

RESUMEN EJECUTIVO
PROYECTO LAS VEGAS 2002
(borrador)

1. A continuación se detalla una primera aproximación al proyecto denominado "Las Vegas 2002".
2. Este proyecto podría tener lugar la tercera semana de marzo de 2002 (lunes 18 al viernes 22 de marzo).
3. El objetivo del proyecto se puede dividir en 2 áreas principales:
 - **Ciudades & Desierto:** esta primera etapa del proyecto se orienta a profundizar el conocimiento y las soluciones implementadas en las ciudades de sectores desérticos de USA, tales como Tucson, Phoenix, Scottsdale y Sedona (todas ubicadas en Arizona), o Reno y Las Vegas (ubicadas en Nevada).

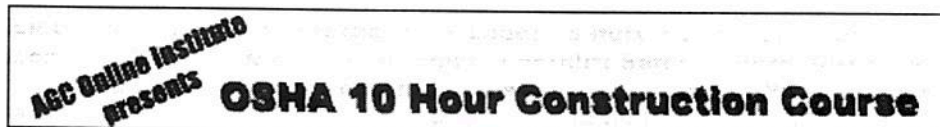
El know how derivado de las visitas puede ser vinculado y potenciado en la agenda de la CChC, particularmente en lo relativo al desarrollo del desierto y del norte chileno.
 - **American General Contractors (AGC):** aprovechando la estadía en Las Vegas se puede asistir a la 83ava. Convención Anual del AGC que además coincide con la Exposición Conexpo/Conagg, estableciendo contactos y vinculaciones con el mundo de la construcción que asiste a estos eventos.
4. El área **Ciudades & Desierto** podría ser cubierta los días lunes 18 y martes 19 de marzo de 2002 visitando alguna de las ciudades propuestas y estableciendo una agenda de reuniones ad hoc.
5. El área **AGC** podría cubrirse asistiendo a la Convención Anual los días miércoles 20 y jueves 21 de marzo de 2002, y dejando el viernes 22 para concurrir a la Exposición Conexpo/Conagg.
6. En el área **Ciudades & Desierto** existen temas y contactos interesantes tratados con mayor extensión en los documentos adjuntos. Algunos destacables son:
 - No se advierten problemas de suministro de energía en Arizona, pese a existir en otros estados cercanos como California.
 - El suministro y manejo del recurso agua en Arizona también es destacable. De hecho existe un proyecto sumamente interesante llamado CAP (Central Arizona Project) channels que permite el suministro de agua a las ciudades importantes.

- En Phoenix se está buscando solución a problemas derivados de la contaminación ambiental y de la congestión vehicular.
 - El concepto de "Grow Smart" está siendo aplicado en las principales ciudades frente a las altas tasas de crecimiento.
 - La cercanía de Phoenix a Los Angeles (Interstate 10) ha estimulado la creación de una amplia malla de centros de distribución.
 - Scottsdale, suburbio ubicado al este de Phoenix, ha crecido enormemente en el mercado de oficinas.
 - Tucson ha desarrollado importantes industrias relacionadas con la defensa, el cobre y manufacturas ópticas. Esto ha agregado 200.000 empleos en los últimos 10 años.
 - Tucson está re-desarrollando su zona céntrica mediante un proyecto de uso mixto llamado Río Nuevo (62 acres ubicados en pleno centro de la ciudad; MMU\$757 en 20 años).
 - Las Vegas ha logrado soluciones interesantes para desarrollar proyectos negociando con minorías étnicas que han manifestado inicialmente oposición a los mismos.
7. En el área **AGC** la entrada tiene un valor de US\$ 625 y da derecho a asistir a todas las exposiciones y reuniones de la Convención, además de la Exposición Conexpo/Conagg.

En los anexos de este Resumen Ejecutivo se detallan algunas de las actividades de la Convención que tendrían lugar los días miércoles 20 y jueves 21 de marzo.

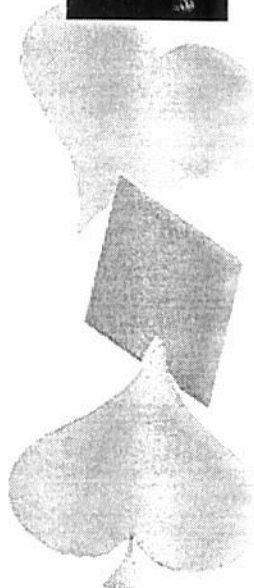
8. Algunos nombres de contactos que se pueden sugerir son:
- Oscar B. Goodman, Alcalde de Las Vegas
 - Gary Reese, Michael J. McDonald, Larry Brown, Lynette B. McDonald, Lawrence Weekly, Michael Mack (miembros del Consejo de la ciudad de Las Vegas)
 - Grady Gammage Jr., abogado especialista en uso de suelos
 - Maeve Jonson, director ejecutivo de Valley Partnership
 - Pete Bolton, director de CB Richard Ellis en Phoenix
 - Stanley Paul Cook, analista y consultor de inmuebles
 - Jay Butler, director del Centro Inmobiliario de la Universidad de Arizona
 - Lee McPheters, director de la Universidad Estatal de Arizona
 - Dorene Soto, gerente de desarrollo económico de Reno Development Agency

DFU
19/02/02


[SITE MAP](#)
[SEARCH](#)
 [MY PROFILE](#)
 [MY EMAIL](#)
[CONTACT US](#)

Building a Better America

- ▼
- ▶ [Calendar of Events](#)
- ▶ [Young Constructors Forum](#)
- ▶ [AGC Marketing Prototype Self-Study Files](#)
- ▶ [Partnering Agreements](#)
- ▼ **Members Only**
- [Chapter Exec Resources](#)
- [AGC e-Forums](#)
- [Commerce Business Daily \(CBD\)](#)
- [Marketing Resources](#)
- [International Resources](#)
- [Gartner Group](#)
- [AGC Member Logos](#)
- ▼ **Main Menu**
- ▶ [AGC Overview](#)
- ▶ [Marketplace](#)
- ▶ [AGC Products & Benefits](#)
- ▶ [News & Bulletins](#)
- ▶ [Legislative Info](#)
- ▶ [Education/Training](#)
- ▶ [Safety Info](#)
- ▶ [Labor & Human Resources](#)
- ▶ [Member Resources](#)
- ▶ [Environmental Services](#)



[2002 Convention Home Page](#) | [2002 ConExpo/ConAGG](#) | [Schedule of Events / AGC ePlanner](#)
[Registration Form](#) | [Hotel Registration & Travel Discounts](#) | [2002 Convention Registrants](#)

Building a Better America is the theme of AGC's 83rd Annual Convention March 18–22, 2002 in Las Vegas, NV. As AGC's membership looks forward to the challenges of the future and in Building a Better America, issues and educational opportunities discussed at the committee meetings, division sessions and professional development tracks will help plot their course.

This brochure outlines the schedule for this year's Convention—outlining over 60 educational sessions designed to improve your life and your market. This year AGC is one of the co-sponsors of CONEXPO/CONAGG 2002, the largest construction exhibit in the United States, that typically draws over 100,000 people. Based on this projected attendance, we anticipate that hotel rooms will be at a premium, and individuals should be registering now for this event.

Please forward your Convention registration form directly to AGC and your hotel reservation form directly to the Las Vegas Housing Bureau requesting a room from AGC's special room block for its attendees.

Please note that AGC's Convention registration fee includes admission to CONEXPO-CONAGG 2002.

A highlight of this year's Convention will again be the highly acclaimed *AGC Institute* featuring quality Professional Development Tracks, Seminars and Forums designed to provide educational opportunities for the full range of management employees in your construction companies. The standard Convention registration fee will allow you to attend any of the sessions in the *AGC Institute*. There is also a special reduced registration fee for those wishing to participate only in the Professional Development Tracks. We think you will find the programs a great value compared to other seminars and educational programs offered in the industry, and we encourage you and other members of your firm, to take advantage of this program. One of these sessions is worth the price of Convention registration!

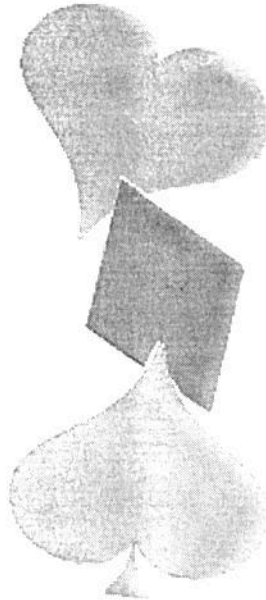
One advantage of registering now for the Convention is to take advantage of the Early Bird Registration Fee. Individuals registering now can save \$100 per person by registering by February 1, 2002. This early bird registration fee also includes admission to CONEXPO/CONAGG 2002.

We believe one of the greatest benefits of an AGC Convention is networking and the knowledge gained from other facing the same challenges in the construction marketplace. Therefore, to encourage attendance of additional members from your firm, when more than one couple registers for the entire Convention from your firm, the additional registrants get a discount of \$125 per couple. Those individuals who are

registering only for the professional development tracks can do so at \$400 per individual. We are encouraging all members of your firm and their families to attend this year's Convention.

