night with extraordinary sounds!
Attire: Business

★ MONDAY, APRIL 27

7 am-5:30 pm
Registration Constitution Foyer

7 am-5:30 pm
ACEC Bookstore Independence Foyer

7 am-5 pm
ACEC Government Affairs Table Constitution Foyer

7 am-7:45 am
Networking Breakfast with Exhibitors Independence Foyer
Sponsored by XL Speciality Insurance Company

7 am-8 am
**College of Fellows & Life
Fellows Breakfast** Cabin John/Arlington

7 am-8 am
Membership Committee Meeting Roosevelt

★ MONDAY, APRIL 27 (cont.)



8 am-9 am Independence A

Opening General Session: The New Administration and You!

David Gergen

Sponsored by ACEC Business Insurance Trust
Having served in the Administrations of Presidents Nixon, Ford, Reagan and Clinton, CNN contributor David Gergen brings unparalleled insights to his political commentary. He will share his views on the Obama Administration's agenda and challenges.

9 am-10:30 am

Small Firm Council Meeting

Wilson

9:15 am-10:30 am

Tax & Regulatory Affairs Committee Meeting

Washington Boardroom

9:15 am-11:45 am

NAECE Meeting III

Constitution CDE

9:15 am-10:30 am

Concurrent Sessions

From Engineering Firm to Professional Services Firm: How to Fully Serve – and Keep – Your Clients

Independence FG

David Kipp, Ross & Baruzzini

The consulting engineering industry is in continual danger of becoming commoditized in the eyes of clients. One way firms can adapt is to develop interesting and innovative new professional services with resulting higher fees and margins, healthy growth in the core A/E business, and a competitive profile that energizes employees and clients. Explore some of the ways growing firms are making such transitions.

It Was a Dark and Stormy Night... Spooky Case Studies of Engineers' Professional Liability

Independence HI

*Eric L. Singer, Esq., Ice Miller LLP; Karen Erger, Esq., Holmes
Murphy & Associates*

Gather 'round to hear three spooky cases of engineers' professional liability—both real and alleged. Participants can submit "horror stories" from their own practices for group discussion and analysis. Attendees will acquire techniques to identify and evaluate risk factors associated with recurrent themes in liability claims; spot warning signs that can lead to claims; and evaluate risk inherent in practices and strategies for managing, transferring or avoiding claims.

★ MONDAY, APRIL 27 (cont.)

100 Years of Engineering Business Practices – How We Got Here and A Look Forward Farragut/Lafayette
James P. Cramer, Design Intelligence

As part of ACEC's 100th Anniversary celebration, this session will examine the history of the business of engineering, and how economic, environmental and regulatory factors have led to innovation and change in the business operations of engineering firms.

Federal Opportunities Session: Independence CDE
Stimulus and Budget Impacts on Agency Programs, Operations and Opportunities
Capt. Donald H. Orndoff, USAF; Veterans Administration; Joseph E. Gott, PE, NAVFAC; Frank T. Bellinger, PE, NASA; William P. McNally, NASA

Join agency leaders as they discuss how 2009 Economic Stimulus Funding, 2009 Omnibus Appropriations and Budget Plans for 2010 impact their programs and our industry. All firms that do work for federal agencies will want to participate in this informative event.

10 am-4 pm
DPC Meeting Arlington

10:30 am-10:45 am
Networking Break with Exhibitors Independence Foyer

10:45 am-11:55 am
Concurrent Sessions

The Integration Imperative™: Independence HI
Improve Marketing and Business Development by Erasing Silos - Once and For All - in Professional Service Firms
Suzanne Lowe, Expertise Marketing LLC; David Kipp, Ross & Baruzzini

Explore new organizational constructs to help erase functional silos, improve internal hand-offs from marketing to selling and embed marketing and business development into every person's job, whatever their role. Also discover a model of business acquisition where practice and industry leaders take on responsibility for taking services to the marketplace and benefiting clients.

