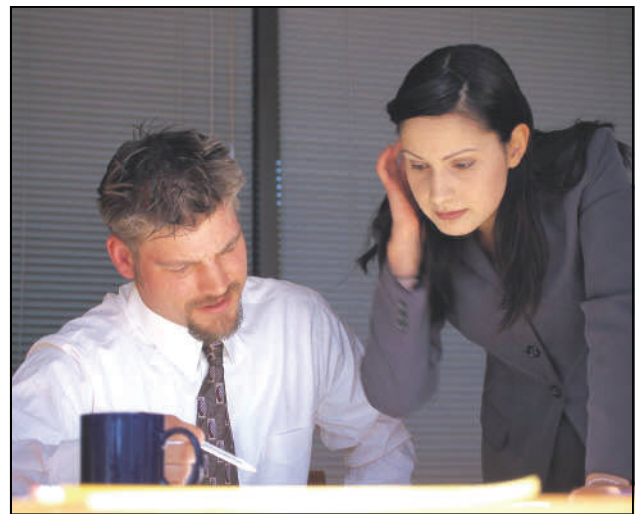




Future Construction Leaders of New York State

Educating
the next
generation
of
construction's
select few



**ASSOCIATED GENERAL
CONTRACTORS OF
NEW YORK STATE**

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Background

The AGC of NYS proudly presents a program designed to assist members in developing future construction company managers and leaders. The **Future Construction Leaders of New York State (FCLNYS)** program will help teach the issues involved in managing a construction business in New York State. Attendees will have an opportunity to learn, in a structured environment, what they might otherwise spend years learning from personal experience.

Based on a similar AGC of America program, the FCLNYS will accept about 20 to 30 mid-career managers who have been identified by their companies as future company and AGC leaders. The group will meet several times throughout the year, both independently and in conjunction with other AGC events. Locations of the meetings will be spread across the state. Each meeting will last one or two days, and will combine instruction time with networking activities and social events.

From 1998 to 2012, AGC has graduated over 253 professionals from the Future Construction Leaders program. Both participants and their executive leaders feel the program is a huge success.

"As contractors and construction managers, we all face the problem of training the future leaders of our companies and our industry. When is it a good time to teach your middle managers about business management, public bidding laws, insurance, dispute resolution, risk management, marketing, labor relations? Too often this kind of education comes only as a result of experience, with the resultant mistakes and misunderstandings along the way.

*"The **Future Construction Leaders of New York State** program seeks to remedy this."*

- Lew Markle, LPCiminelli, Former AGC NYS Chairman

Faculty

Dr. Charles Cook

Dr. Cook has spoken throughout the country on Time Management and Communications and is one of the key developers and speakers for the AGC of America's many National Management Programs.

Kevin Peartree, Esq.

Kevin is a partner at AGC member firm Ernstrom & Dreste of Rochester, NY. Kevin handles construction litigation, counseling and contract negotiation for contractors nationwide. Kevin is counsel for AGC of America on their ConsensusDocs contracts.

Harry Weidmyer

Harry Weidmyer is owner of HW Safety. Harry brings over 30 years of experience in the safety and health field and 15 years of experience in insurance risk management. He is formerly with HRH Construction where he spent 15 years.

Rick Gavin, CPA

Rick Gavin is a Partner at Grassi & Co. and is senior partner in the construction niche practice group. Rick provides industry financial advice to many key members of the AGC of NYS. Rick is a Certified Construction Industry Financial Professional (CCIFP).

Gary Warner

With a construction career spanning over three decades, Gary Warner brings a wealth of knowledge as a former Vice President of Pizzagalli Construction of Vermont. Gary is a Life Director of AGC of America and is the co-founder of the Construction Personnel Executives Group.

Sean Donohue

Sean is the President of Donohue Consulting LLC, in New York City. Sean consults with construction firms and insurance firms throughout the U.S. He is a graduate of Georgia Tech and Columbia University.

Mitch Reiter, Esq

Mitch is a partner with Goldberg & Connolly and is a member of the firm's Commercial Litigation, Construction Law and Real Estate Transactions Groups. He specializes and advises clients in various business areas involving insurance coverage disputes.

Lisa Fingar, Tom Zimmerman and Helen Kashtan

Lisa (SWBR Architects), Tom (Z3 Architects) and Helen (Pathfinder E/A) will be discussing marketing, ethics and business development. Combined they bring over a 70 years of industry experience in finding new business.

Curriculum and Agenda

AGC of NYS Contractor and Associate Members, AGC staff, and other industry experts will address the FCLNYS group on a variety of topics, such as:

- Introduction to AGC of NYS, AGC of America and other industry associations
- Design, subcontracting, and other intra-industry issues
- Business management issues
- Employer and labor relations issues
- Bonding and insurance basics
- Project delivery systems
- Construction contract documents
- Dispute resolution options
- Safety and technology in the construction industry
- Marketing & Business Development
- Partnering, TQM, ISO
- Basics of NYS government, state contracting agencies, bidding procedures, legislative issues
- Human Resources Issues specific to our industry

“An incredible learning, networking and sharing opportunity for future leaders of our industry. By far the most informative program I have been associated with in my construction career.”
- Paul McCoy
BBL Construction Services

These class sessions will not be purely lectures; they will involve energetic discussions with lots of questions and answers.

Schedule

December 3-4, 2012 - Saratoga Springs, NY
March 2013 - New York City
May 2013 - Rochester, NY
July 2013 - AGC NYS Summer Meeting

We expect there to be four sessions in the course of the year, each lasting a minimum of one day and involving one overnight stay. The fourth and final session includes “graduation,” and will be held in conjunction with an AGC Summer Meeting.

We urge all AGC firm principals to take a look at your mid-career managers. ***They are the future of your company and our industry.*** The FCLNYS can help them develop the leadership and executive skills they will need, while giving them a chance to network with each other and with the leadership of the construction industry in New York.

Nominate your most promising employees today, using the nomination form attached. Your selection criteria should include some, if not all, of the following:

- Age and employment level (nominees should be approximately 27-to-40-year-old mid-career managers).
- Educational background and work experience (typically Associates/Bachelors degree with minimum of 5 years experience or no undergraduate degree and 12-15 years experience)

Nomination Form - Must be completed by Principal or Owner

AGC of NYS Future Construction Leaders

Attendee Number 1	Name _____ Company _____ Address _____ Phone _____ Fax _____ E-mail _____
Attendee Number 2	Name _____ Company _____ Address _____ Phone _____ Fax _____ E-mail _____
Principal Signature	Name _____ Title _____ Signature _____

Space is limited to 25 attendees - Typically no more than two attendees per firm.
Nomination Deadline: November 16, 2012.

Cost: \$1950.00/registrant - Includes all materials, event meals, and AGC membership meeting registration fees. This fee does not cover overnight and travel accommodations. We will make every effort to secure room blocks to help lower room costs.

___ Check is enclosed (payable to AGC NYS)
___ Please charge my credit card (circle one): Visa, MC, AmEx

Card # _____
Name of Cardholder _____ Exp. Date _____
Cardholder Address _____ Cards Billing Zip Code: _____
Total Charge Amount \$ _____ Signature _____

Cancellation Policy: Refunds will be given only if your reservation is cancelled 48 hours in advance of first session. FCLNYS Certificate is issued only if at least three of the four sessions are attended in their entirety. Sessions missed in the first year may be made up at no additional charge the following year.

Fax or mail form to: AGC NYS, 10 Airline Drive, Suite 203 Albany, NY 12205. Fax 518-456-1198.

Contact: Brendan Manning - 518-456-1134, or bmanning@agcnys.org