With our focus on Building a Better America and Building Your Quality of Life, make your plans now and join the thousands who will participate in AGC's 83rd Annual Convention March 18–22, 2002 in Las Vegas, NV.

Sincerely,
Robert J. Desjardins
President



© Copyright 2002 The Associated General Contractors (AGC) of America. All Rights Reserved. AGC can be contacted at info@agc.org - 333 John Carlyle Street, Suite 200, Alexandria, Va. 22314 - 703.548.3118 (phone) - 703.548.3119 (fax) - *Site maintained by Matrix Group, International.*



The Associated General Contractors of America
is one of the co-sponsors of:

March 19-23, 2002 • Las Vegas, USA

An Experience to Build On

#1 Trade Show for the Construction,
Aggregates and Ready Mixed
Concrete Industries.



There are more reasons
than ever why you can't afford to
miss CONEXPO-CON/AGG 2002.

See over 2,300 exhibitors with the latest
equipment, products, materials and services.

Discover cutting-edge technologies and tools at the
Information Technology Pavilion. Buy equipment at the new
Live Auction.

Your AGC Registration Fee gives you access to this tremendous exposition and also entitles you to the education experience of a lifetime at the AGC Institute during AGC's 83rd Annual Convention, March 18-22 at the Bellagio Hotel.

New in 2002 is the co-location of the IFPE Show & Technical Conference for hydraulic, pneumatic, electrical and mechanical power transmission components, systems and controls.



Visit our Web site at www.agc.org

[HOME](#)[SITE MAP](#)[SEARCH](#)[CONTACT AGC](#)[MY PROFILE](#)

Find the solutions

Meeting room locations are tentative - please refer to the convention program for locations on site.

Add to Convention Scheduler

Chapter Presidents, Vice Presidents, and Chapter Executives Breakfast

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 7:00 AM -

Location: Grand Ballroom 2

Description: Chapter Presidents, Vice Presidents, Chapter Executives Breakfast

For More Information Contact:
Michael Youngblut
703-837-5350
youngblm@agc.org

[View More Information](#)

535 Clubroom

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 7:00 AM - 5:00 PM

Location: Cezanne

Description: 535 Clubroom

[View More Information](#)

Equipment Committee

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 8:00 AM -

Location: Bellagio Ballroom 4

Description: Equipment Committee

For More Information Contact:
Stu Megaw
703-837-5321
megaws@agc.org

[View More Information](#)

Project Delivery Committee

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 8:30 AM -

Location: Monet 3

Description: Project Delivery Committee

For More Information Contact:

Damian Hill
703-837-5365
hilld@agc.org

[View More Information](#)

Quality In Construction Forum

Date: March 18, 2002

Time: 8:30 AM -

Location: Monet 1

Description: Quality In Construction Committee

For More Information Contact:

Dennis Day
703-837-5310
dayd@agc.org

[View More Information](#)

[View My Agenda](#)

Check Box to Add to Agenda

Special Highway Contractors Session

Date: March 18, 2002

Time: 9:00 AM -

Location: Bellagio Ballroom 2

Description: Special Highway Contractors Session

For More Information Contact:

Brian Deery
703-837-5319
deeryb@agc.org

[View More Information](#)

[View My Agenda](#)

Check Box to Add to Agenda

Host Hospitality

Date: March 18, 2002

Time: 9:30 AM - 3:00 PM

Location: Grand Patio

Description: Host Hospitality

[View More Information](#)

[View My Agenda](#)

Check Box to Add to Agenda

Construction By Contract Committee

Date: March 18, 2002

[View My Agenda](#)

Check Box to Add to Agenda

Time: 9:30 AM -
Location: Bellagio Ballroom 4
Description: Construction By Contract Committee

For More Information Contact:
 Stu Megaw
 703-837-5321
megaws@agc.org

[View More Information](#)

Governmental Affairs Committee

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002
Time: 9:30 AM -
Location: Monet 4
Description: Governmental Affairs Committee

For More Information Contact:
 Jim Krause
 703-837-5325
krausej@agc.org

[View More Information](#)

Seminar On: The Amazing Art of Face Reading

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002
Time: 10:00 AM - 11:30 AM
Location: Grand Ballroom 7
Description: Seminar On: The Amazing Art of Face Reading - Physiognomy, the science of face reading, was first introduced to Western Civilization in fifth century B.C. and codified in 1775. Such famous historical figures such as Hippocrates, Aristotle, Galen and Chaucer all studied and valued physiognomy. Face reading is based on the observation that there is a direct correlation between the structure of the face and the personality of the character of the person. Your face is a living history of your life. Every feature and line in your face means something. Learning to read faces can help you understand yourself and others.

Speaker: Mac Fulfer

[View More Information](#)

Seminar On: The New Paradigm in Risk Management -- Operational Focused & Profit Driven -- Is It Right For You?

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002
Time: 10:00 AM - 11:30 AM
Location: Grand Ballroom 9
Description: Seminar On: The New Paradigm in Risk Management -- Operational Focused & Profit Driven -- Is It Right For You? - This session is designed to get various levels of management to focus on the reality that Risk

Management is not just an insurance-related term. Recognition that one of the largest risks to a construction firm is in the proper execution of its contracts and developing ways to improve this process is a key driver to maintaining project level profits. Failure to execute many of the functions within the construction process is what leads to profit fade on many projects. Approaching project management with a holistic approach allows a management team to focus (or refocus) their project manager(s) on the driving forces behind profitability. Learn how to educate or refocus your team toward greater profitability through a holistic risk management approach.

Speaker: David R. Reid - Senior Vice President, National Construction Practice Leader - MARSH, Phoenix, AZ

[View More Information](#)

Seminar On: Work-Life Wellness

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 10:00 AM - 11:30 AM

Location: Grand Ballroom 6

Description: Seminar On: Work-Life Wellness - A motivational seminar about personal and professional development! This program is designed to fine tune communication skills, values, organizational skills and time management. The seminar concludes with a section covering personal health and fitness. Everyone will come away from this session informed, and energized!

Speaker: Richard R. Bradley, III, Creative Stress Management, Rockville, MD

[View More Information](#)

Seminar On: An Industry In Turmoil and What's Needed to Turn it Around

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 10:00 AM - 11:30 AM

Location: Grand Ballroom 3

Description: Seminar On: An Industry In Turmoil and What's Needed to Turn it Around - The construction industry is in turmoil. The facts speak for themselves. There is a critical shortage of both skilled workers and experienced managers. The industry needs 250,000 new workers a year and is getting only about 80,000. Surveys rank construction work 248 out of 250 possible career options. No wonder there is a shortage of workers. On top of that, profit margins continue to be squeezed despite near record volumes of work. What happens in the next downturn? When you add in the record competition for clients, it is not surprising that those in the industry feel like they are under siege. So what is the answer? To succeed, construction companies and design firms must reinvent everything about their business - including how they recruit, train and retain employees; how they differentiate their business from their competitors; how they provide greater value to their clients; how to build better relationships with their clients; how they build things faster; and how they improve the quality of the entire experience. This presentation discusses several critical areas where construction executives must focus on how their business operates.

Speaker: Ted Garrison, Garrison Associates, Ormond Beach, FL

[View More Information](#)

Forum: Building Better Schools By Fostering Good Communications Among Contractors and School Officials

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 10:00 AM -

Location: Bellagio Ballroom 3

Description: Forum: Building Better Schools By Fostering Good Communications Among Contractors and School Officials - followed by Construction Marketing Committee Meeting

For More Information Contact:

Kathy Mapes
703-837-5376
mapesk@agc.org

[View More Information](#)

Workforce Development Committee

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 10:00 AM -

Location: Bellagio Ballroom 5

Description: Workforce Development Committee

For More Information Contact:

Elinor Shemeld
703-837-5367
shemelde@agc.org

[View More Information](#)

Contractor Relations Committee

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 10:30 AM -

Location: Grand Ballroom 4

Description: Contractor Relations Committee

For More Information Contact:

Chris Monek
703-837-5323
monekc@agc.org

[View More Information](#)

Safety And Health Forum

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 10:30 AM -

Location: Grand Ballroom 8

Description: Safety And Health Forum - Partnerships aim to achieve a significant and measurable reduction in construction deaths, injuries and illnesses. In general, partnerships are voluntary, cooperative relationships between the Occupational Safety and Health Administration (OSHA) and contractors, employees, and owners. This forum will focus on the advantages of developing the AGC/OSHA Construction Health and Safety Excellence (CHASE) program and other industry partnerships with OSHA and State Plan Programs.

