

**November 10, 2010
8:00AM-4:30PM
Ritz Charles
Carmel, IN**

Joint Construction Conference

Please plan now on attending the Central Indiana Chapter of CFMA/Indiana Society of CPA's Joint Construction Conference on Wednesday, November 10, 2010 at the Ritz Charles in Carmel, IN (north of Indianapolis, IN) from 8:00 AM to 4:30 PM. This all-day conference is only offered once every two years and is fully planned by the Construction Financial Management Association and Indiana Society of CPA's Joint Construction Industry Education Committee. This year's conference is packed with sessions and provides general and breakout sessions on any number of topics. The Agenda is as follows:

AGENDA

- 8-9:30 a.m. **State of the State**
Scott Bowers - State of Indiana
Chief of Staff and Deputy Secretary of State Scott Bowers will discuss the state of the state as we emerge from the recession.
- 9:45-11 a.m. A. **Surety Credit**
Mike Marsella - MJ Insurance
Marsella will get you up to speed on what's going on in the surety arena. Hear about today's bidding environment, contractor outlook and bond market underwriting. He also will discuss what has changed with general underwriting guidelines and tell you how to avoid the common mistakes most contractors make and even how to boost your bonding.
- B. **Succession Planning**
Larry Mackowiak, CPA - Crowe Horwath, LLP
Owners of construction companies spend a lifetime taking risks and working to develop a sound, reputable business which produces financial rewards. In each company, the time comes to plan for a transition in ownership. This session will review the following aspects of succession:
- An overview of the importance of planning and the process
 - The "inside sale" or transition of ownership to the management team
 - The process of orientation for new owners
 - Overview of the "outside sale" to a third party
 - Shareholder agreements as an essential element of the transition process
- 11:15 a.m.-12:30 p.m. A. **Federal and State Tax Update**
John Lawrence, CPA
With the new IRS enforcement program targeting the construction industry, there have been, and continue to be, many changes affecting your day-to-day operations. Hear the latest developments on the crack down on Sec. 199 deductions, 1099 changes and issues arising from the HIRE act and other recent developments. Lawrence will be sure to leave sufficient time to answer your burning questions.
- B. **Does General Liability Insurance Respond to Damage to "Your Work"?**
William Kelley, Jr., J.D. - Drewry Simmons Vornehm, LLP

Jim Phillips, CRIS, ARM, AAI - Old National Insurance

In this session, Kelley and Phillips will discuss insurance coverage for defective construction work. They will provide an overview of coverage under general liability insurance policies and common policy exclusions as well as how these exclusions are handled in Indiana and around the region. They will address the common questions that arise like, "Is your subcontractor's work 'your work'?" as well as leave you with strategies for covering the risk of construction defect claims.

12:30-1:15 p.m.

Conference Luncheon

1:15-2 p.m.

How to do More with Less Time and Resources

CJ McClanahan - ReachMore

This inspirational keynote is a step-by-step discussion on personal and team resource management and the impact of finance professionals on the construction industry. What are the five most important things that you can do today to increase your productivity? How do you handle the increased workload and pressures of the current workplace? What are the key strategies to getting the most out of your team? After attending this session, construction finance management professionals will walk away with new techniques to manage their resources through:

Delegation

Time blocking

Prioritizing important vs. urgent tasks

Managing accounting and finance key performance indicators

2-3 p.m.

A. Bankruptcy Case Studies: A panel discussion

Robert Lawyer, CPA - Meyer & Najem Corporation

David Simmons, JD - Drewry Simmons, Vornehm, LLP

Bankruptcy filings are up 30 percent. That's why every construction CFO must have a basic understanding of what happens when a client, project owner, subcontractor or GC files for bankruptcy protection. This session will explore actual bankruptcy cases in an interactive panel discussion.

B. Sales and Use Tax

Tim Cook, JD - Katz, Sapper & Miller

In Indiana, there have been significant changes in law affecting contractors. Join Cook as he discusses the recent sales tax bulletin, trends in audit procedures, reviews general rules such as treatment of direct pay permits, treatment of blanket exemption certificates, etc.

3:15-4:30 p.m.

What Keeps CFOs and Controllers Up at Night?

Panelists:

Chad Bachman, CPA, CCIFP - Bowen Engineering

Rod Burton, CPA - ERMCO, Inc.

Brian Inniger, CPA - Rieth-Riley

Dan Murphy, CCM, FLMI - Shiel Sexton Co., Inc.

Moderator:

Michelle Warren - Charles C. Brandt Construction Co.

There have always been significant issues in the construction industry such as customer payment, rising insurance cost, project management capabilities and corporate ethics. But, what new issues does CFM confront? This interactive panel discussion provides insight into the next wave of challenges and potential solutions.

For more information and to register, please click on the following link:

<https://incpas.org/Public/CPE/ConstructionConference.aspx>