Electronic Document Discovery in Independence FG
Design Professional Legal Matters – Limiting Your Exposure in a Tough Environment
Kenneth B. Walton, Esq., Donovan Hatem

Electronic Document Discovery (EDD) is one of the most important ongoing changes in modern day litigation involving design professionals, as federal and state courts grapple with the technological changes that electronic communication has brought and how those changes impact EDD, particularly in an industry that has such heavy reliance on electronic communication. This session will examine legal standards for compliance and how design professionals can limit their litigation exposure.

★ MONDAY, APRIL 27 (cont.)

100 Years of Engineering Achievements Farragut/Lafayette
Donald Friedman, PE, Old Structures Engineering, PC

As part of ACEC's 100th Anniversary celebration, this session will explore some of the great technological achievements and innovations in the last 100 years of engineering, including new design ideas and innovative solutions that have helped make American life better and safer.

Global Environmental Markets Independence CDE
Anne M. Ellis, AECOM; Catherine Vial, Office of Energy & Environmental Industries, U.S. Department of Commerce; Alexandra McCann, Office of Renewable Energy & Environmental Exports, Export-Import Bank of the United States; Sandra Collazo, U.S. Department of Commerce

In this session the U.S. Department of Commerce and the Export-Import Bank of the U.S. will present U.S. companies with not only their view of the global environmental marketplace, but project bidding opportunities around the world, plus a financing toll that might ease U.S. private sector participation. Hear about the factors they believe will drive the global environmental market and where, and learn about the Ex-Im program that can make environmental projects more viable.



12 noon-1:30 pm

100th Anniversary

Luncheon

Independence A
*The Honorable Ray LaHood,
U.S. Secretary of Transportation;
Lt. General Robert L. Van Antwerp,
U.S. Army Corps of Engineers
Sponsored by Autodesk*

2 pm-3 pm Washington Boardroom
**Transportation Steering
Committee Meeting**

1:30 pm-2 pm

Networking Break with Exhibitors

Independence Foyer

2 pm-4 pm

ACEC/PAC Champions Meeting

Constitution B

2 pm-3:15 pm

Concurrent Sessions

**Leveraging Customer Relationships
to Sustain Growth in the Engineering
Sector, Even When Times Are Tough**

Independence FG

Thomas H. Zarges, URS Corporation

This session will explore how engineering firms can take positive, proactive steps to cultivate and enhance client relationships, creating partnerships that result in long-term contract dedication and a go-to affiliation that increases revenue by encouraging ongoing transactions, especially in a tight economy. Zarges will explore URS Corporation's success using a client-centered business model, and lessons learned in positioning the company as a value-added member of the client's network.

★ MONDAY, APRIL 27 (cont.)

What the Design Professional Needs to Know About the New “Form” Documents from AIA, AGC and EJCDC Independence HI
Kenneth A. Slavens, Esq., Husch Blackwell Sanders LLP

Recently released AIA contracts and AGC’s Consensus Documents, along with EJCDC products, are changing the contracting landscape. This session will compare selected provisions of the three families of documents with an emphasis on the new, give attendees a look at the differences among them and offer considerations on entering into new contracts.

Federal Opportunities Session: Stimulus and Budget Impacts on USACE Programs, Operations and Opportunities Independence CDE
Eric C. Halpin, PE, Gary A. Loew, and James C. Dalton, U.S. Army Corps of Engineers

Join leaders from the U.S. Army Corps of Engineers to discuss the impact of 2009 Economic Stimulus Funding, 2009 Omnibus Appropriations and Budget Plans for 2010 on military and civilian programs and our industry. In addition, an update on National Dam and Levee Safety Programs and related issues will be addressed. All firms that do work for the Corps or are involved with water resources and floodplains will want to participate in this informative session.

Association Management Session: 151 Quick Ideas to Manage Your Time Farragut/Lafayette
Professor Robert Dittmer, Indiana University School of Journalism

This session presents 151 quick and easy ways to meet the time-stressing challenges in our daily lives. Each idea comes from the real world experiences of people like you—people who are experimenting with, examining and discovering unique solutions to the time problems all of us face every day.