For More Information Contact:

Carolyn Guglielmo
703-837-5331
guglielc@agc.org

[View More Information](#)

Closely Held Business Forum

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 10:30 AM -

Location: Grand Ballroom 1

Description: Closely Held Business Forum

For More Information Contact:

Barbara Hickman
703-837-5315
hickmanb@agc.org

[View More Information](#)

Legislative Forum

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 11:00 AM -

Location: Bellagio Ballroom 1

Description: Legislative Forum

For More Information Contact:

Jeff Shoaf
703-837-5362
shoafj@agc.org

[View More Information](#)

Trenchless Technology Forum

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 11:00 AM -

Location: Bellagio Ballroom 4

Description: Trenchless Technology Forum

For More Information Contact:
 Stu Megaw
 703-837-5321
megaws@agc.org

[View More Information](#)

Asphalt Pavement Committee

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 1:30 PM -

Location: Monet 2

Description: Asphalt Pavement Committee

For More Information Contact:
 Brian Deery
 703-837-5319
deeryb@agc.org

[View More Information](#)

Seminar On: Breakthrough Strategies For Increased Profitability

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 1:30 PM - 3:00 PM

Location: Grand Ballroom 9

Description: Seminar On: Breakthrough Strategies For Increased Profitability - This fast-paced presentation explores "Breakthrough Strategies" that offer today's contractors and design firms ways to fight back against declining profit margins and increased competition. This is critical because many businesses in the construction industry find themselves in a precarious financial situation. This problem is caused by nothing short of a revolution by clients and customers worldwide. Today's customers demand both higher quality and excellent service while wanting to pay less. Consultant and author Robert Tucker calls it "Value Revolution." This presentation explores strategies that both large and small companies in the construction industry can implement to provide greater value to their clients while creating a competitive advantage and increased profits for themselves.

Speaker: Ted Garrison - Garrison Associates - Ormond Beach, FL

[View More Information](#)

Seminar On: You Win or Lose With The Words You Choose - How to Increase Performance and Communicate Effectively

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 1:30 PM - 3:00 PM

Location: Grand Ballroom 7

Description: Seminar On: You Win or Lose With The Words You Choose - How to Increase Performance and Communicate Effectively - A refreshing entertaining and eye-opening program that gets immediate results and generates excitement as participants experience the power of proactive

language with the WORD-power Arm Test. Every time we speak our words send powerful images and verbal commands to the entire mind body system. With up to 75% of our time spent talking about what we DON'T want, we often create...problems, confusion and lack of time... instead of what we DO want... solutions, clarity and ample time. In today's workplace effective, accurate communication that focuses on solution instead of the problem is a must for dealing with workload, change and people.

Speaker: Marian York, Seattle, WA

[View More Information](#)

Seminar On: Preconstruction Services - Take Away (The Money) Or Give Away (The Job)

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 1:30 PM - 3:00 PM

Location: Grand Ballroom 6

Description: Seminar On: Preconstruction Services - Take Away (The Money) Or Give Away (The Job) - Are you tired of losing out to the "inside" contractor? Did you lose more in the beginning of the job than you made in the end? How do you charge a client for something you used to do for free? For answers to these questions and many more, join Charlie Silver and Dena Williams for a straight-talk presentation. You will learn how to package and sell Preconstruction Services, how to overcome client objections and how to make money nothings that you used to give away! Selling Preconstruction Services can get your foot in the door, limit the competition for the construction phase and position your company to influence the contractor selection process. If you aren't selling it: Learn How! If you are: Benchmark against your competitors, increase your hit rate and increase your knowledge of client expectations! But most important you'll leave this session with three ways to increase the revenue you expect on Preconstruction Services.

Speaker: Charlie Silver and Dena Williams, M. Silver & Co., Raleigh, NC

[View More Information](#)

Tax and Fiscal Affairs Committee

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 1:30 PM -

Location: Bellagio Ballroom 5

Description: Tax and Fiscal Affairs Committee

For More Information Contact:
Phil Thoden
703-837-5364
thodenp@agc.org

[View More Information](#)

Specialty Contractors Council

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 1:30 PM -

Location: Bellagio Ballroom 3

Description: Specialty Contractors Council

For More Information Contact:

Chris Monek
703-837-5323
monekc@agc.org

[View More Information](#)

Public Relations Forum

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 1:30 PM -

Location: Monet 1

Description: Public Relations 101, sponsored by the Public Relations Committee, will teach you how to put together a basic public relations program for your company or chapter. Learn from experts in PR and media relations. A free copy of AGC's PR Handbook for Contractors will be given to the first 100 attendees.

For More Information Contact:

Dennis Day
703-837-5310
dayd@agc.org

[View More Information](#)

Municipal and Utilities Coordinating Forum

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 1:30 PM -

Location: Bellagio Ballroom 4

Description: Municipal and Utilities Coordinating Forum

For More Information Contact:

Stu Megaw
703-837-5321
megaws@agc.org

[View More Information](#)

Forum on the Development and Maintenance of a Construction Futures Program

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 1:30 PM -

Location: Bellagio Ballroom 1

Description: Forum on the Development and Maintenance of a Construction Futures Program - Successful chapter programs will be highlighted. Learn how to improve your chapter's workforce recruitment efforts through the Build Up!

And On Site! Educational outreach programs.

[View More Information](#)

Executive Leadership Council

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 1:30 PM -

Location: Grand Ballroom 2

Description: Executive Leadership Council

For More Information Contact:

Michael Youngblut
703-837-5350
youngblm@agc.org

[View More Information](#)

Seminar On: The Geography and Geology of the American Southwest: Their Effect On The Architecture and Lives of the Regions Ancient Indians

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 1:30 PM - 3:00 PM

Location: Grand Ballroom 3

Description: Seminar On: The Geography and Geology of the American Southwest: Their Effect On The Architecture and Lives of the Regions Ancient Indians

[View More Information](#)

Marine Contractors Committee

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 3:00 PM -

Location: Monet 3

Description: Marine Contractors Committee

For More Information Contact:

Jim Krause
703-837-5325
krausej@agc.org

[View More Information](#)

International Construction Committee

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 3:00 PM -

Location: Bellagio Ballroom 6

Description: International Construction Committee

For More Information Contact:

Deanna Goelzer
703-837-5322
goelzerd@agc.org

[View More Information](#)

Industry Liaison Committee

Date: March 18, 2002
Time: 3:00 PM -
Location: Monet 4
Description: Industry Liaison Committee

For More Information Contact:
Damian Hill
703-837-5365
hilld@agc.org

[View More Information](#)

[View My Agenda](#)

Check Box to Add to Agenda

Concrete Pavement Committee

Date: March 18, 2002
Time: 3:00 PM -
Location: Monet 2
Description: Concrete Pavement Committee

For More Information Contact:
Brian Deery
703-837-5319
deeryb@agc.org

[View More Information](#)

[View My Agenda](#)

Check Box to Add to Agenda

Chapter Web Site Open Forum

Date: March 18, 2002
Time: 3:00 PM -
Location: Bellagio Ballroom 7
Description: Chapter Web Site Open Forum - An open meeting of Chapters with web sites to discuss the site development and strategies.

For More Information Contact:
Mark Pursell
703-837-5329
pursellm@agc.org

[View More Information](#)

[View My Agenda](#)

Check Box to Add to Agenda

Seminar On: Oh, Bugsy: From the Infiltration of the Mob To the Invasion of the Soccer Moms and Swinging Seniors

Date: March 18, 2002
Time: 3:30 PM - 5:00 PM

[View My Agenda](#)

Check Box to Add to Agenda

Location: Grand Ballroom 9

Description: Seminar On: Oh, Buggy: From the Infiltration of the Mob To the Invasion of the Soccer Moms and Swinging Seniors

[View More Information](#)

Seminar On: The Art and Science of Rainmaking: Increase Sales By Winning and Keeping Clients

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 3:30 PM - 5:00 PM

Location: Grand Ballroom 3

Description: Seminar On: The Art and Science of Rainmaking: Increase Sales By Winning and Keeping Clients - Based on recent client research, veteran marketers Michael Reilly and Linda Lukas have developed a sales and networking workshop to meet the unique needs and realities of construction industry executives. The need is clear: in order to grow and be profitable, companies must rely on a steady stream of new sales. The reality: most project executives and owners are builders and construction experts, not sales professionals. Reilly and Lukas provide practical strategies and demonstrate proven techniques for developing new business. Client development is based on relationship development, and this workshop shows how to initiate and advance business relationships that lead to sales. This workshop also emphasizes the value of involving everyone-from natural sellers to born wallflowers- in building client relationships and winning new work. Topics include: The Research: Why Relationships Count Now More Than Ever, Networking for Life: Essentials of Relationship Marketing, Successful Warm and Cold Calling Programs, Brand You...The Art of Self-Promotion, Client Maintenance and Relationship Maintenance Systems. Learn how to target likely prospects, practice methods for relationship-building, determine the best marketing approach for a type of client, and problem-solve typical business development dilemmas.

