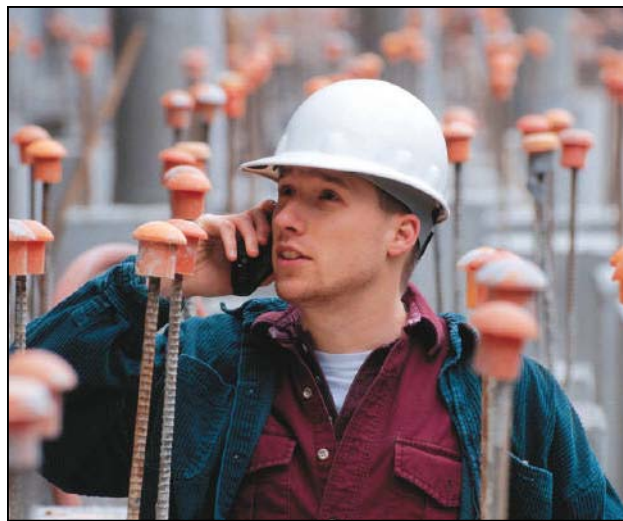




# Future Construction Leaders of New York State

Educating  
the next  
generation  
of  
construction's  
select few



ASSOCIATED GENERAL  
CONTRACTORS OF  
NEW YORK STATE

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## Background

The AGC of NYS proudly presents a program designed to assist members in developing future construction company managers and leaders. The **Future Construction Leaders of New York State (FCLNYS)** program will help teach the issues involved in managing a construction business in New York State. Attendees will have an opportunity to learn, in a structured environment, what they might otherwise spend years learning from personal experience.

Based on a similar AGC of America program, the FCLNYS will accept about 20 to 30 mid-career managers who have been identified by their companies as future company and AGC leaders. The group will meet several times throughout the year, both independently and in conjunction with other AGC events. Locations of the meetings will be spread across the state. Each meeting will last one or two days, and will combine instruction time with networking activities and social events.

**From 1998 to 2009, AGC has graduated over 215 professionals** from the Future Construction Leaders program. Both participants and their executive leaders feel the program is a huge success.

*"As contractors and construction managers, we all face the problem of training the future leaders of our companies and our industry. When is it a good time to teach your middle managers about business management, public bidding laws,, insurance, dispute resolution, risk management, marketing, labor relations? Too often this kind of education comes only as a result of experience, with the resultant mistakes and misunderstandings along the way.*

*"The **Future Construction Leaders of New York State** program seeks to remedy this."*

*- Lew Markle, Founder, FCLNYS*

## Faculty

### Dr. Charles Cook

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.

### Bill Ernstrom, Esq.

Bill Ernstrom is the founding partner of the Rochester law firm Ernstrom & Drete and is Strategic Major Project Advisory for The Walsh Group in Chicago, IL. Bill was also Counsel for the AGC of America's Contract Document Program and has been an instructor at Harvard.

### Harry Weidmyer

Harry Weidmyer is owner of HW Safety. Harry brings over 25 years of experience in the safety and health field and 15 years of experience in insurance risk management. He is formally with HRH Construction where he spend 15 years.

### Rob Brewer, CPA

Robert Brewer is a Partner at Grassi & Co. and chairman of the firm's consulting committee. Rob provides industry financial advice to many key members of the AGC of NYS. He has authored numerous articles on cash flow management, budgeting and fraud for construction.

### Gary Warner

With a construction career spanning over three decades, Gary Warner brings a wealth of knowledge from former employee Pizzagalli Construction of Vermont. Gary is a Life Director of AGC of America and is the co-founder of the Construction Personnel Executives Group.

### Roy Wilson, P.E.

Roy Wilson, P.E. is the President of Wilson Management Associates. WMA is recognized as one of the foremost authorities on construction claims and is a leader in providing consulting services to owners, sureties, engineers, constructors and their attorneys.

### Joseph Hogan, CDT

Joe Hogan is the Vice President of Building Services at the AGC of New York State. Joe conducts over 100 spec reviews each year and has received numerous national awards as a partnering facilitator.

### Paul Hoffman

As President of Hoffman Corporation, Paul Hoffman has brought a revolutionary new way of running a construction company to the industry. Paul has spoken throughout the country on developing his company's holistic approach to Design/Build and Construction Management.

## ***Curriculum and Agenda***

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AGC of NYS Contractor and Associate Members, AGC staff, and other industry experts will address the FCLNYS group on a variety of topics, such as:

- Introduction to AGC of NYS, AGC of America and other industry associations
- Design, subcontracting, and other intra-industry issues
- Business management issues
- Employer and labor relations issues
- Bonding and insurance basics
- Project delivery systems
- Construction contract documents
- Dispute resolution options
- Safety and technology in the construction industry
- Marketing of construction services
- Partnering, TQM, ISO
- Basics of NYS government, state contracting agencies, bidding procedures, legislative issues

***“An incredible learning, networking and sharing opportunity for future leaders of our industry. By far the most informative program I have been associated with in my construction career.”***

***- Paul McCoy  
BBL Construction Services***

These class sessions will not be purely lectures; they will involve energetic discussions with lots of questions and answers. Reference and reading materials will be distributed before each session, so the participants can be prepared. The faculty includes industry experts in their fields including AGC Contractor and Associate Members.

## ***Schedule***

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**November 2009 - Albany**  
**February 2010 - New York City**  
**May 2010 - Rochester, NY**

**July 2010 - AGC NYS Summer Meeting (usually Sagamore Resort)**

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. The fourth and final session includes “graduation,” and will be held in conjunction with an AGC Summer Meeting in Bolton Landing, NY.

We urge all AGC firm 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 30-to-40-year-old mid-career managers).
- Educational background and work experience (typically Associates/Bachelors degree with minimum of 8 years experience or no undergraduate degree and 12-15 years experience)

***Nomination Form - Must be completed by Principal or Owner***

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**AGC of NYS Future Construction Leaders**

Attendee Number 1	Name _____ Company _____ Address _____ Phone _____ Fax _____ E-mail _____
Attendee Number 2	Name _____ Company _____ Address _____ Phone _____ Fax _____ E-mail _____
Principal Signature	Name _____ Title _____ Signature _____

**Space is limited to 25 attendees - No more than two attendees per firm.**  
**Nomination Deadline: October 31, 2009.**

**Cost: \$1850.00/registrant** - Includes all materials, meals, and AGC membership meeting registration fee. This fee does not cover overnight and travel accommodations.

\_\_\_ Check is enclosed (payable to AGC NYS)  
\_\_\_ Please charge my credit card (circle one): Visa, MC, AmEx

Card # \_\_\_\_\_  
Name of Cardholder \_\_\_\_\_ Exp. Date \_\_\_\_\_  
Cardholder Address \_\_\_\_\_ Cards Billing Zip Code: \_\_\_\_\_  
Total Charge Amount \$ \_\_\_\_\_ Signature \_\_\_\_\_

**Cancellation Policy:** Refunds will be given only if your reservation is cancelled 48 hours in advance of first session. FCLNYS Certificate is issued only if at least three of the four sessions are attended in their entirety. Sessions missed in the first year may be made up at no additional charge the following year.

**Fax or mail form to:** AGC NYS, 10 Airline Drive, Suite 203 Albany, NY 12205. Fax 518-456-1198.

**Contact:** Brendan Manning - 518-456-1134, or [bmannings@agcnys.org](mailto:bmannings@agcnys.org)