

2010 CONSTRUCTION EDUCATION CONFERENCE

May 5-7, 2010 • New Orleans



Cutting-Edge Education and Training for Contractors and Construction Professionals



Registration Brochure

ELECTRICAL CONTRACTORS

MECHANICAL CONTRACTORS

SAFETY PROFESSIONALS

TRAINING PROFESSIONALS

PROJECT MANAGERS

BUSINESS MANAGERS



Associated Builders and Contractors, Inc.

60TH ANNIVERSARY
1950-2010

Conference Highlights

10 Tracks. 60+ Sessions.

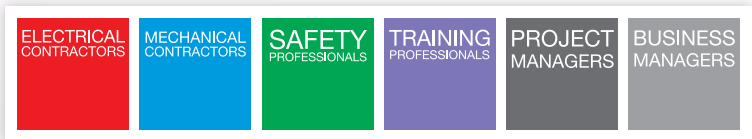
At the 2010 Construction Education Conference, the industry's top experts will provide you with innovative strategies and methods for project and business management, training, safety, and mechanical and electrical contractor issues.

Participate in any of the 10 specialized tracks, or build your own educational experience by selecting sessions to meet your specific needs and interests.

What You Will Learn

Here are some of the key take-aways you can implement immediately from this year's sessions:

- Enhance the performance and consistency of your operations management team
- Understand the basic concepts of lean construction and how it can be applied to your company
- Learn how to master the art of handling change orders
- Discover how to position your company for contracting opportunities
- Learn how pay-for-performance systems can transform your workforce
- Find out what green options are right for you and your employees
- Prepare your company to deal with the labor law challenges ahead
- Discover the real cost savings of implementing a company-wide safety program
- Identify the skills and traits you need to achieve excellence as a foreman
- Understand your rights and responsibilities during an OSHA inspection
- Develop strategies to implement customized, out-of-the-box training
- Identify instructional strategies that are successful with Generation Y
- Learn how the U.S. Green Building Council's Education Provider Program will add value to your education programs
- Gain insights into new laws governing training programs in the Obama administration
- Explore proven time management principles and processes
- Examine the benefits of social learning and how it can be leveraged in architecture, engineering and construction firms

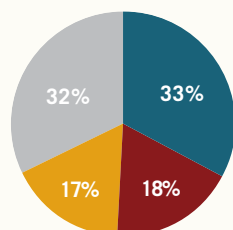


Unbeatable Value.

Who Should Attend?

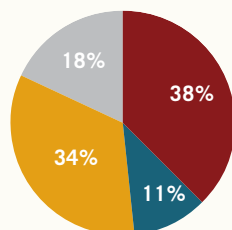
Bring a team of key employees to take advantage of the targeted tracks designed for different specialties.

Owners and Presidents
Senior Managers
Project Managers
Safety Directors
Operations Managers
Estimators
Supervisors and Foremen
Training Professionals
Education Directors
Business Managers



2009 Contractor Attendees

- ▲ Electrical Contractors
- ▲ Mechanical Contractors
- ▲ General Contractors
- ▲ Other



2009 Attendee Titles

- ▲ President/Owner/CEO
- ▲ Vice President
- ▲ Safety Director/Estimator/Operations Manager
- ▲ Other

NEW THIS YEAR!

Expanded Safety Track

The safety program has now expanded into three tracks: Construction Health and Safety Technician (CHST) Designation Prep Course, Safety Chapter Training and Safety Management. Expanding the safety offerings into three targeted tracks gives you an opportunity to enhance your knowledge on specific topics of interest for you.

The CHST track is for individuals who would like to sit for the Construction Health Safety Technician certification exam. Exam locations and dates will be provided after the preparatory courses have concluded.

Optional Pre-Conference Sessions

Tuesday, May 4, 8:00 a.m. – 5:00 p.m. (Part 1)

Wednesday, May 5, 8:00 a.m. – 12:00 p.m. (Part 2)

Construction Education Professionals Orientation for Chapter Staff

Back by popular demand, ABC is offering a leadership and management orientation session for ABC construction education professionals.

This session will provide ABC chapter staff with the skills necessary to respond to the challenges and opportunities of the education professional; work with education stakeholders; and manage a successful chapter education program. In this interactive course, learn time-tested techniques in database management, recordkeeping, financial management, and program and instructor development.

The orientation is open to new and seasoned ABC chapter education staff. To register, contact Jeff Lambert, ABC's director of chapter development, at (703) 812-2008 or lambert@abc.org.

Wednesday, May 5, 7:30 a.m. – 4:30 p.m.

Green Advantage® Commercial Training*

This all-day workshop will present sustainable construction in a holistic, logical way. Participants will learn about LEED®, its credit requirements, costs and benefits, as well as be prepared to take the Green Advantage® Certification Exam.

- Exam Date and Time: Friday, May 7, 12:30 p.m. – 2:00 p.m.
- Separate registration required at www.abc.org/edcon
- Workshop Fee: \$370
- Exam Fee: \$175

*Approved training by the U.S. Green Building Council for LEED APS and LEED Green Associates to earn continuing education hours.

Networking Opportunities and Exhibit Hall

Interact with key company decision-makers for value-added networking opportunities, including time in the exhibit hall to explore the latest innovative solutions in safety, technology and training. Participate in the Product Rodeo game and enter into a drawing to win prizes!