2:15 pm-3:15 pm
Land Development Executive Committee Meeting Wilson

2:15 pm-3:30 pm
Public Relations Committee Meeting Renwick

3:15 pm-5:15 pm
Land Development Roundtable Wilson

3:15 pm-3:45 pm
Networking Break with Exhibitors Independence Foyer

3:30 pm-5:30 pm
Transportation Committee Meeting Constitution CDE

★ MONDAY, APRIL 27 (cont.)

3:45 pm-5 pm

Concurrent Sessions

Winning With Millennials: Independence FG
How to Attract, Retain and Empower the Latest Generation and Why It Matters Now

J. Tim Griffin, PE, RMF Engineering, Inc.

We've all heard it: "These young engineers are lazy, spoiled and poor dressers!" Great tension can exist between firm leaders and young professionals, yet in 2010 millennials will dominate the U.S. workforce and firms who are not prepared will get left behind. This session focuses on practical tools to attract, retain and empower these workers to integrate them successfully into design firms.

Effective Negotiations: A Primer for Getting and Keeping Business Independence HI

Steven J. Isaacs, Advanced Management Institute for Architecture and Engineering

Contract and fee negotiations establish a relationship with clients that lasts the length of the project. This interactive session focuses on time and energy devoted to negotiation preparation and offers various techniques to achieve successful results focused on the interests of the parties and their organizations.

Federal Opportunities Session: Independence CDE
Stimulus and Budget Impacts on Agency Progress, Operations and Opportunities

William J. Guerin, GSA; Leslie Shepherd, AIA, GSA; William Holley, PE, GSA; Joseph Toussaint, Dept. of State Overseas Buildings Operations; Dennis Firman, Air Force Center for Engineering and the Environment

Join agency leaders as they discuss how 2009 Economic Stimulus Funding, 2009 Omnibus Appropriations and Budget Plans for 2010 impact their programs and our industry. All firms that do work for federal agencies will want to participate in this informative event.

Association Management Session: Farragut/Lafayette
Financial Overview for Nonprofit Associations – Balance Sheets, P&L Statements, Budgets, Depreciation, Overhead and Reserves

Drew Smith, CPA, Nonprofit and Government Group, LarsonAllen

Hear from an experienced non-profit auditor and accounting expert how to best approach the finances and financial reporting of non-profit organizations, how to handle tax and record-keeping issues and what the terms all mean.

5:30 pm-6:30 pm

Coalition Leaders Meeting

Wilson

6 pm-8 pm

Past Chairmen's Dinner

Depart from
Hotel Main Entrance

★ TUESDAY, APRIL 28

7 am-5 pm
Registration Constitution Foyer

7 am-5 pm
ACEC Government Affairs Table Constitution Foyer

7 am-5:30 pm
ACEC Bookstore Independence Foyer

7 am-7:45 am
Networking Breakfast with Exhibitors Independence Foyer
Sponsored by ACEC Retirement Trust

7 am-8:30 am
**Institute for Business Management
Committee Meeting** Cabin John/Arlington

8 am-9:30 am
Congressional Issues Briefing Constitution AB
Steve Hall, ACEC and Senior ACEC Lobbyists

Hear from advocacy experts about the critical issues currently facing Congress and how they may affect your business, community and industry.

8 am-10:30 am
COPS Steering Committee Meeting Washington Boardroom

8 am-5 pm
Legal Counsel Forum I Constitution CDE

The Legal Counsel Forum was established to meet the needs of in-house and outside legal counsel who advise ACEC member firms. The Forum hosts discussions on a wide range of current legal issues important to member firms, including the Economic Loss Doctrine, contracting issues for engineering firms, alternate dispute resolution and professional liability insurance trends. Participation in the Forum is limited to attorneys representing ACEC member firms and invited representatives from the professional liability insurance industry.

8:45 am-10 am
Concurrent Sessions

**LEED® Us Not Into Temptation:
A Look at “Green” Markets and
How to Get the Business While Managing the Risk** Independence FG
Randall L. Lewis, CPCU, XL Speciality

Sustainable design represents an opportunity to preserve and protect natural resources, and design professionals are being asked to further its development. This session will explore how different market sectors are embracing “green design,” uncover the root causes of related risks, examine how design firms can manage that risk through sound practice management strategies and develop their practices to support sustainable project objectives.

