

2017 PROGRAM GUIDE



Commercial Construction Summit

*Building Blocks for your Commercial
Construction Business*



March 21, 2017

Crowne Plaza | 5700 28th Street SE | Grand Rapids



Summit Agenda

9:15 am - 9:45 am	Registration
9:45 am - 10:00 am	Welcome Introductions Sponsor Acknowledgement
10:00 am - 10:50 am	Keynote Address Economic Outlook for the West Michigan Construction Industry Dr. Paul Isely, Grand Valley State University, Associate Dean and Professor of Economics
11:00 am - 11:50 am	Breakout Session One Choose One Topic <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="background-color: #f4a460; border-radius: 15px; padding: 10px; text-align: center; width: 45%;"> <p>BLOCK A</p> <p>Living the Dream: Choosing the Appropriate Legal Entity for your Construction Company</p> </div> <div style="background-color: #f4a460; border-radius: 15px; padding: 10px; text-align: center; width: 45%;"> <p>BLOCK B</p> <p>Measure Twice, Cut Once: How Understanding the Relationship between Architect and Contractor can Benefit the Project (and Your Company!)</p> </div> </div>
12:00 pm - 1:00 pm	Lunch Maximizing the Relationship with General Contractors and Developers Panel: Dave Levitt, Third Coast Development Chris Beckering, Pioneer Construction
1:10 pm - 2:00 pm	Breakout Session Two Choose One Topic <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="background-color: #76c7a0; border-radius: 15px; padding: 10px; text-align: center; width: 45%;"> <p>BLOCK C</p> <p>Show Me the Money: Basic Contract Terms to Help You Get Paid</p> </div> <div style="background-color: #76c7a0; border-radius: 15px; padding: 10px; text-align: center; width: 45%;"> <p>BLOCK D</p> <p>Construction Tax and Accounting: Hot Topics for 2017</p> </div> </div>
2:10 pm - 3:00 pm	Breakout Session Three Choose One Topic <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="background-color: #f4c400; border-radius: 15px; padding: 10px; text-align: center; width: 45%;"> <p>BLOCK E</p> <p>Filling your Employment Law Tool Chest: Human Resources 101 for Commercial Contractors</p> </div> <div style="background-color: #f4c400; border-radius: 15px; padding: 10px; text-align: center; width: 45%;"> <p>BLOCK F</p> <p>The Basics: What Every Contractor Needs to Know About Insurance and Surety Bonds</p> </div> </div>
3:10 pm - 4:00 pm	Breakout Session Four Choose One Topic <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="background-color: #a6a6a6; border-radius: 15px; padding: 10px; text-align: center; width: 45%;"> <p>BLOCK G</p> <p>You Drop a Bomb on Me: Understanding Construction Liens and Using Them to Secure Payment</p> </div> <div style="background-color: #a6a6a6; border-radius: 15px; padding: 10px; text-align: center; width: 45%;"> <p>BLOCK H</p> <p>Who's the Boss?: The DOL's Treatment of Joint Employment, Independent Contractors, Temporary Workers and Labor Brokers</p> </div> </div>
4:00 pm - 5:00 pm	Reception and Networking

For further information regarding the Commercial Construction Summit, please contact:
Elizabeth Bovard | Builders Exchange of Michigan | elizabeth@grbx.com | P: 616.949.8650

Session Descriptions

BLOCK A: Living the Dream: Choosing the Appropriate Legal Entity for your Construction Company

Hal Ostrow, Rhoades McKee

Understand key advantages and disadvantages of C Corporation, S Corporation, or Limited Liability Company entity classifications. Identify the best entity to create maximum benefit and limit risk for your new venture.

BLOCK B: Measure Twice, Cut Once: How Understanding the Relationship between Architect and Contractor can Benefit the Project (and Your Company!)

David Maxam, Maxam Architecture | Greg Metz, Lott3Metz Architecture

This talk will discuss the Architect, what they do, why they do it, and how to best work with them. The most successful construction projects occur when all parties involved work well together.

BLOCK C: Show Me the Money: Basic Contract Terms to Help You Get Paid

Bruce Courtade, Rhoades McKee

In this session, participants will learn the meaning of key contractual terms that routinely appear in construction contracts. They will also learn which terms every general contractor, subcontractor and supplier should have in their contracts to maximize the likelihood that they will be paid for their goods and services.