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Sponsor and Exhibitor Opportunities

This is your opportunity to showcase your company's products and services with the key decision-makers in the construction industry, including CEOs, owners, vice presidents and upper-level managers. As an exhibitor or sponsor, you have an exclusive opportunity to connect with attendees while maximizing your company's exposure. To learn more about becoming a conference sponsor or exhibitor, contact Lee Matthews at (703) 812-2077 or matthews@abc.org.

Wednesday, May 5, 7:30 a.m. – 5:00 p.m.

CHST Prep – Math and Science

This all-day session is for Construction Health and Safety Technician (CHST) prospects seeking certification. Participants will cover calculator orientation and scientific functions; review key math and science concepts; discuss CHST examination reference sheet contents; and complete sample problems, formulas and calculations.

- Course Fee: \$99 for conference attendees; \$199 for non-conference attendees
- Registration: www.abc.org/edcon or via the registration form.

2010 Schedule*

PROJECT MANAGERS	BUSINESS MANAGERS	ELECTRICAL CONTRACTORS	MECHANICAL CONTRACTORS	TRAINING PROFESSIONALS Foundation
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Tuesday, May 4, 2010

8:00 - 5:00 Construction Education Professionals Orientation for Chapter Staff

Wednesday, May 5, 2010

7:30 - 4:30 Green Advantage® Commercial Training (Additional registration and fees apply)

8:00 - 12:00 Construction Education Professionals Orientation for Chapter Staff

2:00 - 3:45 Opening Session with Keynote Speaker Anirban Basu

3:45 - 4:00 Refreshment Break

4:00 - 5:00	Proven Techniques for Improving Construction Productivity	Contracting Opportunities with the Federal Government	Leadership Essentials	Mechanical Pre-Fabrication	Behind the Scenes of the ABC National Craft Championships
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5:30 - 7:00 Networking Reception and Product Rodeo in Exhibit Hall

Thursday, May 6, 2010

7:30 - 8:30 Continental Breakfast

8:00 - 8:30				NCCER and Industry Workforce Development
8:30 - 9:30	Tech Theaters**			

9:30 - 9:45 Refreshment Break

9:45 - 11:15	Improving Project Performance	Pay-for-Performance Systems and Incentive Plans	Developing the Superior Field Supervisor (Part 1)	Developing the Superior Field Supervisor (Part 1)	Networking Roundtable for Chapter Education Professionals
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11:15 - 12:00 Visit the Exhibit Hall

12:00 - 12:45 Networking Luncheon in the Exhibit Hall

1:00 - 2:30	Understanding and Applying Lean for Self-Performing Contractors	Green Building: Understanding Certifications, Accreditations and Training	Developing the Superior Field Supervisor (Part 2)	Developing the Superior Field Supervisor (Part 2)	Developing and Growing Your Management Education Program
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2:30 - 2:45 Refreshment Break

2:45 - 4:15	How to Avoid Confrontation with Change Orders	Design-Build for Subcontractors	How to Execute a Pre-Fab (Part 1)	Energy Efficiency and What Mechanical Contractors Need to Know	Grant Writing Basics: Where Do You Find the Money?
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4:15 - 5:30 Networking Reception and Product Rodeo in Exhibit Hall

Friday, May 7, 2010

7:30 - 8:30 Continental Breakfast

8:45 - 10:15	Execution: The Art of Getting Things Done	How To Reduce Costs in a Poor Economy	How to Execute a Pre-Fab (Part 2)	Future Economic Trends for Mechanical Contracting	ERISA and New Federal Standards Facing Training Programs in the Obama Administration
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10:15 - 10:30 Refreshment Break

10:30 - 12:00	Be a Project Leader, Not a Project Witness!	Labor Law Developments in Year Two of the Obama Administration	OSHA's Here... Now What?	OSHA's Here... Now What?	The New Web-Enabled Database
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12:30 - 2:00 Green Advantage® Testing

*Schedule subject to change

** Tech Theater sessions are not track specific

ELECTRICAL
CONTRACTORSMECHANICAL
CONTRACTORSSAFETY
PROFESSIONALSTRAINING
PROFESSIONALSPROJECT
MANAGERSBUSINESS
MANAGERSTRAINING
PROFESSIONALS
AdvancedTRAINING
PROFESSIONALS
CorporateSAFETY
PROFESSIONALS
Chapter TrainingSAFETY
PROFESSIONALS
ManagementCHST
PREP COURSE

Construction Education Professionals Orientation for Chapter Staff

8:00 - 5:00

Green Advantage® Commercial Training (Additional registration and fees apply)

CHST Prep -
Math and Science

7:30 - 4:30

Construction Education Professionals Orientation for Chapter Staff

8:00 - 12:00

Opening Session with Keynote Speaker Anirban Basu

2:00 - 3:45

Refreshment Break

3:45 - 4:00

Innovative Training for
Today's MarketplaceSocial Learning
for Architecture,
Engineering and
Construction Firms

Safety Summit and Roundtable

4:00 - 5:00

5:00 - 5:30

Networking Reception and Product Rodeo in Exhibit Hall

5:30 - 7:00

Continental Breakfast

7:30 - 8:30

NCCER and Industry Workforce
Development

8:00 - 8:30

Tech Theaters**

Safety Program
Management (Part 1)

8:30 - 9:30

Refreshment Break

9:30 - 9:45

Developing Your
Chapter's LEED®
and Green Building
Initiatives

Online Training

OSHA Update

Safety Program
Management (Part 2)