Speaker: Michael Reilly, Reilly Communications, Boston, MA - Linda Lukas, The Lukas Group, Boston, MA

[View More Information](#)

Seminar On: How to Build and Protect Your Wealth

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 3:30 PM - 5:00 PM

Location: Grand Ballroom 6

Description: Seminar On: How to Build and Protect Your Wealth - Working harder doesn't make you wealthier; it only makes you more stressed-out. Lenders get by. Owners become wealthy. Learn how to becoming a wealthy owner in this entertaining hands-on workshop. Bill Staton will show you how to 1) double your money every five or six years, 2) spend about one hour a year, 3) cut taxes, expenses, sales loads and commissions to virtually zero, and 4) have a ton of fun doing it. In his 90-minute session, Bill will show you how to: - Develop a wealth building mentality, Implement life's money lessons from John Wesley, Employ "The World's Most Powerful Wealth Building Technique", Become a millionaire by buying a less expensive car, Invest for retirement and quit in 10 years, Protect your estate and keep

Uncle Sam at bay, and Turn your children and grandchildren into multimillionaires.

Speaker: Bill Staton

[View More Information](#)

Seminar On: Repeat of the Work-Life Wellness Seminar

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 3:30 PM - 5:00 PM

Location: Grand Ballroom 7

Description: Seminar On: Repeat of the Work-Life Wellness Seminar - A motivational seminar about personal and professional development! This program is designed to fine tune communication skills, values, organizational skills and time management. The seminar concludes with a section covering personal health and fitness. Everyone will come away from this session informed, and energized!

Speaker: Richard R. Bradley, III - Creative Stress Management - Rockville, MD

[View More Information](#)

ConExpo/ConAgg (GALA) Reception

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 18, 2002

Time: 6:00 PM - 8:00 PM

Location: South Hall - Las Vegas Convention Center

Description: ConExpo/ConAgg (GALA) Reception

[View More Information](#)

535 Clubroom

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 19, 2002

Time: 7:00 AM - 5:00 PM

Location: Cezanne

Description: 535 Clubroom

[View More Information](#)

Marvin M. Black Excellence In Partnering Awards Breakfast

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 19, 2002

Time: 7:00 AM -

Location: Grand Ballroom 5

Description: Liberty Mutual presents... AGC's Marvin M. Black Excellence in Partnering

Awards Breakfast

For More Information Contact:
Dennis Day
703-837-5310
dayd@agc.org

[View More Information](#)

Seminar On: Seeing The Light Before You Feel The Heat

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 19, 2002

Time: 8:30 AM - 10:00 AM

Location: Grand Ballroom 7

Description: Seminar On: Seeing The Light Before You Feel The Heat - This program shows you how to use balance to achieve long-term success. Learning about priorities- being accountable for your schedule. Don't just do something, sit there! Bill guides you through the principles of endurance. And he guides you through pacing yourself- doing fewer unimportant things so you can focus on the bigger picture. The program uses humor, wisdom and practicality to help you learn to see the light before you feel the heat.

Speaker: Bill Butterworth

[View More Information](#)

Seminar On: NO Time? Time to Say NO!

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 19, 2002

Time: 8:30 AM - 10:00 AM

Location: Grand Ballroom 9

Description: Seminar On: NO Time? Time to Say NO! - An energizing, enlightening and empowering program. Discover 3 easy ways to say NO! Not to your responsibilities...to the myriad distractions that steal your time and energy and impede your performance. Have you ever said "Sure" to a plea for help while thinking "Why did I just say that?" If you're over committed, don't know how to interrupt a Babelonian or want to be more succinct and to the point...this program is for you! Successful people know there is enough time when you learn to say NO!

Speaker: Marian York, Seattle, WA

[View More Information](#)

Seminar On: Three Routes To Increased Profitability In Your Business

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 19, 2002

Time: 8:30 AM - 10:00 AM

Location: Grand Ballroom 6

Description: Seminar On: Three Routes To Increased Profitability In Your Business - One of the key elements to your ongoing success is your ability to increase

profits from year to year. How best to accomplish this goal is the question. Most contractors would say increasing sales is the answer. However, there are other alternatives that may increase profit faster and easier. In this program, Bob Langdon, CPA and author of *Managing Your Profit*, will explore three ways to increase profitability in your business immediately and for years to come. After attending the program, you'll return to your contracting business more competitive than ever with Bob's proven methods of: Identifying and selling to the upscale, service-driven customer, Increasing profitability three different ways in your business, Combining these three routes to increased profitability, Improving working capital in your business, Differentiating your product and service in the marketplace.

Speaker: Robert Langdon, CPA - Denver, CO

[View More Information](#)

Seminar On: The Twelve Commandments for People Who Work With People

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 19, 2002

Time: 8:30 AM - 10:00 AM

Location: Grand Ballroom 3

Description: Seminar On: The Twelve Commandments for People Who Work With People - In this fun-filled, fast moving address, you will receive twelve (12) suggestions for dealing with difficult people, making a positive impact on others and improving interpersonal relationships. You will laugh while you learn how the nature of the relationship among the people who work in your business and the people you serve determines the quality, character and accomplishments of your company.

Speaker: Ann White, Ed. D., Cowpens, SC

[View More Information](#)

Supervisory Training Committee

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 19, 2002

Time: 8:30 AM -

Location: Grand Ballroom 8

Description: Supervisory Training Committee

For More Information Contact:

Chris Bamberger

703-837-5370

bambergc@agc.org

[View More Information](#)

Environmental Resources Committee and Equipment Committees - A Joint Forum on Diesel Retrofit and/or Bio Fuels

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 19, 2002

Time: 8:30 AM -

Location: Monet 1

Description: Environmental Resources Committee and Equipment Committees - A Joint Forum on Diesel Retrofit and/or Bio Fuels - Diesel vehicles and equipment are widely used and form a critical part of the country's transportation and construction infrastructure. The U.S. Environmental Protection Agency (EPA) recently announced a new voluntary program designed to encourage the private sector to take advantage of new and emerging technologies to reduce emissions from existing diesel engines. Recognizing that older construction equipment is a good candidate for such a program, AGC of America has been working closely with EPA to bring together everyone necessary to make the program work in a particular state. Assembled at the Diesel Retrofit Forum will be a panel of AGC fleet owners and operators, engine and equipment manufacturers, fuel suppliers, air quality planners, and EPA. AGC's goal is to share success stories and encourage a positive discussion of the steps necessary to make the EPA's "Voluntary Diesel Retrofit Program" a win-win situation for everyone involved.

For More Information Contact:

Leah Wood
703-837-5332
woodl@agc.org

[View More Information](#)

Contract Documents Committee

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 19, 2002

Time: 8:30 AM -

Location: Bellagio Ballroom 3

Description: Contract Documents Committee

For More Information Contact:

Mark McCallum
703-837-5318
mccallum@agc.org

[View More Information](#)

AASHTO-AGC-ARTBA Joint Committee (AGC Side Only)

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 19, 2002

Time: 8:30 AM -

Location: Bellagio Ballroom 5

Description: AASHTO-AGC-ARTBA Joint Committee (AGC Side Only)

For More Information Contact:

Jim Krause
703-837-5325
krausej@agc.org

[View More Information](#)

ELC Seminar: Top Technologies Impacting Associations in the Next Five Years

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 19, 2002**Time:** 8:30 AM -**Location:** Grand Ballroom 1**Description:** ELC Seminar: Top Technologies Impacting Associations in the Next Five Years[View More Information](#)

Membership Administrative Committee

Date: March 19, 2002**Time:** 8:30 AM -**Location:** Bellagio Ballroom 1**Description:** Membership Administrative Committee

For More Information Contact:
Michael Youngblut
703-837-5350
youngblm@agc.org

[View More Information](#)[View My Agenda](#) Check Box to Add to Agenda

YCF/AGC Student Lounge

Date: March 19, 2002**Time:** 9:00 AM - 3:00 PM**Location:** Gauguin 1**Description:** YCF/AGC Student Lounge

For More Information Contact:
Deanna Goelzer
703-837-5322
goelzerd@agc.org

[View More Information](#)[View My Agenda](#) Check Box to Add to Agenda

Grand Opening of ConExpo/ConAgg Exposition

Date: March 19, 2002**Time:** 9:00 AM - 5:00 PM**Location:** Las Vegas Convention Center**Description:** Grand Opening of ConExpo/ConAgg Exposition[View More Information](#)[View My Agenda](#) Check Box to Add to Agenda

Host Hospitality

Date: March 19, 2002**Time:** 9:00 AM - 3:00 PM**Location:** Grand Patio[View My Agenda](#) Check Box to Add to Agenda

Description: Host Hospitality

[View More Information](#)

Electronic Information Systems Committee

Date: March 19, 2002

Time: 9:30 AM -

Location: Monet 3

Description: Electronic Information Systems Committee

For More Information Contact:

Mark Pursell
703-837-5329
pursellm@agc.org

[View More Information](#)

[View My Agenda](#)

Check Box to Add to Agenda

Construction Marketing Committee

Date: March 19, 2002

Time: 10:00 AM -

Location: Grand Ballroom 4

Description: Construction Marketing Committee

For More Information Contact:

Kathy Mapes
703-837-5376
mapesk@agc.org

[View More Information](#)

[View My Agenda](#)

Check Box to Add to Agenda

Human Resource Practices Forum

Date: March 19, 2002

Time: 10:00 AM -

Location: Bellagio Ballroom 4

Description: Human Resource Practices Forum

For More Information Contact:

Bill Isokait
703-837-5343
isokaitb@agc.org

[View More Information](#)

[View My Agenda](#)

Check Box to Add to Agenda

Municipal & Utilities Contractors Division

Date: March 19, 2002

Time: 10:00 AM -

Location: Grand Ballroom 2

Description: Municipal & Utilities Contractors Division

[View My Agenda](#)

Check Box to Add to Agenda

For More Information Contact:
 Stu Megaw
 703-837-5321
megaws@agc.org

[View More Information](#)

Naval Facilities Engineering Command Committee

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 19, 2002

Time: 10:30 AM -

Location: Bellagio Ballroom 7

Description: Naval Facilities Engineering Command Committee

For More Information Contact:
 Jim Krause
 703-837-5325
krausej@agc.org

[View More Information](#)

Seminar On: The Marketing Process

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 19, 2002

Time: 10:30 AM - 12:00 PM

Location: Grand Ballroom 3

Description: Seminar On: The Marketing Process - In our industry it is imperative contractors know how to market and develop a plan to market effectively. In order to be successful in your marketing efforts, you need to have a marketing plan that encompass your company's strategic initiatives, existing markets and potential new markets, your clients and the responsibilities of key staff.

Speaker: Hoyt Lowder, FMI, Tampa, FL

[View More Information](#)

Seminar On: Effective Ways to Immediately Improve Your Bottom Line

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 19, 2002

Time: 10:30 AM - 12:00 PM

Location: Grand Ballroom 6

Description: Seminar On: Effective Ways to Immediately Improve Your Bottom Line - Reducing expenses is the fastest and easiest way to improve profitability in your contracting business. In this program, Bob Langdon, CPA and author of *Managing Your Business for Profit*, will share with you his proven techniques for reducing your expenses. Also, you will learn how to properly calculate breakeven for your business on a job-by-job basis, and for your entire business. Using this formula, Bob will show you how to achieve the profit you desire from your business! After attending the program, you'll return to contracting business more competitive than ever with Bob's proven methods of: Evaluating your business "profit" potential, Determining

what "poor management" costs your business, Reducing expenses immediately in your business, Protecting your business against fraud, Focusing on the best opportunities to "immediately" improve your bottom line.

Speaker: Robert Langdon, CPA, Denver, CO

[View More Information](#)

Seminar On: Is Your Operational Risk Management Process In Place? - Implementing and Measuring the Process In Your Company

View My Agenda

Check Box to Add to Agenda

Date: March 19, 2002

Time: 10:30 AM - 12:00 PM

Location: Grand Ballroom 7

Description: Seminar On: Is Your Operational Risk Management Process In Place? - Implementing and Measuring the Process In Your Company - This session is designed to introduce participants to ways through which they can implement a broadened risk management process-one that is designed to more effectively maintain profitability. Participants will be able to understand what it takes to complete the assessment of their current risk management practices, with particular emphasis towards reviewing construction contract execution techniques. They will also be able to see how to understand if their current operational practices will produce or meet their expected goals, the results of such reviews are not always what upper management thinks!

Speaker: Gregory Mallon, Senior Vice President, MARSH, Columbus, OH

[View More Information](#)

Seminar On: Making Friends With Change

View My Agenda

Check Box to Add to Agenda

Date: March 19, 2002

Time: 10:30 AM - 12:00 PM

Location: Grand Ballroom 9

Description: Seminar On: Making Friends With Change - Bill uses his extraordinary ability to blend humor, story-telling wisdom and practicality to provide refreshing insight into making friends with change that is inevitable in all our lives. This program focuses on the process of change- how change works. It covers the perils of change- why change frightens us. And it outlines the meaning to proactive change- moving from "should" to "could"

Speaker: Bill Butterworth

[View More Information](#)

Sitework and Grading Committee

View My Agenda

Check Box to Add to Agenda

Date: March 19, 2002

Time: 11:00 AM -

Location: Monet 2

Description: Sitework and Grading Committee

[View More Information](#)

ELC RoundTable Discussion on Mergers and Acquisitions

View My Agenda

Check Box to Add to Agenda

Date: March 19, 2002

Time: 11:00 AM -

Location: Grand Ballroom 1

Description: ELC RoundTable Discussion on Mergers and Acquisitions

[View More Information](#)

AGC Education Research Foundation Board of Directors Luncheon

View My Agenda

Check Box to Add to Agenda

Date: March 19, 2002

Time: 11:30 AM -

Location: Monet 1

Description: AGC Education Research Foundation Board of Directors Luncheon

For More Information Contact:
Shannon Knutti
703-837-5346
knuttis@agc.org

[View More Information](#)

Luncheon For AGC Spouses

View My Agenda

Check Box to Add to Agenda

Date: March 19, 2002

Time: 12:00 PM -

Location: Bellagio Ballroom 2

Description: Luncheon For AGC Spouses

[View More Information](#)

YCF/AGC Student Lounge

View My Agenda

Check Box to Add to Agenda

Date: March 19, 2002

Time: 12:00 PM - 3:00 PM

Location: Gauguin 1

Description: YCF/AGC Student Lounge

[View More Information](#)

Open Shop Committee

View My Agenda

Check Box to Add to Agenda

Date: March 19, 2002

Time: 12:30 PM -
Location: Grand Ballroom 3
Description: Open Shop Committee

For More Information Contact:
Bill Isokait
703-837-5343
isokaitb@agc.org

[View More Information](#)

Federal and Heavy Construction Contractors Division

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 19, 2002
Time: 1:00 PM -
Location: Grand Ballroom 2
Description: Federal and Heavy Construction Contractors Division

For More Information Contact:
Jim Krause
703-837-5325
krausej@agc.org

[View More Information](#)

Equal Business Access Committee

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 19, 2002
Time: 1:00 PM -
Location: Monet 3
Description: Equal Business Access Committee

For More Information Contact:
Stu Megaw
703-837-5321
megaws@agc.org

[View More Information](#)

Supplier/Service Providers Council

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 19, 2002
Time: 2:00 PM -
Location: Monet 2
Description: Supplier/Service Providers Council

For More Information Contact:
Rick Brown
703-837-5357
brownr@agc.org

[View More Information](#)

Young Constructors Forum

[View My Agenda](#)

Date: March 19, 2002
Time: 2:00 PM -
Location: Grand Ballroom 1
Description: Young Constructors Forum

For More Information Contact:
 Deanna Goelzer
 703-837-5322
goelzerd@agc.org

[View More Information](#)

Check Box to Add to Agenda

Highway Bridge Committee

Date: March 19, 2002
Time: 2:00 PM -
Location: Gauguin 2
Description: Highway Bridge Committee

For More Information Contact:
 Brian Deery
 703-837-5319
deeryb@agc.org

[View More Information](#)

View My Agenda

Check Box to Add to Agenda

Union Contractors Committee

Date: March 19, 2002
Time: 2:30 PM -
Location: Grand Ballroom 3
Description: Union Contractors Committee

For More Information Contact:
 Denise Gold
 703-837-5326
goldd@agc.org

[View More Information](#)

View My Agenda

Check Box to Add to Agenda

General Convention Session

Date: March 19, 2002
Time: 4:00 PM -
Location: Grand Ballroom 4, 5, 6, 7, 8 & 9
Description: General Convention Session

[View More Information](#)

View My Agenda

Check Box to Add to Agenda

Willis Party for All Attendees

View My Agenda

Check Box to Add to Agenda**Date:** March 19, 2002**Time:** 6:00 PM - 7:30 PM**Location:** Bellagio Ballroom and Monet 1-4**Description:** Willis "Red, White & Blue" Party - Featuring Great Entertainment, delicious food, wonderful friends and the American Spirit[View More Information](#)

Willis Presents AGC's Safety Awards Breakfast

[View My Agenda](#) Check Box to Add to Agenda**Date:** March 20, 2002**Time:** 7:00 AM -**Location:** Grand Ballroom 5**Description:** Willis Presents AGC's Safety Awards Breakfast - Honoring those companies with excellence in Safety[View More Information](#)

535 Clubroom

[View My Agenda](#) Check Box to Add to Agenda**Date:** March 20, 2002**Time:** 7:00 AM - 5:00 PM**Location:** Cezanne**Description:** 535 Clubroom[View More Information](#)

Construction Education Committee

[View My Agenda](#) Check Box to Add to Agenda**Date:** March 20, 2002**Time:** 8:30 AM -**Location:** Bellagio Ballroom 4**Description:** Construction Education Committee*For More Information Contact:*Ernie Jones
703-837-5316
jonese@agc.org[View More Information](#)

Free Websites For AGC Members Workshop

[View My Agenda](#) Check Box to Add to Agenda**Date:** March 20, 2002**Time:** 8:30 AM -**Location:** Bellagio Ballroom 2**Description:** Free Websites For AGC Members Workshop

[HOME](#)[SITE MAP](#)[SEARCH](#)[CONTACT AGC](#)[MY PROFILE](#)

Find the solutions

Meeting room locations are tentative - please refer to the convention program for locations on site.