★ TUESDAY, APRIL 28 (cont.)

Stop the Madness: How to Manage Email Overload to Streamline Operations

Farragut/Lafayette

Karen Susman, The Remarkable Toolbox™

Email: Can't live without it, can't get anything done with it. Learn to curb your email addiction; compose subject lines that get your email read; write emails that are clear, brief, and get quick replies; train others how to email and respond to you; and email etiquette that can cut volume in half.



Industry Consolidation: Is the Party Over or Has the Invitation List Become More Selective?

Independence CDE

Colvin Matheson, CFA, Matheson Financial Advisors, Inc.

With both a rapidly evolving economy and potential new business opportunities for design and construction companies, what is the next stage of the industry consolidation trend? How will market factors and alternative project delivery approaches change how companies operate and combine? This session will explore new developments in the changing landscape.



Making the Best Project Proposal and Controlling Quality

Independence HI

*Dale L. Jacobs, PE, and Timothy Jacobs, PhD, BSA
LifeStructure*

This session will show how to implement a regression and probability analysis on your firm's cost data to determine your best project proposal. The session will also cover the QA/QC process to show how a firm can get the best designs and control E&Os at the same time.

10 am-10:30 am

Networking Break with Exhibitors

Independence Foyer

Sponsored by designDATA

10 am-11 am

International Committee Meeting

Wilson/Roosevelt

10:30 am-11:45 am

Concurrent Sessions

Conflict Avoidance Is Not the Answer: Negotiation, Conflict Resolution and Mediation Skills to Help Engineering Firms Survive and Succeed

Independence FG

Kenneth Gible, Gible Norden Champion Brown Consulting Engineers, Inc.; Donna Maltzan, Consultant

While healthy conflict can be a catalyst for change, typical responses to conflict are often ineffective. Presenters will demonstrate critical skills for addressing warranted and unwarranted conflict using two case studies—one in project management, the other between partners—to work through useful skills and techniques, including a self-assessment of attendees' current conflict and negotiation skills level.

★ TUESDAY, APRIL 28 (cont.)

Integrated Project Delivery – Independence HI
The New Frontier: A Look at the Legal and Insurance Issues Affecting Consulting Engineers
Katherine D. Enos, Esq., Victor O. Schinnerer & Company, Inc.; James F. Lee, Jr., Esq., Lee & McShane, PC

The many creative, and increasingly popular, forms of integrated project delivery challenge well-founded legal principles and insurance coverage products. This session explores the contractual and other legal issues of integrated project delivery, as well as insurance coverage developments responsive to new practice paradigms.

Stimulus Impacts on School Independence CDE
Rebuilding, Renovation and Modernization
Robert P. Canavan, Rebuild America's Schools Coalition; Lauren Lowenstein, U.S. Department of Education; John Cross, U.S. Treasury Department

Join leaders in the effort to improve our nation's school facilities as they discuss how the American Recovery and Reinvestment Act (ARRA) of 2009 will impact America's ongoing school facility needs. ARRA provides a \$53.6 billion for the State Fiscal Stabilization Fund (SFSF) program to states and school districts, as well as \$22 billion in Qualified School Construction Bonds, issued as non-interest bearing bonds. SFSF funds can be used to modernize the nation's public schools and institutions of higher education. Engineering firms can help to focus the use of these funds on school infrastructure. All firms that perform or support school design or reconstruction, or wish to do so, will want to participate in this informative event.



Reaching New Markets Farragut/Lafayette
Through Teaming and Joint Venturing
Suzanne Lowe, Expertise Marketing LLC

In today's market, how can small or specialty organizations like surveying firms find new business? This session will explore developing opportunities by teaming or partnering with firms already operating in markets new to you.