9:45 - 11:15

Visit the Exhibit Hall

11:15 - 12:00

Networking Luncheon in the Exhibit Hall

12:00 - 12:45

Working with Generation Y

Using STEP to Your
Chapter's AdvantageHow an Effective
Safety Program Saves
You MoneyWorksite Auditing and
Compliance (Part 1)

1:00 - 2:30

Web 2.0 and the ABC Community

Refreshment Break

2:30 - 2:45

The Relationship
Between Membership
and Training

Time Management

Behind the Value
of STEP: What
the Numbers and
Information MeanHow Behavior-Based
Safety Programs WorkWorksite Auditing and
Compliance (Part 2)

2:45 - 4:15

Networking Reception and Product Rodeo in Exhibit Hall

4:15 - 5:30

Continental Breakfast

7:30 - 8:30

Instructor
DevelopmentHow to Build an
Exceptional Team

The Value of STEP

Equipment Use
Training and
Professional
Responsibilities
(Part 1)

8:45 - 10:15

Refreshment Break

10:15 - 10:30

Increase the Visibility of Your Green Training
Through the USGBC Education Provider ProgramOSHA's Here...
Now What?Equipment Use
Training and
Professional
Responsibilities
(Part 2)

10:30 - 12:00

Green Advantage® Testing

12:30 - 2:00

Education Sessions and Descriptions

Wednesday, May 5

EC Electrical Contractors	MC Mechanical Contractors	SC Safety Chapter Training	SM Safety Management Training	CHST CHST Prep Course	TF Training Professionals Foundation	TA Training Professionals Advanced	TC Training Professionals Corporate	PM Project Managers	BM Business Managers
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2:00 p.m. – 3:45 p.m.

Opening Session: The Economy and its Impact on Employee/Employer Negotiations

EC MC SC SM CHST TF TA TC PM BM

Despite the sagging economy, the nation's construction workforce is as fluid as ever. The anticipated worker shortage, due to the retiring baby boomer generation, is expected to leave employment gaps in the industry among craft professionals and construction management.

ABC Chief Economist Anirban Basu takes a look at this latest phenomenon as he delivers his construction economic update on the state of the commercial and industrial construction industry.

3:45 p.m. – 4:00 p.m.

Refreshment Break

4:00 p.m. – 5:30 p.m.

Proven Techniques for Improving Construction Productivity **PM**

In these economic times, it's difficult to manage projects efficiently with a smaller

staff while still making a profit. This session will help you learn techniques to enhance the performance and consistency of your project management team, as well as learn about job cost and production feedback processes to support productivity improvement.

Contracting Opportunities with the Federal Government **BM**

Contracting with the federal government can provide significant revenue—and the process is not as complicated as you may think. This session will show you how to position your company for government contracting opportunities. You will learn how to pursue set-aside programs, apply for status, and receive resources that will give you the knowledge and skills you need to succeed in government construction work.

Leadership Essentials **EC**

This session will help you transform yourself from a top company professional into a leader. You will learn about the significant differences between management and leadership, as well as learn how to implement powerful leadership skills. You'll walk away with the strategies to attract top talent in the industry and build a highly motivated team.

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Mechanical Pre-Fabrication **MC**

Every contractor has the ability to pre-fabricate anything through planning and commitment. This session will show you the resources you need to get started. Learn how to obtain field and management buy-in, establish steps to set-up a small fabrication facility with basic machinery and understand the value of pre-fabricated assembly.

Behind the Scenes of the ABC National Craft Championships **TF**

Obtain an exclusive look at ABC's National Craft Championships, including information about the written exam, practical competition, sponsorship opportunities and data collection. You will hear from ABC chapters about best practices in developing local competitions, as well as competitor selection and preparation. You also will gain insight into the plans for the transition of the National Craft Championships to the 2011 Construction Education Conference.

Innovative Training for Today's Marketplace **TA**

This session is designed to guide you in the development and operation of customized, out-of-the-box training that will benefit both you and your customers. You will learn about innovative strategies and solutions for scheduling, marketing, pricing and curriculum selection to make your training unique and creative.

Social Learning for Architecture, Engineering and Construction Firms **TC**

Examine the benefits of social learning and how it can be leveraged in architecture, engineering and construction firms. You will understand what social learning is and what makes it different from traditional learning and social media, including tools and methodologies that can be applied to get a program started. Leave this session knowing specific applications and costs for starting a social learning program.

Safety Summit and Roundtable **SC SM**

The field of construction safety is constantly changing, and it's important for both ABC members and chapter staff to stay ahead of the curve. This session, led by the ABC National Environment, Health & Safety Committee, will bring together members and staff in an open forum to discuss how ABC and its chapters can continue to address and meet the safety needs of members. You will gain insight into potential new programs ABC chapters can offer to members. This will be an open discussion, so be sure to bring ideas!

5:30 p.m. – 7:00 p.m.

Networking Reception and Product Rodeo in Exhibit Hall

Thursday, May 6

EC Electrical Contractors	MC Mechanical Contractors	SC Safety Chapter Training	SM Safety Management Training	CH ST CHST Prep Course	TF Training Professionals Foundation	TA Training Professionals Advanced	TC Training Professionals Corporate	PM Project Managers	BM Business Managers
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7:30 a.m. – 8:30 a.m.

Continental Breakfast in Exhibit Hall

8:00 a.m. - 9:30 a.m.

