



Future Construction Leaders of New York State

Educating the Next Generation of Construction's Select Few.



AGC
THE CONSTRUCTION ASSOCIATION

BACKGROUND

The Associated General Contractors of New York State proudly present 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.

"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*

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 2019, AGC has graduated 435 professionals from the Future Construction Leaders program. Both participants and their executive leaders feel the program is a huge success.

FACULTY

DR. CHARLES COOK, FOUNDER

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

KEVIN PEARTREE, TIM BOLDT & MARTHA CONNOLLY

Kevin, Tim and Martha are partners at AGC member firm Ernstrom & Drethe of Rochester, NY. Their firm handles construction litigation, counseling and contract negotiation for contractors nationwide.

SEAN DONOHUE, SENIOR VICE PRESIDENT

Sean is the Senior Vice President of J.S. Held LLC in York City. Sean consults with construction firms and insurance firms throughout the U.S.

LISA FINGAR AND HELEN KASHTAN

Lisa is with SWBR Architects and Helen is with Pathfinder A/E and they will be sharing their experiences in marketing, ethics and business development.

JOE HOGAN, VICE PRESIDENT

Joe is a VP with AGC NYS. He provides over 30 years of construction industry experience and discusses the AGC NYS contract review service and the standards of equity, industry practice and law he looks for.

MICHAEL KERTZNER, SR. VICE PRESIDENT

Michael is a SVP, General Counsel with Edwards and Company. He designs and manages insurance & bonding programs for local & national construction companies, architects, engineers, suppliers, testing labs, fleets, etc.

LAWRENCE J. BARTELEMUCCI, CHAIR

Lawrence is a partner with Meister Seelig & Fein LLP, where his practice focuses on private and public construction contracts, architect and engineering insurance defense and surety law.

CARL OLIVERI, CPA, CFE, MBA

Carl Oliveri is a Partner & the Construction Practice Leader at Grassi & Co. Carl possesses over 15 years of experience working for clients within the Construction Industry.

GARY WARNER, CONSULTANT

With a construction career spanning over three decades, Gary Warner brings a wealth of knowledge as a former Vice President of Pizzagalli Construction (PC) of Vermont. Gary is a Life Director of AGC of America.



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CIRRICULUM & AGENDA

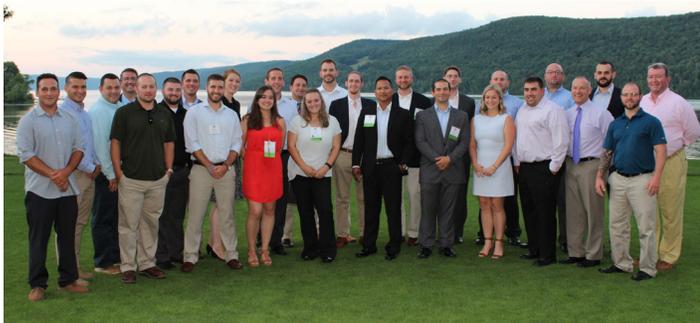
"An incredible learning, networking and sharing opportunity for future leaders in our industry. By far the most informative program I have been associated with in my construction career. The construction industry networking contacts I have made from the class 20 years ago, I still have today, and these relationships have aided in the company and myself becoming more successful than I ever imagined."

*- Paul O'Rourke, Class of 1999
E.W Howell Construction Group*

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 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.



SCHEDULE

DECEMBER 2019 - SARATOGA SPRINGS, NY

MARCH 2020 - NEW YORK CITY

MAY 2020 - ROCHESTER, NY

JULY 2020 - 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/Bachelor's degree with minimum of 5 years' experience or no undergraduate degree and 10-15 years' experience)

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NOMINATION FORM - MUST BE COMPLETED BY PRINCIPAL OR OWNER

Space is limited to 25
AGC NYS members
Typically no more than
two attendees per firm.

Nomination Deadline:
November 29, 2019

Fax, mail or e-mail form:
AGC NYS, 10 Airline Dr.
Suite 203 Albany, NY 12205.

Fax: 518-456-1198

bmanning@agcnys.org

Questions?
Contact Brendan Manning
518-456-1134
bmanning@agcnys.org

Attendee Name _____

Company _____

Address _____

City, State, Zip _____

Phone _____ E-mail _____

Attendee Name _____

Company _____

Address _____

City, State, Zip _____

Phone _____ E-mail _____

Principal Name & Title _____

Signature _____

Cost: \$2100.00/registrant - Includes free registration to Construction Industry Conference and the Summer Meeting all course materials and meals. This fee does not cover overnight and travel accommodations. We will offer room blocks at each session to help lower room costs.

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.

____ Check is enclosed (payable to AGC NYS) or:

Charge my credit card \$ _____ (circle one): VISA • MasterCard • AMEX

Card Holders Name _____

Card # _____ Exp Date _____ / _____ Security Code: _____

CC Billing Address _____ Billing Address Zip Code _____

E-mail address for receipt _____

Signature _____ Total Charge \$ _____