

primed for success

Friday, Sept. 26, 2008

Willis Conference Center • Nashville, Tenn.

Register by Sept. 10 to save \$30!



The Educational & Memorial Foundation of the Tennessee Society of Certified Public Accountants and the TSCPA Construction Committee present the

## construction conference

thank you to our exhibitors

- ADP - Automatic Data Processing
- First Tennessee

### registration information

**8 CPE Credit Hours** (management, accounting & auditing, taxation)

Enroll soon because **space is limited. Register by Sept. 10 to pay the discounted registration fee.** Registrations must be received seven days prior to the event in order to guarantee a seat and course materials. Allow approximately one week for receipt of confirmation.

**Cancellations and Substitutions:** Cancellations received by **Sept. 18** will be assessed a \$30 administrative fee. Cancellations received between **Sept. 19 and 25** will be subject to a cancellation fee of 50 percent of the program fee. No refunds are given on or after the date of the program. A \$30 administrative fee will be assessed for all substitutions and transfers. Registrants may substitute another individual up to the day before the conference. TSCPA must be notified in advance to ensure proper CPE credit.

**Conference Fee Includes:** sessions, conference materials, continental breakfast, lunch and refreshment breaks.

**Suggested Dress:** business casual.

**TSCPA provides you with a *Proof of Attendance*** that serves as your permanent record of participation. The *Proof of Attendance*, noting the credits earned, will be e-mailed within two weeks of the program.

**Hotel Information:** Reservations may be made at the Embassy Suites Nashville Airport at a rate of **\$119** per night until **Monday, Aug. 25**, by calling 615/871-0033. Please indicate that you are with the Tennessee Society of CPAs when making your reservation.

### green efforts

In an effort to be mindful about our impact on the environment, TSCPA is looking at ways to reduce our carbon footprint. For the Construction Conference, instead of a large notebook containing every conference presentation and supporting materials, you will have the opportunity to help save the environment by accessing some of these documents online.

A special link will be provided to conference registrants via e-mail in advance of the event so you can review and download the materials as needed. This link will remain active for two weeks after the conference.

**7:30 - 8 a.m. Registration/Continental Breakfast**

**8 - 8:05 a.m. Opening Remarks**

**8:05 - 8:55 a.m. 1. Will Construction Shine or Decline in 2009?**

**Kenneth D. Simonson**, Chief Economist, Associated General Contractors of America, Arlington, Va.

Nonresidential construction has held up well so far in 2008, even as homebuilding has continued to shrink. But the credit crunch, weak growth, sluggish state revenues and skyrocketing materials costs threaten to torpedo the industry. What segments will thrive? Which will take a dive? What difference will the election make? AGC of America's chief economist and fearless forecaster, Ken Simonson, will volunteer to state his outlook for Tennessee and national construction.

**8:55 - 9 a.m. Change Break**

**9 - 9:50 a.m. 2. A&A Update for Contractors**

**Emilio F. Alvarez**, President, E. F. Alvarez & Company, P.A., Miami, Fla.

Financial reporting for contractors has never been riskier or more complex due to issues of the industry and of the economy. Some of the new pronouncements of the profession make matters even more complex. Learn the items of audit risk and how to deal with them. Find out how CPAs are coping with the application of the latest pronouncements, where the failures are and the possible consequences.

**9:50 - 9:55 a.m. Change Break**

**9:55 - 10:45 a.m. 3. Construction Employment Law Update**

**R. Eddie Wayland**, Attorney/Partner, King & Ballou, Nashville, Tenn.

Eddie Wayland will provide an update on significant employment law issues currently facing the construction industry. Recent laws and cases involving construction companies will be reviewed and analyzed. The presentation and related handout materials will focus on a practical, straight-forward discussion of these crucial issues and what contractors, subcontractors and suppliers need to know to keep their companies out of trouble.

**10:45 - 11 a.m. Networking Break & Exhibit Viewing**

**11 - 11:50 a.m. 4. Tools for Maximizing Your Firms Bonding Capacity as well as the Outlook for the Rest of 2008 and 2009**

**Tom H. McCarley**, Vice President, J. Smith Lanier & Co., Knoxville, Tenn.

This session will review building a bond relationship to support your business plan:

- What bonds are and are not,
- Fundamentals of bonding,
- The halo effect: What is and who is involved and
- The current state of the industry for 2008 and a look towards 2009.

Finally, we will cover ideas, thoughts and tips to reflect on as you think about your bond relationship.

**11:50 a.m. - 12:30 p.m. Lunch**

**12:30 - 1:20 p.m. Concurrent Sessions:**

**5. Multi-State Tax Update**

**Mark D. Loftis**, CPA, Senior Tax Manager, Lattimore Black Morgan & Cain, PC, Brentwood, Tenn.

State and local governments are increasingly hungry for revenue and are putting businesses under increasing scrutiny for compliance with the various state and local tax laws and regulations. In this session, we will explore the general rules and the latest developments in state and local taxes that can impact your business or clients.