NCCER and Industry Workforce Development

TF TA TC

Take this opportunity to ask questions and learn about the National Center for Construction Education and Research's latest product offerings, curricula development plans, marketing efforts and strategic initiatives. You also will have the opportunity to participate in a general discussion about workforce development and construction industry challenges.

8:30 a.m. - 9:30 a.m.

Tech Theater: Project Management Documentation Software

(Not Track Specific)

Does your company need a documentation solution? Hear from Project DocControl experts about a leading project management documentation software for electrical and mechanical contractors. Created by and for specialty contractors, this software helps increase productivity by automating document management while improving processes and accountability. Contractors will now have the tools necessary to create, track, manage and share project documentation more effectively while consistently conveying a professional image to clients.

Tech Theater: The Lowdown on Change Orders

(Not Track Specific)

Hear from experts at Accubid Systems about the direct, indirect and consequential costs of change orders, and the impact they have on your work. You'll learn how to accurately estimate and sell change orders, as well as how to negotiate effectively and sell with credibility.

Tech Theater: Trimble MEP Robotic Layout Solution

(Not Track Specific)

Mechanical, electrical and plumbing contractors can increase productivity and simplify the layout of sleeves and hangers through QuickPen's Trimble MEP layout solution. MEP utilizes the Trimble RTS Series Robotic Total Stations, a Trimble Nomad, and Trimble MEP layout software to provide the precise location of pipe, duct and cable tray hangers, as well as pipe and electrical conduit sleeves for floor and wall penetrations. Find out the cost savings you could realize from implementing this solution in your company.

Tech Theater: The Schneider Electric Advantage Web Portal

(Not Track Specific)

The Schneider Electric Advantage Web Portal is a new one-stop solution specifically for electrical contractors in the United States. This web portal includes a host of promotional resources designed to help grow your business, including print-on-demand capabilities for promotional items customized with your company logo. Come find out how this web portal can aid your strategic business development goals.

Tech Theater: How to Win More Bids Using Your Website and Web 2.0

(Not Track Specific)

Do you know how to effectively brand your company using your website through key marketing strategies, such as website design, website functionality, social media tools and more? Hear from The Brand Constructors experts about how to improve your bottom line by branding your website to attract more clients and learn how Web 2.0 opportunities can enhance your company's visibility through social media and web marketing.

Safety Program Management (Part 1) CH ST

This two-part session will be conducted in an open discussion format to help you understand the important components of managing a safety program. Topics include general contract requirements; safety regulations and consensus standards applicable to construction; site-specific safety planning; hazard recognition strategies; medical/first-aid procedures; emergency response and crisis management; substance abuse programs; site security; hierarchy of controls and abatement techniques; incident investigation and interview techniques; and insurance, loss control and workers' compensation.

9:30 a.m. – 9:45 a.m.

Refreshment Break

9:45 a.m. – 11:15 a.m.

Improving Project Performance PM

Contrary to popular belief, productivity is not a field problem, but rather a management and leadership issue. Whether it is your people, your systems or a combination of both that need improvement, the change has to come from the top in order to have a significant and sustainable impact. This session will help you define productivity, identify the controllable variables that impact productivity and find out how to implement processes to improve project performance.

Pay-for-Performance Systems and Incentive Plans BM

Explore the no-nonsense, real world approach of pay-for-performance systems and incentive plans. Based on 20 years of research and implementation, you will understand the impact this system has on your bottom line. Learn how pay-for-performance can transform your workforce into a motivated team focused on profits.

Developing the Superior Field Supervisor (Part 1) EC MC

A knowledgeable foreman is the key to a successful and profitable project. A foreman may understand the job basics, but not have been exposed to what it takes to be a superior leader. Whether you are a novice or experienced foreman, this two-part session will help you by identifying the skills and traits you need to achieve excellence; providing strategies to help you manage time and production in the field; and identifying the key responsibilities that are critical to a successful career.

Networking Roundtable for Chapter Education Professionals TF

Come meet other education professionals to discuss hot topics in education. This session will act as a sounding board for new ideas and a forum for best practices. You will tap into the ideas and experiences of your peers to tackle the questions and problems you face as an education professional.

Developing Your Chapter's LEED® and Green Building Initiatives TA

In this era of environmental stewardship and resource conservation, it is imperative that ABC chapters provide value-added services to enable merit shop contractors to succeed in sustainable construction. This session will provide ideas and strategies to help you set up your chapter's green building initiatives, including how to effectively provide your membership with the diverse training and skills necessary to build sustainable buildings or retrofit existing buildings.

Thursday, May 6

EC Electrical Contractors	MC Mechanical Contractors	SC Safety Chapter Training	SM Safety Management Training	CH ST CHST Prep Course	TF Training Professionals Foundation	TA Training Professionals Advanced	TC Training Professionals Corporate	PM Project Managers	BM Business Managers
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Online Training **TC**

Does your company use online training? This session is designed to guide you in the implementation or increased use of blended training as part of an apprenticeship or craft training program. Hear success stories about online training components and how you can benefit from an online training solution such as Contren Connect.

as OSHA initiatives for the coming year. Topics will include OSHA's proposed rule on cranes and derricks and the impact of OSHA's emphasis on recordkeeping and silica in the construction industry.

11:15 a.m. – 12:00 p.m.

Visit the Exhibit Hall

12:00 p.m. – 12:45 p.m.

