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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The AGC of NYS proudly presents a program designed to assist the construction contractor member 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 2016, AGC has graduated 340 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

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<tr>
<th>Dr. Charles Cook</th>
<th>Gary Warner</th>
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<td>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.</td>
<td>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.</td>
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<tr>
<th>Kevin Peartree, Tim Boldt &amp; Martha Connolly</th>
<th>Sean Donohue</th>
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<td>Kevin, Tim and Martha are partners at AGC member firm Ernstrom &amp; Dreste of Rochester, NY. They each handle construction litigation, counseling and contract negotiation for contractors nationwide. Ernstrom &amp; Dreste is very influential in the development of ConsensusDocs.</td>
<td>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.</td>
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<th>Tim Walker, S.V.P. - Willis</th>
<th>Anthony P. Carlucci, Jr., Partner</th>
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<tr>
<td>Timothy Walker is a SVP, Regional Technical Director-Construction Claims with Willis’ New York Construction Practice. He has extensive experience in NY Labor Laws, contractual risk, claim program design and cost containment strategies.</td>
<td>Anthony is a partner with Welby, Brady &amp; Greenblatt, LLP where his practice focuses on private and public construction contracts, architect and engineering insurance defense and surety law.</td>
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<th>Carl Oliveri, CPA, CFE, MBA</th>
<th>Lisa Fingar, Tom Zimmerman and Helen Kashtan—SMPS</th>
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<td>Carl is a Partner and the Construction Practice Leader at Grassi &amp; Co. Carl possesses over 15 years of experience working for clients within the Construction Industry. Carl provides the class with a program on a Contractors Formula for Success.</td>
<td>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.</td>
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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
- Work Compensation and Risk Management
- Marketing & Business Development
- Partnering and Specification Review
- Basics of NYS government, state contracting agencies, bidding procedures, legislative issues
- Human Resources Issues specific to our industry

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

**Curriculum and Agenda**

**Schedule**

December 7-8, 2016 - Saratoga Springs, NY  
March 2017 - New York City  
May 2017 - Rochester, NY  
July 2017 - 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. Final details for the remaining sessions will be sent out as soon as they're set with the facilities and speakers. The fourth and final session includes “graduation,” and will be held in conjunction with the AGC Summer Meeting.

We urge all AGC firm contractor 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)

"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
  Consigli Construction
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 AGC construction contractor members - Typically no more than two attendees per firm. Nomination Deadline: November 25, 2016.

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) or
Charge my credit card $__________ (circle one): □ VISA □ MasterCard □ AMEX
Card Holders Name ________________________________
Card #__________________________ Exp Date ________/_______
Billing Address Street # ______ Billing Address Zip Code _______
CCV2 Code (back of card) ______
Signature ________________________________ Total Charge _____________

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

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