Add to Convention Scheduler

535 Clubroom

Date: March 20, 2002

Time: 7:00 AM - 5:00 PM

Location: Cezanne

Description: 535 Clubroom

[View More Information](#)

[View My Agenda](#)

Check Box to Add to Agenda

Willis Presents AGC's Safety Awards Breakfast

Date: March 20, 2002

Time: 7:00 AM -

Location: Grand Ballroom 5

Description: Willis Presents AGC's Safety Awards Breakfast - Honoring those companies with excellence in Safety

[View More Information](#)

[View My Agenda](#)

Check Box to Add to Agenda

Bureau of Reclamation Committee

Date: March 20, 2002

Time: 8:30 AM -

Location: Bellagio Ballroom 3

Description: Bureau of Reclamation Committee

For More Information Contact:

Jim Krause
703-837-5325
krausej@agc.org

[View More Information](#)

[View My Agenda](#)

Check Box to Add to Agenda

Construction Education Committee

Date: March 20, 2002

Time: 8:30 AM -

[View My Agenda](#)

Check Box to Add to Agenda

Location: Bellagio Ballroom 4

Description: Construction Education Committee

For More Information Contact:

Ernie Jones
703-837-5316
jonese@agc.org

[View More Information](#)

Free Websites For AGC Members Workshop

Date: March 20, 2002

Time: 8:30 AM -

Location: Bellagio Ballroom 2

Description: Free Websites For AGC Members Workshop

For More Information Contact:

Mark Pursell
703-837-5329
pursellm@agc.org

[View More Information](#)

[View My Agenda](#)

Check Box to Add to Agenda

SLS Class: The Construction Supervisor and Stress Management/Job Burnout

Date: March 20, 2002

Time: 8:30 AM -

Location: Bellagio Ballroom 5

Description: SLS Class: The Construction Supervisor and Stress Management/Job Burnout

[View More Information](#)

[View My Agenda](#)

Check Box to Add to Agenda

ConExpo/ConAgg Exposition

Date: March 20, 2002

Time: 9:00 AM - 5:00 PM

Location: Las Vegas Convention Center

Description: ConExpo/ConAgg Exposition

[View More Information](#)

[View My Agenda](#)

Check Box to Add to Agenda

Host Hospitality

Date: March 20, 2002

Time: 9:30 AM - 3:00 PM

Location: Grand Patio

Description: Host Hospitality

[View My Agenda](#)

Check Box to Add to Agenda

[View More Information](#)**YCF/AGC Student Lounge****Date:** March 20, 2002**Time:** 9:30 AM - 3:00 PM**Location:** Gauguin 1**Description:** YCF/AGC Student Lounge*For More Information Contact:*Deanna Goelzer
703-837-5322
goelzerd@agc.org[View More Information](#)[View My Agenda](#) Check Box to Add to Agenda**Highway Contractors Division Meeting****Date:** March 20, 2002**Time:** 9:30 AM -**Location:** Grand Ballroom 1**Description:** Highway Contractors Division Meeting*For More Information Contact:*Brian Deery
703-837-5319
deeryb@agc.org[View More Information](#)[View My Agenda](#) Check Box to Add to Agenda**Building Contractors Division Meeting****Date:** March 20, 2002**Time:** 9:30 AM -**Location:** Grand Ballroom 2**Description:** Building Contractors Division Meeting*For More Information Contact:*Damian Hill
703-837-5365
hilld@agc.org[View More Information](#)[View My Agenda](#) Check Box to Add to Agenda**National/Regional Contractors Committee****Date:** March 20, 2002**Time:** 11:00 AM -**Location:** Bellagio Ballroom 7**Description:** National/Regional Contractors Committee[View My Agenda](#) Check Box to Add to Agenda

For More Information Contact:
Chris Monek
703-837-5323
monekc@agc.org

[View More Information](#)

**Executive Management/Financial Management Track -
Creating A Peak Performance Culture Within Your
Company**

View My Agenda

Check Box to Add to
Agenda

Date: March 20, 2002

Time: 11:00 AM - 12:30 PM

Location: Bellagio Ballroom 6

Description: Executive Management/Financial Management Track: Creating A Peak Performance Culture Within Your Company - Items to be discussed: What makes a best-of-class contractor?, Set baselines within your organization to drive performance excellence, Challenge your commitment to building value, Achieve peak performance with objectives that stretch every part of the organization, Establish a strong performance measurement process

Speaker: Chip Andrews, FMI, Raleigh, NC

[View More Information](#)

Project Manager Track - Project Preplanning (PM 101)

View My Agenda

Check Box to Add to Agenda

Date: March 20, 2002

Time: 11:00 AM - 12:30 PM

Location: Bellagio Ballroom 3

Description: Project Manager Track - Project Preplanning (PM 101) - Winner of two consecutive Build America Awards, the instructors will kick off a series of five lectures improving project manager skills. Project Preplanning will focus on the critically important initial planning phase.

Speaker: Robert Bowen and Jeff Purdue, Bowen Engineering Corp., Indianapolis, IN

[View More Information](#)

**Building America During Times of Crisis: Should The Face
of America Change? Track - How Agencies See The Future
Of Federal Building Security**

View My Agenda

Check Box to Add to
Agenda

Date: March 20, 2002

Time: 11:00 AM - 12:30 PM

Location: Grand Ballroom 6

Description: Building America During Times of Crisis: Should The Face of America Change? Track - How Agencies See The Future Of Federal Building Security - Representatives of major Federal agencies including the General Services Administration, Corps of Engineers and Naval Facilities Engineering Command will discuss a number of security issues including controlling access to plans and specifications, creating new guide specifications, and controlling worker access.

[View More Information](#)

Safety And Environment Track - How to Survive OSHA's Steel Erection Standard - Design and Multi-Employer Liabilities

[View My Agenda](#)
 Check Box to Add to Agenda

Date: March 20, 2002

Time: 11:00 AM - 12:30 PM

Location: Grand Ballroom 7

Description: Safety And Environment Track - How to Survive OSHA's Steel Erection Standard - Design and Multi-Employer Liabilities - Issues related to design component requirements to stabilize the frame and how they affect the erection process will be discussed. Concrete testing and the relationship between general contractors, steel erectors and concrete contractors will be addressed. See how some of these design issues can affect the scheduling and cost of steel erection. Controlling contractor language, notification to begin steel erection, hoisting issues, custody of perimeter protection issues, etc. will be discussed as they relate to potential multi-employer liabilities. We will look at how failure to document or follow sections of the standard which may not be under an individual contractor's control could affect them.

[View More Information](#)

Risk Management Track - How High is the Sky? Update on the Rising Cost of Insurance and Bonding

[View My Agenda](#)
 Check Box to Add to Agenda

Date: March 20, 2002

Time: 11:00 AM - 12:30 PM

Location: Grand Ballroom 8

Description: Risk Management Track - How High is the Sky? Update on the Rising Cost of Insurance and Bonding - What's the big picture? How far have we come and where are we headed? Leading experts on construction insurance and bonding will report on the latest trends. They will share their thoughts on how hard the markets are likely to get, and how long the current trend is likely to last. Other topics will include the financial strength of insurance and bonding companies, and how to separate the stronger from the weaker ones.

[View More Information](#)

Membership Growth Summit

[View My Agenda](#)
 Check Box to Add to Agenda

Date: March 20, 2002

Time: 1:00 PM - 5:00 PM

Location: Bellagio Ballroom 1

Description: Membership Growth Summit

For More Information Contact:
Michael Youngblut
703-837-5350
youngblm@agc.org

[View More Information](#)

ASC-AGC National Student Competition**View My Agenda** Check Box to Add to Agenda**Date:** March 20, 2002**Time:** 1:00 PM -**Location:** Grand Ballroom 1**Description:** ASC-AGC National Student Competition*For More Information Contact:*

Deanna Goelzer

703-837-5322

goelzerd@agc.org

View More Information**Executive Management/Financial Management Track - Using Executive Compensation to Deliver Your Business Plan****View My Agenda** Check Box to Add to Agenda**Date:** March 20, 2002**Time:** 1:00 PM - 2:30 PM**Location:** Bellagio Ballroom 6**Description:** Executive Management/Financial Management Track - Using Executive Compensation to Deliver Your Business Plan - While having a business plan is an issue for many contractors, working the plan is just as difficult. How do you get people fired up about the plan? Why do so many plans fail to deliver on the vision and goals? In this session, participants will review the critical pieces that make up a business plan and learn how to integrate performance results into an executive compensation program.*Speaker:* William Erfourth, Principal, Grant Thornton, Detroit, MI**View More Information****Project Manager Track - Time Management (PM 102)****View My Agenda** Check Box to Add to Agenda**Date:** March 20, 2002**Time:** 1:00 PM - 2:30 PM**Location:** Grand Ballroom 3**Description:** Project Manager Track - Time Management (PM 102) - This class will provide quick and useful tips on how project managers (or anyone) can make better use of their most valuable resource-- time. A time assessment instrument will be administered in this second of five lectures.*Speaker:* Charles Cook, R.S. Cook & Associates, Philadelphia, PA**View More Information****Building America During Times of Crisis: Should The Face of America Change? Track - Ensuring Security Through Technology****View My Agenda** Check Box to Add to Agenda**Date:** March 20, 2002

Time: 1:00 PM - 2:30 PM

Location: Grand Ballroom 6

Description: Building America During Times of Crisis: Should The Face of America Change? Track - Ensuring Security Through Technology - Learn what role new technology will play in securing the nation's built environment. Computer-aided security, retinal scanning and other technology applications will be reviewed and discussed.