Networking Luncheon in the Exhibit Hall

1:00 p.m. – 2:30 p.m.

Understanding and Applying Lean for Self-Performing Contractors **PM**

Lean construction, the least wasteful building delivery method, is the future of self-performed construction. This session will show you how lean principles and concepts are applied in the construction industry and why lean will change the construction process in the future. Explore methods, tools and strategies that you can implement immediately to transition your company to lean.

Green Building: Understanding Certifications, Accreditations and Training **BM**

Looking to enter the green building industry, but not sure where to start? The ABC National Green Building Committee will kick off this session by laying out a roadmap to the green world. This session will help you position your company in the green economy and figure out what green options are right for you and your employees. You also will participate in a series of roundtable discussions covering topics like ABC Green Contractor Certification, LEED® certification, LEED® accreditation and green training.

2009 ATTENDEE SURVEY RESULTS

97% said they would recommend the conference to others

Safety Program Management (Part 2) **CH ST**

This two-part session will be conducted in an open discussion format to help you understand the important components of managing a safety program. Topics include general contract requirements; safety regulations and consensus standards applicable to construction; site-specific safety planning; hazard recognition strategies; medical/first-aid procedures; emergency response and crisis management; substance abuse programs; site security; hierarchy of controls and abatement techniques; incident investigation and interview techniques; and insurance, loss control and workers' compensation.

OSHA Update **SC SM**

Hear from OSHA experts about updates in 29 CFR 1926 construction safety standards from the past year, as well



Developing the Superior Field Supervisor (Part 2)

EC MC

A knowledgeable foreman is the key to a successful and profitable project. A foreman may understand the job basics, but not have been exposed to what it takes to be a superior leader. Whether you are a novice or experienced foreman, this two-part session will help you by identifying the skills and traits you need to achieve excellence; providing strategies to help you manage time and production in the field; and identifying the key responsibilities that are critical to a successful career.

Developing and Growing Your Management Education Program

TF

Attend this interactive session to learn how to generate non-dues revenue and increase member retention in your chapter. Whether you're considering starting a management education program or want to grow your existing program, you'll benefit from many valuable tips on topics like mitigating risk, involving members, components of a successful program, quality and cost-effective instructors, course selection, marketing, partnerships, resources and determining member needs.

Working with Generation Y

TA TC

In this session, you'll learn how to distinguish between different characteristics of generational learning styles through visual aids, role-play and group discussion. Learn about strategic instructional strategies that are successful with Generation Y and identify appropriate tools on how to teach a class that is multigenerational.

Web 2.0 and the ABC Community

TA TC

Learn how social networking and social media tools are transforming the way people communicate and collaborate. Take an inside look at a variety of platforms, including ABC Connect and Jobsite123. Start developing your Web 2.0 strategy by exploring the technologies others are successfully implementing in their organizations, as well as best practices and key resources to use.

Worksite Auditing and Compliance (Part 1)

CH ST

This two-part session, conducted in an open discussion format, will give you an overview of key compliance issues involving a worksite audit. Topics include common health and environmental hazards on construction sites; OSHA regulation review and discussion; fall protection; PPE requirements and limitations; scaffolds; excavation, trenching and confined spaces; hazard communication; cranes and rigging; general principles of ergonomics applied to construction; audit documentation techniques; program and certification documents/records; and the OSHA inspection process.

Using STEP to Your Chapter's Advantage

SC

Did you know that the Safety Training Evaluation Process (STEP) is an effective member recruiting and retention tool for ABC chapters? This session will show you the tangible and intangible benefits of participating in the STEP program, including showing actual models from ABC chapters that have succeeded in recruiting new members and incurred monetary savings. You also will learn how to market the benefits of STEP to new and existing members.

Thursday, May 6

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1:00 p.m. – 2:30 p.m.

How an Effective Safety Program Saves You Money

SM

Having an effective safety program will not only save you money in reduced workers' compensation costs and lost man hours, but it also will attract quality workers and increase your competitiveness in the bidding process. You'll learn the real cost savings of implementing a company-wide safety program, as well as the long-term effect safety has on your company's business model and bottom line. Find out how to implement a successful safety program in your business that involves both company leaders and employees.

2:30 p.m. – 2:45 p.m.

Refreshment Break

2:45 p.m. – 4:15 p.m.

How to Avoid Confrontation with Change Orders **PM**

Let's face it, change orders are a way of life in construction. Unfortunately, so is the conflict that seems to be inherent with trying to convince your customer of the added cost that results from a change in project scope. In this session, you'll learn how to avoid that confrontation and still get paid for the additional work you have done. You'll learn how to master the art of dealing with delays, accelerations, additions, deletions and other changes, as well as how to anticipate change. Find out how to document and determine the amount of a change order, and how to communicate changes and their costs to clients and personnel in an effective way.

Design-Build for Subcontractors **BM**

Are you looking to create loyal customers through the design-build process? This session will provide you with strategies to make sure you are on the front end with input on the design, including ideas for cost savings and how to get the owner what it wants the first time around with no change orders. You will learn how the design-build process can help successfully secure future business.

How to Execute a Pre-Fab (Part 1) **EC**

This session will show you the benefits of pre-fabrication and how you can set up your own shop. You'll find out what it costs to set up a pre-fab shop, both at your location and remotely, as well as whom you should appoint to run the shop and how you should explain your shop to field personnel. In addition, you'll learn about the space requirements, personnel needs and packaging that you must pre-fab to stay competitive in today's market.

