



Eastern Contractors
Association, Inc.



Northeastern Subcontractors
Association



Associated General Contractors
of New York State

NESCA/ECA/AGC JOINT EDUCATIONAL PROGRAM

“Leadership Development Series for Young Professionals”

(Instructed by Young Professionals for Young Professionals)

DATES: April 21, May 5, May 19, 2026

TIME: 8:30 – 11:45 a.m. (each morning): Continental Breakfast Served at 8:00 a.m.

PLACE: Building Industry Center, 6 Airline Drive, Albany, New York

COST: Members of NESCA, AGC-NYS or ECA

Full Package - \$180 per person Ala Carte - \$70 per person per day

Non-Members

Full Package - \$275 per person Ala Carte - \$100 per person per day

INSTRUCTORS:

“Fundamentals of Accounting & Financial Management” – Nate Pannucci – Teal, Becker & Chiaramonte CPAs

“Fundamentals of Banking” – Ian Townsend – NBT Bank, NA

“Fundamentals of Insurance” – Rick Otis - Amsure

“Fundamentals of Bonding” – Casey LaChapelle – NFP Corp. an Aon Company

“Fundamentals of Employment & Human Resources” – Danielle Godin – The Wesson Group

“Fundamentals of Construction Law” – Gregory Spaun – Welby, Brady & Greenblatt, LLP

PAYABLE TO NORTHEASTERN SUBCONTRACTORS ASSOCIATION, INC.

Professional development is beneficial not just for your employees but also for your business. It provides employees with more opportunities for career advancement and can make them more valuable as their level of expertise grows.

This 3-part series of six professional development seminars is intended to help young management-level employees of NESCA, AGC-NYS and ECA members to build a solid foundation of knowledge in the “business side” of the construction industry. Areas to be covered will include the following and much more:

Accounting & Financial Management

Definitions and Concepts of Accounting
Core Financial Statements
Financial Basis vs. Tax Basis

Insurance

Risk Management & How Insurance Works
Types of Construction Industry Insurance Coverage
How to Obtain the Best Insurance Pricing

Employment & Human Resources

Recruiting, Hiring & Performance Evaluations
Wages & Hours
Discipline & Firing

Banking

Importance of Banking for Construction Businesses
Banking Products & Services
Building Relationships with Banks

Bonding

Types of Bonds
Surety as a Prequalification Service
Requirements to Secure a Bond

Construction Law

What is a Contract and What Makes it Enforceable
Bidding Issues and Contracts by Public Bid
Spotting Red Flags in Contracts

REGISTRATION FORM

Leadership Development Series for Young Professionals

April 21, May 5, May 19, 2026

Building Industry Center, 8:30 - 11:45 a.m. (each morning)

REGISTRATION FEE

Full Six-Seminar Series: \$180 per person for members of NESCA, AGC-NYS or ECA
\$275 per person for non-members

Ala Carte: \$70 per person per day for members of NESCA, AGC-NYS or ECA
\$100 per person per day for non-members

You May Register for:

The Full Six-Seminar Series (April 21, May 5, May 19, 2026) _____

Or Choose Ala Carte

April 21st Sessions – Fundamental of Accounting (8:30 am)/Fundamentals of Banking (10:15 am) _____

May 5th Sessions - Fundamentals of Insurance (8:30 am)/Fundamentals of Bonding (10:15 am) _____

May 19th Sessions – Fundamentals of HR (8:30 am)/Fundamentals of Construction Law (10:15 am) _____

Online Registration link – click [HERE](#)

Name(s) _____

Company _____

Address _____

Telephone No. _____ Email _____

- Check is enclosed (payable to NESCA)
 Please charge my credit card (circle one): Visa, MC, Amex

Card # _____ Security Code _____

Name of Cardholder _____ Exp. Date _____

Billing Address _____

Total Charge Amount \$ _____ Signature _____

Membership Affiliation (please circle)

ECA AGC-NYS NESCA NON-MEMBER

Mail registration form with check to: Northeastern Subcontractors Association, Inc., 6 Airline Drive, Albany, New York 12205 Fax No. 518-869-5342 Email info@nesca.org

NO REFUNDS FOR CANCELLATIONS MADE AFTER 12:00 NOON
April 20, 2026