



Greater Pittsburgh Construction Industry Conference

This CFMA Conference will provide you with a local construction market update, the latest construction technology changes, ownership transition and risk management strategies as well as a PA law update.

The conference will also provide updates on the following:

- J **Market update** – the latest local market update and strategies on managing the risk of labor shortages.
- J **Data Analytics** – the use of Big Data to improve your productivity and profitability.
- J **Technology in construction** - the latest tools and trends to keep your company on the cutting edge of technology.
- J **Business continuity** – factors to consider when transferring ownership, including establishing an enterprise value, reviewing the advantages of public, privately held or private equity ownership structures and more.
- J **Enterprise Risk Management** – establishing a Risk Management platform to identify and manage operational, financial, contractual, supply chain, technology and safety risks faced by your organization.
- J **What you need to know about construction law** – the latest updates on hot topics including the Pennsylvania Contractor and Subcontractor Payment Act and new standards around drug testing and medical marijuana usage.

**Thursday,
April 25, 2019**

Regional Learning Alliance

850 Cranberry Woods Dr.
Cranberry TWP, PA 16066

Cost:

Members \$250
Non Members \$300

Level: This is a group-live program at the Basic level. No prerequisites or advanced preparation required

Who should take this course? Anyone is welcome to attend CFMA events, whether a member of CFMA or not.

Register online:

<http://pittsburgh.cfm.a.org/events>

Deadline to register

April 15, 2019

For registration questions, contact Steve Lorenz at Stev Lorenzcpa@gmail.com

7:30 AM	Registration and Continental Breakfast
7:45 AM	Greetings from CFMA Board
8:00 – 9:15 AM 1.5 CPE Credit Economics	Construction Economic Update <ul style="list-style-type: none">) Discussion of local market spending, outlook, labor market update and mix of work expected for 2019 and beyond) Detailed discussion of regional economics including the most current data available) Special attention to projected labor shortages and strategies to mitigate this risk <p><i>Presented by Jeff Burd, Tall Timber Consulting, the Editor of Breaking Ground magazine of Master Builder's Association</i></p>
9:15 – 10:30 AM 1.5 CPE Credit Specialized Knowledge	Data Analytics <ul style="list-style-type: none">) How can Data Analytics push your company forward?) Determine how to use data to improve productivity, determine the best supply chain alternatives, evaluate energy savings or improve safety. <p><i>Presented by Dan Jasper, Industry Specialty Services – Data Analytics – Manager, BDO, Washington, DC</i></p> <p><i>Dan Jasper is a Manager in the Industry Specialty Services Group at BDO with a focus on construction and environmental litigation and advisory support. Dan's primary focus is construction, including preparing damages calculations, working to resolve schedule delay disputes, and providing project controls support. He has used his data extraction and analytics skills to create efficient processes for document review and cost analyses in construction disputes in excess of \$1 billion.</i></p>
10:30 – 10:45 AM	Break
10:45 – 12:00 PM 1.5 CPE Credit Information Technology	Technology in Construction <p>Dozens of new construction solutions are being introduced seemingly each year. Others are being acquired into larger organizations or are fading into obscurity. What to make of this dynamic market? As a contractor, how do you keep pace and more importantly, where do you keep pace? Certainly most contractors don't have the stomach or the budget for being in the front. But it is costly and risky to be in the rear, too.</p> <p>This presentation will examine the current state of technology in the construction industry AND the state of companies and their adoption of technology. We will also be looking at the changing role of IT in construction and how IT is evolving into an ever more strategic role. Specifically we will be covering movement to the cloud, security, mobile solutions, business intelligence, integration and a number of other specific technologies.</p> <p><i>Presented by: Christian Burger, Principal, Burger Consulting Group. www.burgerconsulting.com</i></p> <p><i>Christian has worked with contractors for more than 20 years on software selections, implementation management, IT strategy and the planning and evaluation of current systems. Christian is a frequent speaker at industry events, and contributes articles on technology in the construction industry to numerous industry publications. He currently teaches the technology course for Northwestern University's Master of Project Management (MPM) program through the Engineering school.</i></p>
12:00 – 12:45 PM	Lunch Buffet

12:45 – 2:00 PM

1.5 CPE Credit
Accounting

Continuity/Ownership Transition - BUSINESS CONTINUITY PLANNING FROM A CFO'S PERSPECTIVE - Factors to consider when transferring ownership of a construction company

- J Establishing an enterprise value and preparing historical financial information for buyers to consider the transaction.
- J Discussion of the advantages and disadvantages of being a privately held (including and ESOP), private equity owned or public company.
- J Choosing the right form of ownership for a transition given the growth opportunities and capital needed to achieve the business plan.
- J Reviewing and Understanding the rigors of SEC reporting and discussing the opportunities and challenges of going public.

Presented by John T. Jordan, Jr., Chief Financial Officer of Limbach, a publicly traded ENR Top Ten national mechanical contractor. John has 31 years of experience as a CFO working with private, public and private equity owned general and specialty contractors within the construction industry. John is a CPA and CCIFP as well as an active CFMA member. He has served on local and national CFMA committees and has been published in Building Profits as well as speaking at local and national CFMA events.

2:00 – 2:15 PM

Break

2:15 – 3:05 PM

1.0 CPE Credit
Management
Services

Enterprise Risk Management

- J Learn how to identify, quantify, finance and manage they key risks your company is faced with in today's construction market.
- J This session will help your firm determine what categories of risk present the highest severity of exposure including:
 - o Operational Risk
 - o Contractual Risk
 - o Project Risk
 - o Technology Risk
 - o Supply Chain Risk
 - o Financial Risk
 - o Safety Risk
- J The discussion will include best practices to conduct an Enterprise Risk Assessment and implement an ERM platform and committee to manage risk.

Presented by Joseph Stella, Senior Director with Imperium Consulting Group. Joe is a civil engineer with a law degree who has been providing strategic planning, operations, contract administration and claims management consulting services to owners, contractors and engineering firms for over 15 years. He the past Chairman of the AGC of America Building Division as well as a member of AGC's Construction Planning and Scheduling Text Book Task Force. Prior to becoming a consultant Joe was CEO of a large regional construction firm based in New England for 10 years.

3:05 – 3:55 PM

1.0 CPE Credit
Business Law

What You Need to Know About Construction Law

Provide participants with an update on a number of important construction law issues including:

- J Amendments to the Pennsylvania's Contractor and Subcontractor Payment Act (CASPA), which recently went into effect;
- J Dispute Resolution – Mediation, Arbitration or Litigation – pros and cons of each option;
- J Pennsylvania Construction Notices Directory update; and
- J Navigating medical marijuana usage in the Pennsylvania construction industry.

Presented by Meyer, Unkovic & Scott Partner and Construction Law Practice Group Chair, James R. Mall. Mr. Mall concentrates his practice in construction and commercial litigation, land use, and zoning. He has a broad range of experience in prosecuting and defending construction-related disputes before state and federal courts, the Pennsylvania Board of Claims, the Civilian Board of Contract Appeals, arbitration panels, and mediators. He has been appointed as an arbitrator by the American Arbitration Association to resolve complex construction and commercial cases. In addition, he has been appointed to mediate commercial disputes by courts and litigants.