Energy Efficiency and What Mechanical Contractors Need to Know **MC**

Mechanical contractors play an integral role in the construction of energy-efficient buildings. In this session, hear about expectations mechanical contractors must exceed when installing, commissioning and maintaining systems for the energy, performance and indoor environmental quality of buildings. Also, hear about pitfalls to avoid when working on energy-efficient buildings.

Grant Writing Basics: Where Do You Find the Money? **TF**

If you are new to grant writing, this session is for you. You'll find out the essentials

of grant writing and how to get started, including the difference between an RFP and RFA; how to determine if a grant is a good fit for your company; common elements of a grant proposal; universal rules to follow; and tips and strategies from grant writing professionals.

The Relationship Between Membership and Training

TA

Join this interactive session to explore how your membership and education departments can work together to provide your members with the training benefits and resources they deserve. Learn to understand your members' needs, including the training that would provide the most value to them and timetable they would prefer.

Time Management TC

Find out how you can use proven time management principles to achieve a higher level of satisfaction in your professional and personal life. You will be able to identify the key principles of effective and efficient time management and learn a six-step process to implement immediately into your daily life.

Worksite Auditing and Compliance (Part 2) CH ST

This two-part session, conducted in an open discussion format, will give you an overview of key compliance issues involving a worksite audit. Topics include common health and environmental hazards on construction sites; OSHA regulation review and discussion; fall protection; PPE requirements and limitations; scaffolds; excavation, trenching and confined spaces; hazard communication; cranes and rigging; general principles of ergonomics applied to construction; audit documentation techniques; program and certification documents/records; and the OSHA inspection process.

Behind the Value of STEP: What the Numbers and Information Mean SC

This session will help you better understand the mechanics of the Safety

Training Evaluation Process (STEP) program and the benefits of effective corporate safety initiatives. Understand vital construction safety statistics and terminology, including what a "mod factor" is; how lower numbers can result in insurance savings; and how an incidence rate is calculated. You'll also identify how to explain the benefits of STEP participation to members and prospects.

"The content was right on. It reaffirmed things that I already knew and pointed out things that I didn't."

—2009 ATTENDEE

How Behavior-Based Safety Programs Work SM

Behavior-based safety (BBS) takes past actions and applies solutions based on how employees will react on the jobsite. While it seems complicated for small contractors to implement, BBS programs can be used successfully by construction firms of all sizes to effectively reduce workplace injuries and illnesses. This session will walk you through the basics of a model behavior-based safety program and show the effectiveness of these programs in reducing lost workdays, overall safety costs and improving employee morale.

4:15 p.m. – 5:30 p.m.

Networking Reception and Product Rodeo in Exhibit Hall

Friday, May 7

EC Electrical Contractors	MC Mechanical Contractors	SC Safety Chapter Training	SM Safety Management Training	CH ST CHST Prep Course	TF Training Professionals Foundation	TA Training Professionals Advanced	TC Training Professionals Corporate	PM Project Managers	BM Business Managers
----------------------------------------	----------------------------------------	--------------------------------------------	-----------------------------------------------	-----------------------------------------	------------------------------------------------------	----------------------------------------------------	-----------------------------------------------------	----------------------------------	-----------------------------------

7:30 a.m. - 8:30 a.m.

Continental Breakfast

8:45 a.m. - 10:15 a.m.

Execution: The Art of Getting Things Done **PM**

This session is designed to focus your team members on actions that deliver powerful bottom-line results. Learn real-world approaches to strategic teamwork and effectively completing projects, including creating a sense of urgency in team members and instilling a sense of responsibility for all team members to follow through with their tasks.

“Great content and lots of new ideas!”

—2009 ATTENDEE

How to Reduce Costs in a Poor Economy **BM**

Now more than ever, contractors are searching for ways to cut costs. However, how you go about cutting costs is just as important as where you look for savings. Find out ways to engage your operations team to find and eliminate waste in managing projects. Learn how to systematically examine your expenses in both the office and in the field, and focus on structural improvements to reduce turnover, minimize rework and consolidate overhead functions.

How to Execute a Pre-Fab (Part 2) **EC**

In part two of this session, several typical types of construction will be reviewed, from large-scale school projects to townhouses. Then, you will learn how to take a set of drawings and develop a pre-fab bill of materials. A set of drawings will be provided to you and you will determine what gets pre-fabricated and sent to your shop. You will define a set of rules and learn the most productive ways to build a job using pre-fab. Learn how to teach this to your personnel and implement these skills immediately.

Future Economic Trends for Mechanical Contracting **MC**

Are you prepared to lead your company out of this difficult economy? How should you adjust your business strategy in response to evolving market conditions? Get an exclusive update on the *U.S. Construction Markets Overview*, including industry trends, demographic drivers, ownership transfer issues, renewable energy opportunities and environmental impact challenges. You'll understand how these economic trends will impact your business and identify how you can change your marketing strategy to take advantage of shifting market opportunities.

ERISA and New Federal Standards Facing Training Programs in the Obama Administration **TF**

Every ABC chapter president and education director should be aware of the laws governing training programs in the Obama administration. This session will help you understand apprenticeship standards, fiduciary duties, IRS and ERISA issues, and accounting and recordkeeping



that affect the training activities of your chapters and training affiliates. You also will get critical updates on human resources issues regarding training instructors, contractor/employee status, union salting and harassment claims.