BLOCK D: Construction Tax and Accounting: Hot Topics for 2017

Chris Harper, Hungerford Nichols CPAs & Advisors

Understand the hot topics for 2017 affecting the Construction Industry. You will gain an overview of the new revenue recognition rules, new lease rules and other top tax construction issues.

BLOCK E: Filling your Employment Law Tool Chest: Human Resources 101 for Commercial Contractors

Catherine Brainerd, Rhoades McKee | Zoe Martinez, Rhoades McKee | Patrick Sweeney, Rhoades McKee

Learn how to avoid some of the top HR liability traps that impact construction employers such as workers' compensation liability and wrongful discharge. Get an update on how the current political climate has affected federal employment laws and the government agencies charged with enforcing them.

BLOCK F: The Basics: What Every Contractor Needs to Know about Insurance and Surety Bonds

Matt Campbell, Travelers Insurance | David Hop, Van Wyk Risk Solutions

This session will include a basic overview of what contractors need to know about commercial insurance and surety bonds. Insurance topics include "your work" exclusion, additional insured status, hold harmless and indemnity provisions, waivers of subrogation and builders risk insurance. Surety topics include types of bonds, overview of indemnity agreements and how to improve your ability to get bonds.

BLOCK G: You Drop a Bomb on Me: Understanding Construction Liens and Using Them to Secure Payment

Bruce Courtade, Rhoades McKee

Participants in this session will learn basic information about what construction liens are, what rights they give, how to obtain them, and how to enforce them. Handouts will include a summary of the Construction Lien Act and sample forms to use the next time you need to file a lien.

BLOCK H: Who's the Boss? The DOL's Treatment of Joint Employment, Independent Contractors, Temporary Workers and Labor Brokers

Mark Smith, Rhoades McKee

Understand how the Department of Labor's approach to joint employment can make contractors the employers of record of independent contractors, subcontractors and even personnel retained through outside labor brokers. Learn the consequences of being deemed the employer of these outside groups and the steps you can take to minimize the risk of that occurring.

Commercial Construction Summit Registration Form | March 21, 2017

Name			
Company			
Address			
Phone Number		Email Address	
<i>Please select one block per breakout session below:</i>			
Session One	<input type="checkbox"/> Block A Living the Dream: Choosing the Appropriate Legal Entity for your Construction Company	<input type="checkbox"/> Block B Measure Twice, Cut Once: How Understanding the Relationship between Architect and Contractor can Benefit the Project (and your Company!)	
Session Two	<input type="checkbox"/> Block C Show Me the Money: Basic Contract Terms to Help You Get Paid	<input type="checkbox"/> Block D Construction Tax and Accounting: Hot Topics for 2017	
Session Three	<input type="checkbox"/> Block E Filling Your Employment Law Tool Chest: Human Resources 101 for Commercial Contractors	<input type="checkbox"/> Block F The Basics: What Every Contractor Needs to Know About Insurance and Surety Bonds	
Session Four	<input type="checkbox"/> Block G You Drop a Bomb on Me: Understanding Construction Liens and Using Them to Secure Payment	<input type="checkbox"/> Block H Who's the Boss?: The DOL's Treatment of Joint Employment, Independent Contractors, Temporary Workers and Labor Brokers	

Additional Company Attendees:

Name		
<i>Please select one block per breakout session below:</i>		
Session One	<input type="checkbox"/> Block A	<input type="checkbox"/> Block B
Session Two	<input type="checkbox"/> Block C	<input type="checkbox"/> Block D
Session Three	<input type="checkbox"/> Block E	<input type="checkbox"/> Block F
Session Four	<input type="checkbox"/> Block G	<input type="checkbox"/> Block H

Name		
<i>Please select one block per breakout session below:</i>		
Session One	<input type="checkbox"/> Block A	<input type="checkbox"/> Block B
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Session Three	<input type="checkbox"/> Block E	<input type="checkbox"/> Block F
Session Four	<input type="checkbox"/> Block G	<input type="checkbox"/> Block H

Registration Fee | \$60.00 per attendee

Check Enclosed | Payable to: Builders Exchange of Michigan

Credit Card | Charge Card for \$ _____

Card Number: _____ Security Code: _____ Expiration Date: _____

Name on Card: _____ Signature: _____

Billing Address & Zip Code: _____

Please mail, fax or email registration form & payment to Builders Exchange of Michigan by March 10, 2017
 PO Box 2031 | Grand Rapids, MI | 49501-2031 | elizabeth@grbx.com | P: 616.949.8650 | F: 616.949.6831