10:30 am-12 noon
CAMEE Executive Committee Meeting Washington Boardroom

10:30 am-12 noon
Environment & Energy Committee Meeting Cabin John/Arlington

12 noon-1 pm
Legal Counsel Forum Lunch Constitution B

12 noon-1:45 pm
Exhibitor Roundtables and Networking Lunch Independence A

★ TUESDAY, APRIL 28 (cont.)

2 pm-3:15 pm

Concurrent Sessions

The Power of Strategic Management and the Balanced Scorecard: Agility in a Changing Economy

Independence FG

Brian Kinahan, SUMMIT Performance Systems

The Balanced Scorecard approach is recognized worldwide as an effective and powerful management tool. This session looks at methodology and benefits, definitions of key process areas, the building of employee competency models, and how to subdivide key process areas into sub-processes that connect “job families” directly to overall strategy to achieve long-term sustainable success.

Streamlining the Organization Toward Profit and Efficiency

Independence CDE

Robert vanArsdall, XL Design Professional

This session presents techniques to identify activities that generate true profit and those that drag profit down. Participants will learn to use owner objectives as the source for firm resource allocation; how to identify value-added and value-detracting activities; and ways to uncover opportunities to outsource value-detracting activities and in-source value-added activities, allowing the company to thrive even in times with few new hires.

Additional Services Fee Recovery Opportunities – How to Add to Your Bottom Line

Independence HI

Tom Gramza, Bromin Solutions Inc.

No matter what the cause, additional work performed outside of a project’s contracted scope must result in fee recovery, not lost revenue. This highly interactive session will equip participants to identify and assign value to additional services, and will provide the skills, motivation and confidence to effectively approach clients with additional services requests. Engineers’ services are not a commodity – they are to be compensated for all work.

2 pm-4 pm

GAC Meeting

Wilson/Roosevelt

2 pm-5 pm

Capitol Hill Visits

Capitol Hill

3 pm-4 pm

EEA Winners’ Rehearsal

Constitution A

3:15 pm-3:45 pm

Networking Break

Farragut/Lafayette

Provided by ACEC/PAC Sponsors

★ TUESDAY, APRIL 28 (cont.)

3:45 pm-5 pm

Concurrent Sessions

Perfect Storm for Litigation: Identify Your Risks and Effective Risk Management Strategies

Independence CDE

Timothy J. Corbett, SmartRisk; Dana Hughes, Beazley Insurance Company; Greg D. Kumm, Prosurance/Redeker Group, Ltd.

This is a challenging period for A/E firms, which can lead to increased litigation. This session examines the economic crisis, international and external challenges for firms, claims trends and the importance of risk management, and effective strategies and helpful tools from industry experts. Each firm will complete a Self-Risk Assessment Survey and obtain a rating of knowledge and practices.

Elevating a Project Manager to a Business Manager for Improved Efficiency

Independence FG

June Jewell, Jewell & Associates

Explore ways to get project managers to treat a project like a business. Participants will learn three processes that will change the way a project manager thinks; four ways to motivate project managers to do the tasks they don't want to do; and two key activities for grooming a project manager for partnership or ownership transitions.

Tapping into the Power of the Press: Capitalizing on Low- Cost Marketing Opportunities

Independence HI

Jerome Guerra, The JAGG Group

Many engineering firms want to get into print and some even fully recognize the value of doing so, but only a few know the best ways to achieve this goal. This session will explore ways to capitalize on a low-cost, high-yield marketing/publicity vehicle, which will also improve employee morale, merger and acquisition opportunities and ownership transition assistance.

4:15 pm-4:30 pm

Engineering Excellence Award Winners' Photos

Constitution A

4:45 pm-5:30 pm

Engineering Excellence Awards National Finalists' Photos

Constitution A

5:30 pm-6:30 pm

Congressional Fundraiser Reception

Wilson/Roosevelt

Congressman Earl Blumenauer

ACEC/PAC is hosting a fundraiser for a key congressional advocate for infrastructure funding, Rep. Earl Blumenauer (D-OR), in the Wilson/Roosevelt room. For more information on this event, contact Greg Knopp or Elizabeth Coit at the ACEC Government Affairs table.