Instructor Development TA

This interactive session will provide strategies, tools and resources to help improve your organization's instructors. Through session discussions and group activities, you will hear what your colleagues are doing to develop their knowledge about instructor development. Additionally, you will find out what resources are available to aid instructor development.

How to Build an Exceptional Team TC

Trust, openness, responsibility and involvement are the foundations of building and maintaining a team. If a team lacks one or more of these cornerstones, its efforts to achieve established goals will be diminished. This session will help you learn how to create an open environment for team building, gather appropriate stakeholder information and ultimately help your team succeed.

Equipment Use Training and Professional Responsibilities (Part 1) CH ST

This two-part session will be conducted in an open discussion format to provide you with an overview of equipment use training and professional responsibilities. Topics include job safety analyses; construction training requirements; training needs assessment; formulating training objectives; adult training techniques; training delivery methods; time management strategies; personal, workplace and social barriers to communication and training comprehension; technical equipment orientation; test-taking strategies; and ethical considerations and responsibilities.

The Value of STEP SC SM

This session will present the data to show how ABC's Safety Training Evaluation Process (STEP) program can give you a competitive business advantage. See how companies of all sizes use STEP to outperform the construction industry in terms of improved injury rates, mod factors and other parameters that translate into increased productivity and profits.

Friday, May 7

EC Electrical Contractors	MC Mechanical Contractors	SC Safety Chapter Training	SM Safety Management Training	CH ST CHST Prep Course	TF Training Professionals Foundation	TA Training Professionals Advanced	TC Training Professionals Corporate	PM Project Managers	BM Business Managers
----------------------------------------	----------------------------------------	--------------------------------------------	-----------------------------------------------	-----------------------------------------	------------------------------------------------------	----------------------------------------------------	-----------------------------------------------------	----------------------------------	-----------------------------------

10:15 a.m. – 10:30 a.m.

Refreshment Break

10:30 a.m. - 12:00 p.m.

Be a Project Leader, Not a Project Witness! **PM**

This session will teach you how to leverage your personal style to lead a project team rather than just sit back and watch. You'll understand what makes a project leader and differentiate between leadership and management. Learn key tactics to motivate and energize your team to achieve peak performance and success.

“Excellent sessions that sparked a good amount of participation and discussion among the attendees.”

—2009 ATTENDEE

Labor Law Developments in Year Two of the Obama Administration **BM**

Hear about organized labor's new attacks on merit shop construction

and the dramatic impact of the Obama administration on construction industry labor relations. Learn how your company can prepare to deal with the challenges ahead. Topics will include union-only project labor agreements; the Employee Free Choice Act, or “card check” legislation; new appointments to the National Labor Relations Board; union salting; picketing and bannerng; mandatory apprenticeship laws; and prevailing wage and overtime lawsuits.

OSHA's Here...Now What?

EC MC SM

What are your rights and responsibilities during an OSHA inspection? Dive into the OSHA inspection process with this in-depth session covering inspection triggers; tips on how to manage the inspection process; and how, when and why to fight dubious citations and fines. You'll learn how to develop your organization's policy for the consistent and professional handling of an OSHA inspection, as well as identify actions to minimize inspection liability.

The New Web-Enabled Database **TF**

If you have ever said, “I really wish the chapter database or website would do x, y or z,” then this session is for you! The chapter database is going online and the chapter resources section of the website is going Web 2.0. Join the ABC National IT staff in this collaborative session to learn the rollout plans for these initiatives and take this opportunity to give valuable input for these new platforms.



Increase the Visibility of Your Green Training through the USGBC Education Provider Program **TA TC**

Is your chapter or organization seeking ways to increase participation in your green building education programs? Learn how the U.S. Green Building Council's (USGBC) Education Provider Program will add credibility and quality assurance to your education programs, as well as increase your access to LEED professionals across the country. Learn how to submit your green building programs for review and approval by the USGBC and increase the visibility of your programs.

Equipment Use Training and Professional Responsibilities (Part 2) **CH ST**

This two-part session will be conducted in an open discussion format to provide

you with an overview of equipment use training and professional responsibilities. Topics include job safety analyses; construction training requirements; training needs assessment; formulating training objectives; adult training techniques; training delivery methods; time management strategies; personal, workplace and social barriers to communication and training comprehension; technical equipment orientation; test-taking strategies; and ethical considerations and responsibilities.

12:30 p.m. - 2:00 p.m.

Green Advantage® Testing

EC MC SC SM CH ST TF TA TC PM BM

For participants in the Green Advantage® Commercial Training workshop on Wednesday, May 5, this time is allotted to take the Green Advantage® Commercial Certification Exam.

Hotel and Travel Information

Sheraton New Orleans Hotel

500 Canal Street
New Orleans, LA 70130
General Information: (504) 525-2500
Reservations: (888) 627-7033
<http://www.SheratonNewOrleans.com>



Hotel Reservations

The discounted room block is contracted through Wednesday, April 7; however, space is limited and rooms at the discounted rate are not guaranteed through this date once the room block is full. To take advantage of the single/double occupancy discounted rate of \$189, call (888) 627-7033 and mention “ABC Construction Education Conference.”

Hotel Cancellation Policy

Individual guest cancellations will be accepted without penalty up to 72 hours prior to arrival; after that, one night’s stay plus tax will be charged.

Check-in and Check-out

Check-in time is 3 p.m. and check-out is 12 p.m.