[View More Information](#)

Safety and Environment Track - How To Survive OSHA's Steel Erection Standard - Hoisting, Fall Protection, Training and Other Issues - Part 1

View My Agenda

Check Box to Add to Agenda

Date: March 20, 2002

Time: 1:00 PM - 2:30 PM

Location: Grand Ballroom 7

Description: Safety and Environment Track - How To Survive OSHA's Steel Erection Standard - Hoisting, Fall Protection, Training and Other Issues - Part 1 - The complex requirements of hoisting, placing and loading of joists and restrictions for access on joists by erectors will be addressed. See how the requirements for bolting and bridging of joists may change fabrication procedures and extend crane time. The use of steel erection plans for some hoisting options will be addressed. The allowance for decking in a Control Decking Zone will be explained. Fall protection options for connectors above 15 feet will be discussed. See how the allowance for connectors to work as high as 30 feet under certain conditions may actually increase hazards and potential liabilities.

[View More Information](#)

Risk Management Track - How to Keep the Lid on Your Workers Comp

View My Agenda

Check Box to Add to Agenda

Date: March 20, 2002

Time: 1:00 PM - 2:30 PM

Location: Grand Ballroom 8

Description: Risk Management Track - How to Keep the Lid on Your Workers Comp - The two biggest games in town are still safety and claims management. Accidents and the resulting claims still drive the ultimate cost of workers comp. This session will cover the various steps necessary to develop and implement an effective safety program for your entire company. It will also explain when and how contractors have to get involved in their claims. The bottom line is that brokers, agents, carriers and claims adjusters cannot do it all. Safety is still your job, and so is much of your claims management.

[View More Information](#)

AGC Student Chapters

View My Agenda

Check Box to Add to Agenda

Date: March 20, 2002

Time: 2:00 PM -

Location: Grand Ballroom 2

Description: AGC Student Chapters

For More Information Contact:
Deanna Goelzer
703-837-5322
goelzerd@agc.org

[View More Information](#)

Project Manager Track - Project Scheduling (PM 103)

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 20, 2002

Time: 3:00 PM - 4:30 PM

Location: Grand Ballroom 3

Description: Project Manager Track - Project Scheduling (PM 103) - The project schedule controls the flow of work, so getting it right, maintaining and updating it are critical to successful, on-time completion. This class provides a concise overview of the need for and benefits of proper scheduling, the third in a series of five lectures.

Speaker: Rich Merkhofer, Wagner-Hohns-Inglis, Mt. Holly, NJ

[View More Information](#)

Building America During Times of Crisis: Should The Face of America Change? Track - Private Building Owners Security Concerns

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 20, 2002

Time: 3:00 PM - 4:30 PM

Location: Grand Ballroom 6

Description: Building America During Times of Crisis: Should The Face of America Change? Track - Private Building Owners Security Concerns - Learn what issues private building owners are discussing relative to ensuring the safety and security of their tenants and what they are considering for future construction projects. Representatives of the Building Owners and Managers Association International have been invited to participate.

[View More Information](#)

Safety And Environment Track - How to Survive OSHA's Steel Erection Standard - Hoisting, Fall Protection, Training and Other Issues - Part 2

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 20, 2002

Time: 3:00 PM - 4:30 PM

Location: Grand Ballroom 7

Description: Safety And Environment Track - How to Survive OSHA's Steel Erection Standard - Hoisting, Fall Protection, Training and Other Issues - Part 2 - The complex requirements of hoisting, placing and loading of joists and restrictions for access on joists by erectors will be addressed. See how the requirements for bolting and bridging of joists may change fabrication procedures and extend crane time. The use of steel erection plans for some hoisting options will be addressed. The allowance for decking in a Control Decking Zone will be explained. Fall protection options for

connectors above 15 feet will be discussed. See how the allowance for connectors to work as high as 30 feet under certain conditions may actually increase hazards and potential liabilities.

[View More Information](#)

Risk Management Track - How to Manage Your Contractual Risks

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 20, 2002

Time: 3:00 PM - 4:30 PM

Location: Grand Ballroom 8

Description: Risk Management Track - How to Manage Your Contractual Risks - Your contracts can put great risk on your shoulders. They can also transfer your risk to others. This session will cover the contractual terms and conditions that most directly affect your risk of undertaking a project. The key contractual provisions include provisions on insurance, indemnification and any limitations on liability. Contractors will learn about many issues that these and other provisions raise. Contractors will also find out how standard industry documents deal with these issues.

[View More Information](#)

Technology Forum: Construction Best Information Technology Solutions Contest (BITS)

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 20, 2002

Time: 3:00 PM - 4:30 PM

Location: Bellagio Ballroom 2

Description: Technology Forum: Construction BITS Contest - See how technology is being used in innovative ways in construction during the EIS Committees first annual "Best Information Technology Solutions (BITS)" Competition.

For More Information Contact:

Dave Golden
703-837-5302
goldend@agc.org

[View More Information](#)

Executive Management/Financial Management Track - Become Closer to Your Clients and Make Your Firm More Market-Driven - A Workshop For Contractors and Specialty Contractors

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 20, 2002

Time: 3:00 PM - 4:30 PM

Location: Bellagio Ballroom 6

Description: Executive Management/Financial Management Track - Become Closer to Your Clients and Make Your Firm More Market-Driven - A Workshop For Contractors and Specialty Contractors - Suzanne Lowe, Expertise Marketing, Concord, MA - Features findings from Expertise Marketing's fifth annual study (which featured participation from AGC contractor and specialty contractor members) on how contractors and specialty contractors and other industries are trying to become more market-driven.

Gain insight on how to become closer to the marketplace-your clients-and test your skills by developing some strategies and tactics for a fictitious firm.

[View More Information](#)

Orientation Session For Committee Chairs

Date: March 20, 2002

Time: 4:30 PM -

Location: Monet 3

Description: Orientation Session For Committee Chairs

[View More Information](#)

[View My Agenda](#)

Check Box to Add to Agenda

Young Constructors Reception

Date: March 20, 2002

Time: 5:30 PM -

Location: Monte Carlo Hotel Microbrewery

Description: Young Constructors Reception

For More Information Contact:

Deanna Goelzer
703-837-5322
goelzerd@agc.org

[View More Information](#)

[View My Agenda](#)

Check Box to Add to Agenda

[Add to Convention Scheduler](#)

[Back to Session Calendar Index](#) | [Conduct another Search](#)

© Copyright 2000 The Associated General Contractors (AGC) of America. All Rights Reserved. AGC can be contacted at info@agc.org - 333 John Carlyle Street, Suite 200, Alexandria, Va. 22314 - 703.548.3118 (phone) - 703.548.3119 (fax) - Site designed and maintained by [The Matrixgroup International](#)



[HOME](#)

[SITE MAP](#)

[SEARCH](#)

[CONTACT AGC](#)

[MY PROFILE](#)

Find the solutions

Meeting room locations are tentative - please refer to the convention program for locations on site.

Add to Convention Scheduler

Contractors Prayer Breakfast

View My Agenda

Check Box to Add to Agenda

Date: March 21, 2002

Time: 7:00 AM -

Location: Grand Ballroom 2

Description: Contractor Prayer Breakfast - Featuring an Inspirational Speaker and Great Music (separate ticketed event)

[View More Information](#)

535 Clubroom

View My Agenda

Check Box to Add to Agenda

Date: March 21, 2002

Time: 7:00 AM - 5:00 PM

Location: Cezanne

Description: 535 Clubroom

[View More Information](#)

ASC-AGC National Student Competition

View My Agenda

Check Box to Add to Agenda

Date: March 21, 2002

Time: 8:30 AM - 5:00 PM

Location: Grand Ballroom 1

Description: ASC-AGC National Student Competition

For More Information Contact:

Deanna Goelzer

703-837-5322

goelzerd@agc.org

[View More Information](#)

ASC-AGC National Student Competition

View My Agenda

Check Box to Add to Agenda

Date: March 21, 2002

Time: 8:30 AM - 5:00 PM

Location: Grand Ballroom 4

Description: ASC-AGC National Student Competition

For More Information Contact:

Deanna Goelzer

703-837-5322

goelzerd@agc.org

[View More Information](#)

Executive Management/Financial Management Track - Building People for the 21st Century

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 21, 2002

Time: 8:30 AM - 10:00 AM

Location: Bellagio Ballroom 6

Description: Executive Management/Financial Management Track - Building People for the 21st Century - Successful executives know that building employees ensures the success of the organization and its projects. In this session, participants will learn the challenges facing construction companies today, including characteristics of the 21st century workforce, competition for employees, and environmental demands. Practical solutions will be discussed for coping with these issues.