★ **TUESDAY, APRIL 28** (cont.)

Engineering Excellence Awards Gala



6 pm-7 pm
Engineering Excellence Awards Gala Reception Independence Foyer

7 pm-10 pm
Dinner and Awards Independence A

This black-tie event brings together business leaders, members of Congress, and the media to celebrate this year's most outstanding engineering achievements by ACEC member firms. Emmy Award-winning comedian Ross Shafer will serve as master of ceremonies.

Attire: Black tie.

Pick up your tickets at ACEC registration Saturday through Tuesday.

★ **WEDNESDAY, APRIL 29**

7:30 am-11 am
Registration Constitution Foyer

7 am-11 am
ACEC Government Affairs Table Constitution Foyer

7 am-8:30 am
Management Practices Committee Meeting Cabin John/Arlington



7:30 am-9 am
ACEC/PAC Sweepstakes Breakfast Independence A

You won't want to miss this year's ACEC/PAC sweepstakes breakfast! Join in the excitement when the winners of the 2009 Cash Sweepstakes are announced. The winning name could be yours!

7:30 am-12 noon
ACEC Bookstore Independence Foyer

8 am-12 noon
Legal Counsel Forum II Constitution CDE

9 am-5 pm
Capitol Hill Visits Capitol Hill

9 am-10:15 am
Concurrent Sessions

Fact Witness vs. Expert Witness: The Difference and How It Can Affect Your Business Independence CDE
Guy Vaillancourt, Woodard & Curran

One potential new business line for you or your firm may be testifying as an expert witness. This session will offer an overview of the court system and the roles experts are often asked to play. Learn about expert qualifications, courtroom demeanor, maintaining your credibility, the differences between a *fact* witness and an *expert* witness, ethics, pre-courtroom testimony preparation, visual aids and more.

★ WEDNESDAY, APRIL 29 (cont.)

Designing and Managing a Leadership Development Program: Prepare New Leaders for a Changing World Independence FG
Joseph D. Rei, Ph.D, Advanced Management Institute for Architecture and Engineering;

This session, using real-life examples of the challenges and fears that individuals face when stepping into leadership roles, will explore what senior management and clients expect leaders to understand and do at each level and will identify leadership skills critical to each stage of a successful career. The session also will discuss the importance and pitfalls of mentoring and coaching programs and how to use them to develop leaders.

Deal or No Deal: An Overview of M&A Activity in the A/E/C Industry and the Impact of a Slow Economy Independence HI
Steve Gido, ZweigWhite

The last five years have witnessed a record amount of M&A activity for the A/E/C industry and firm consolidation is reshaping the competitive landscape. Learn how the slowing economy and design changes are impacting M&A activity; gain insight into what's driving engineering activity for buyers and sellers, the "hot markets and sectors," and tips on firm valuation and deal structures; and the promises and pitfalls of integrating firms.

10:15 am-10:30 am
Networking Break Independence Foyer

10:30 am-11:45 am
Concurrent Sessions

Ownership Transfer & Management Succession Planning: An Accelerating Trend in the Design Industry Independence HI
Stuart Phoenix, FMI Corporation

This presentation will focus on the unique aspects of ownership transfer and management succession within the design industry. FMI has worked with numerous regional, national and international A/E/C firms to assist in ownership transition and has recently completed an ownership transition survey of national design firms. This session will focus on techniques of ownership succession, valuation, employee issues and several case studies.

Making Construction Administration a Risk Management Tool Independence FG
Mark Blankenship & Dan Buelow, HRH Architects & Engineers

Engineers have exposure to claims resulting from deviations from the construction documents and jobsite accidents. This interactive workshop discusses matching scope of services to owners' expectations; documentation issues and what to do when there is an unsafe condition on the jobsite; and best-practices in shop drawing review and pay application approvals—practical advice that will reduce exposure to claims and improve firm profitability.

11:30 am
Lunch on Capitol Hill Capitol Hill
Rayburn House
Office Building 2253

2 pm-4 pm
Risk Management Committee Meeting Lafayette