Complimentary Hotel Services and Concessions

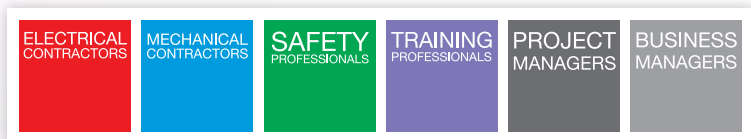
- Starbucks coffee inside all guest rooms
- Complimentary wireless Internet on first floor
- Free Internet in guest rooms for basic connection speed (512kb). For faster connection speeds, \$5.95 is charged for 1MB and \$9.95 for 1.5 MB per day.
- Complimentary pool access
- Concierge available from 7 a.m. – 9 p.m.
- *USA Today* complimentary in lobby area

Parking

Only valet parking is available for \$31 per night with in and out access.

Reward Program

Join the Starwood Preferred Guest reward program and start earning points for your next travel. To learn more, visit <http://www.starwoodhotels.com/preferredguest/index.html>.



Area Airport

Louis Armstrong New Orleans International Airport (MSY)

10 miles to the hotel

www.flymsy.com

Transportation

Shuttle: Approx. \$20 each way. Call (504) 522-3500 to make a reservation at least 24 hours prior to arrival.

Taxi: Approx. \$33 each way. For more than two people, add \$12 for each additional rider.

Driving Directions: Contact the ABC Meetings Department at meetings@abc.org.

Airline Discounts

American Airlines: To receive a 5 percent discounted rate, book online at www.aa.com. Refer to the promo 1250AA when making your reservation.

JetBlue: To receive a 5 percent discounted rate, book online at www.jetblueairways.com. Refer to the promo ABCCEC10 when making your reservation.

Rental Car Discounts

Enterprise: To receive discounted rates on Enterprise car rentals, call (800) 736-8222 and refer to the corporate account 16KT752 and pin # ABC.

Avis: To receive discounted rates on Avis car rentals, call (888) 754-8878 and refer to the corporate account A784199.

Travel Agent

ABC partners with MacNair Travel Management to help you obtain the best possible airfare. A MacNair representative is available from 8:30 a.m. until 7 p.m., Monday through Friday (ET), at (703) 836-1100 or (800) 833-4382.

Weather and Attire

In early May, the average high in New Orleans is 75 degrees and the average low is 68 degrees with rain possible. Please dress suitably and keep in mind that meeting spaces are often cool. The dress code for this conference is business casual.

Questions?

Email: meetings@abc.org

Call: (703) 812-2000

Online: www.abc.org/EdCon

Registration Form

2010 Construction Education Conference

May 5 - 7

Sheraton New Orleans Hotel

500 Canal Street

New Orleans, LA 70130

Hotel Reservations: (888) 627-7033

1. Registrant Information

(One conference registrant per form. Please photocopy for additional registrants.)

Name: _____

Preferred Name for Badge (if different): _____

Title: _____

Company: _____

Address: _____

City, State, ZIP: _____

Phone: _____ Fax: _____

Email: _____

ABC Chapter Name: _____

Emergency Contact and Phone Number: _____

Specify Any Disabilities or Special Requirements: _____

Trade/Professional Specialty: _____

2. Primary Track Selection

(Please indicate a primary track for registration purposes.)

- Electrical Contractors Training Professionals
 Mechanical Contractors Project Managers
 Safety Professionals Business Managers

3. Registration Fees

Pre-Conference Sessions

Amount

Green Advantage® Commercial Training*	Workshop	\$370	_____
	Exam	\$175	_____
*Separate registration required at www.abc.org/EdCon			_____
Certified Health and Safety	Conference Attendees	\$99	_____
Technician (CHST) Prep – Math and Science	Non-Conference Attendees	\$199	_____

Conference Program Full Registration

By 4/7

After 4/7

Amount

ABC Member	\$485	\$535	_____
Additional Member Registrant from Same Company	\$385	\$435	_____
ABC Chapter Staff	\$415	\$465	_____
Non-Member	\$700	\$750	_____

Total Payment Amount: _____

4. Payment Information

____ Check Enclosed (payable to ABC)

____ Credit Card: ____ Visa ____ MasterCard ____ American Express

Card Number: _____ Exp. Date: _____

Print Name on Card: _____

Authorized Signature: _____

Registration Policies: Full payment must accompany this registration form. Registration confirmation and detailed information about the conference will be mailed upon receipt of the completed registration form and full payment. ABC cannot invoice attendees for fees and registration cannot be accepted by telephone. Photocopy this form for additional registrants.

Cancellation Policies: Cancellations received prior to April 7, 2010, will receive a full refund. Cancellations for full conference registration made from April 7-21, 2010, will be assessed a \$100 administrative fee per registrant. No refunds will be given after April 21, 2010, and refunds will not be given for no-shows after the conference.

Travel/Hotel Reservations: Attendees are responsible for making their own travel and hotel reservations.

5. Three ways to register!

Mail this form

with check or credit card info to:
ABC Meetings Dept.
4250 North Fairfax Dr.
Arlington, VA 22203

Fax this form

with credit card info to the ABC Meetings Dept.: (703) 812-8235

Go online

to get more information or to register using our secure website:
www.abc.org/edcon

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- Project Managers
- Training Professionals
- Business Managers
- Safety Professionals

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www.abc.org/EdCon



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