Speaker: Gary Warner, Pizzagalli Construction Company, S. Burlington, VT

[View More Information](#)

Project Manager Track - Increasing Productivity (PM 104)

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 21, 2002

Time: 8:30 AM - 10:00 AM

Location: Grand Ballroom 3

Description: Project Manager Track - Increasing Productivity (PM 104) - This class, the fourth in a five-part series, will focus on improving profits through increased jobsite productivity. A ten-point proactive productivity improvement program is described, and procedures for implementation will be discussed. Onsite supervision is the key!

Speaker: James J. Adrian, Bradley University, Peoria, IL

[View More Information](#)

Building America During Times of Crisis: Should The Face of America Change? Track - State Government's Role In Force Protection

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 21, 2002

Time: 8:30 AM - 10:00 AM

Location: Grand Ballroom 6

Description: Building America During Times of Crisis: Should The Face of America Change? Track - State Government's Role In Force Protection - How is your state dealing with America's security concerns? What new

requirements/or ways of doing business might be contemplated following the recent events of 9/11? Representatives of the National Association of State Facilities Administrators have been invited to participate.

[View More Information](#)

Safety And Environment Track - Mandatory Erosion and Sediment Controls On The Way

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 21, 2002

Time: 8:30 AM - 10:00 AM

Location: Grand Ballroom 7

Description: Safety And Environment Track - Mandatory Erosion and Sediment Controls On The Way - The U.S. Environmental Protection Agency (EPA) is under court order to propose a new rule that could change the way contractors manage storm water runoff during and after construction. The new standards- known as effluent limitation guidelines (ELGs) -could dictate the best management practices that contractors must include in their storm water pollution prevention plans for all job sites of more than one acre. The ELGs could also go so far as to require contractors to guarantee that the silt and other pollutants leaving their job sites do not exceed numeric limits. Eventually, the ELGs would become part of all federal and state permits for the discharge of storm water from construction activity. Don't miss your opportunity to get a "sneak peak" at what EPA's proposal could require also of you. This environmental session will bring you up-to-speed on AGC's efforts to protect contractors from excessive controls that could cost the industry thousands of dollars each year and put a significant percentage of small companies out of business. Legal and technical experts will be available to answer your questions on the most effective way to respond to the EPA's initiative.

[View More Information](#)

Risk Management Track - How to Market Your Company to the Insurance Carriers

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 21, 2002

Time: 8:30 AM - 10:00 AM

Location: Grand Ballroom 8

Description: Risk Management Track - How to Market Your Company to the Insurance Carriers - This session will identify and explain the best renewal strategies for the many contractors caught in the hardening insurance market. It will cover insurance specifications and other elements of a formal submission, and will emphasize the importance of actually meeting with underwriters. Contractors will learn how to focus on what really makes a difference. Be prepared and don't assume anything!

[View More Information](#)

ConExpo/ConAgg Exposition

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 21, 2002

Time: 9:00 AM - 5:00 PM

Location: Las Vegas Convention Center
Description: ConExpo/ConAgg Exposition
[View More Information](#)

Host Hospitality

Date: March 21, 2002
Time: 9:30 AM - 3:00 PM
Location: Grand Patio
Description: Host Hospitality
[View More Information](#)

View My Agenda

Check Box to Add to Agenda

YCF/AGC Student Lounge

Date: March 21, 2002
Time: 9:30 AM - 3:00 PM
Location: Gaugin 1
Description: YCF/AGC Student Lounge
[View More Information](#)

View My Agenda

Check Box to Add to Agenda

Executive Management/Financial Management Track - Building Profits Now

Date: March 21, 2002
Time: 10:30 AM - 12:00 PM
Location: Bellagio Ballroom 6
Description: Executive Management/Financial Management Track - Building Profits Now - Learn how high-profit contractors (1) select markets, (2) pick clients, (3) target projects, and (4) manage their key clients in ways that improve project margins. As a bonus, the speaker will also share insights from other industries that have successfully migrated away from a commodity purchase mentality.

View My Agenda

Check Box to Add to Agenda

Speaker: Tom Emison, McGladrey & Pullen, LLP, Minneapolis, MN

[View More Information](#)

Project Manager Track - Project Closeout (PM 105)

Date: March 21, 2002
Time: 10:30 AM - 12:00 PM
Location: Grand Ballroom 3
Description: Project Manager Track - Project Closeout (PM 105) - This class will emphasize the importance of starting project closeout long before project completion - It should not await a punch-list. Useful tips on what, how, and when will be offered in this final of five lectures on improving project

View My Agenda

Check Box to Add to Agenda

manager skills.

Speaker: Phil Inglis, Inglis Solutions, Holmdel, NJ

[View More Information](#)

Building America During Times of Crisis: Should The Face of America Change? Track - Post 9/11 - The Future of Construction

View My Agenda

Check Box to Add to Agenda

Date: March 21, 2002

Time: 10:30 AM - 12:00 PM

Location: Grand Ballroom 6

Description: Building America During Times of Crisis: Should The Face of America Change? Track - Post 9/11 - The Future of Construction - What is reasonable balance between ensuring safety and enjoying personal freedom? Will the Federal Government have to establish safety criteria? Will new contracting methods be implemented? How will America design, engineer and construct in the wake of the terrorist attacks and new threats. Representatives of the Federal Emergency Management Agency, Society of American Military Engineers, and American Society of Civil Engineers have been invited to participate.

[View More Information](#)

Safety And Environment Track - Straight Talk From The Feds: EPA's Position On Environmental Crimes

View My Agenda

Check Box to Add to Agenda

Date: March 21, 2002

Time: 10:30 AM - 12:00 PM

Location: Grand Ballroom 7

Description: Safety And Environment Track - Straight Talk From The Feds: EPA's Position On Environmental Crimes - When the U.S. Environmental Protection Agency (EPA) finds that a rule, license or permit has been violated, the agency relies on administrative, civil and criminal enforcement options. These measures impose sanctions that vary from a simple warning letter to large fines totaling millions of dollars and/or criminal penalties including prison terms. This environmental session will help contractors understand the range of enforcement options available to EPA, state agencies and individual citizens, as well as identify when an environment violation is considered a crime. Attendees will learn what to do when an EPA inspector comes knocking and receive practical advice on how to avoid traps for the unwary. In addition, the session will uncover the value of taking preventative measures such as environmental compliance auditing. Did you know that EPA may eliminate penalties for small construction companies that voluntarily discover, disclose and correct environmental violations?

Speaker: Joyce Howell, U.S. EPA, Office of Enforcement, Compliance and Environmental Justice, Phil., PA

[View More Information](#)

Risk Management Track - How to Manage Your Way through a Hard Bond Market

View My Agenda

Check Box to Add to Agenda

Check Box to Add to Agenda

Date: March 21, 2002

Time: 7:30 PM -

Location: Grand Ballroom 4-9

Description: AON Build America Awards Dinner - Featuring Great Entertainment and Presenting the Oscars of the Construction Industry (ticketed event)

[View More Information](#)

Add to Convention Scheduler

[Back to Session Calendar Index](#) | [Conduct another Search](#)

© Copyright 2000 The Associated General Contractors (AGC) of America. All Rights Reserved. AGC can be contacted at info@agc.org - 333 John Carlyle Street, Suite 200, Alexandria, Va. 22314 - 703.548.3118 (phone) - 703.548.3119 (fax) - *Site designed and maintained by [The Matrixgroup International](#)*



[HOME](#)

[SITE MAP](#)

[SEARCH](#)

[CONTACT AGC](#)

[MY PROFILE](#)

Find the solutions

Meeting room locations are tentative - please refer to the convention program for locations on site.

Add to Convention Scheduler

ConExpo/ConAgg Exposition

[View My Agenda](#)

Check Box to Add to Agenda

Date: March 22, 2002

Time: 9:00 AM - 5:00 PM

Location: Las Vegas Convention Center

Description: ConExpo/ConAgg Exposition

[View More Information](#)

Add to Convention Scheduler

[Back to Session Calendar Index](#) | [Conduct another Search](#)

© Copyright 2000 The Associated General Contractors (AGC) of America. All Rights Reserved. AGC can be contacted at info@agc.org - 333 John Carlyle Street, Suite 200, Alexandria, Va. 22314 - 703.548.3118 (phone) - 703.548.3119 (fax) - Site designed and maintained by [The Matrixgroup International](#)