**6. Trends in Construction Technology**

**David Stansell**, CCIFP, President, Stansell Electric Company, Inc., Nashville, Tenn.

The Construction Industry has long been a laggard in the adoption of technology. In this session we will examine what new tools are available that are worthy of your or your clients consideration. Additionally, we will discuss:

- How you can maximize the value of your investments in technology,
- What trends are emerging among construction firms,
- How effective processes can ensure success and
- What our organization has done to increase efficiency and effectiveness.

**1:20 - 1:25 p.m. Change Break**

**1:25 - 2:15 p.m. Concurrent Sessions:**

**7. An Introduction to the 2007 Edition AIA Documents**

**Christopher S. Dunn**, Attorney, Waller Lansden Dortch & Davis, LLP, Nashville, Tenn.

In the fall of 2007, the American Institute of Architects (AIA) released some 40 new or revised design and construction agreements. The AIA will retire their 1997 versions in May 2009, and they will no longer be available on AIA software or in hard copy. Come to this session to hear a brief history of the AIA's contract document process as well as the latest changes to the most popular Owner/Architect agreement and Owner/Contractor agreements. In addition, learn about the AIA's new integrated project delivery agreements as this new project delivery form takes form.

**8. Strengthening Your Company's Banking Relationship**

**William Forbes**, Senior Vice President, Commerce Bank, Nashville, Tenn.

With many years of dedicated construction lending experience, Forbes will provide insight into banking relationships as well as what your bank should know about your company and things you should know about the bank. We will also discuss the changing banking environment.

**2:15 - 2:30 p.m. Networking Break & Exhibit Viewing**

**2:30 - 3:20 p.m. Concurrent Sessions:**

**9. Succession Planning + Business Valuation**

**Timothy R. Lee**, ASA, Senior Vice President, Mercer Capital, Memphis, Tenn.

Succession planning can be defined as the extension and transfer of operational and strategic control and ownership to those charged with perpetuating the business enterprise. Done right, it is neither a singular nor extraordinary event, rather it is an ongoing process that is planned, communicated and implemented over time.

The nature of most construction enterprises makes succession planning particularly important.

Timothy R. Lee, veteran to a broad spectrum of financial advisory services, will explore the topic of succession planning from the unique perspective of a business valuation expert. In this session Tim will present the basics of business valuation. He will also explore a broad array of strategic alternatives that may or may not be available to construction industry companies and their owners. The importance of buy-sell agreements as an aspect of ownership planning and the underlying common features of buy-sell agreements will also be reviewed.

**10. HR Exposure in the Construction Industry**

**Patsy Danley**, HR Consultant, LBMC Employment Partners, LLC, Brentwood, Tenn.

We will discuss I-9 compliance, OFCCP compliance, general employment law compliance and workers' compensation.

# conference schedule (continued)

**3:20 - 3:25 p.m. Change Break**

**3:25 – 4:15 p.m. 11. Construction Taxation Update**  
**James C. Lundy, Jr, CPA, Vice President, Davidson, Golden & Lundy, PC, Brentwood, Tenn.**

This session will provide an update on tax legislation rulings and planning you need for construction contractors. In addition, the session will cover Internal Revenue issues, Tennessee Department of Revenue changes and court rulings affecting contractors as well as tax planning and strategies necessary to work for or with construction companies.

**4:15 p.m. Evaluations/Conference Adjourns**

## course selection

**12:30 - 1:20 p.m.**

- 5. **Multi-State Tax Update**
- 6. **Trends in Construction Technology**

**1:25 - 2:15 p.m.**

- 7. **An Introduction to the 2007 Edition AIA Documents**
- 8. **Contractors' Banking Relationship, Ratios and Analysis**

**2:30 - 3:20 p.m.**

- 9. **Succession Planning + Business Valuation**
- 10. **HR Exposure in the Construction Industry**

## registration fees

**before sept. 10:**

Member Discount Fee \$235  
Conference Fee \$285

**after sept. 10:**

Member Discount Fee \$265  
Conference Fee \$305

## registration form

Please use a separate form for each registrant. Registration forms may be photocopied. **PLEASE PRINT OR TYPE.**

Course #: 204

Name: \_\_\_\_\_ Nickname: \_\_\_\_\_

TSCPA Member Number: \_\_\_\_\_ Preferred Mailing:  Home  Work

Business Name: \_\_\_\_\_

Address: \_\_\_\_\_ PO Box: \_\_\_\_\_

City/State/ZIP: \_\_\_\_\_

Daytime Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

Check here if this is a change of address.

Check all that apply:  CPA  Not a CPA  TSCPA Member  Non-Member

**PAYMENT INFORMATION** (Credit card registrations may be faxed to 615/309-8054 or 615/377-3904.)

Your Total: \$ \_\_\_\_\_ Charge To:  MasterCard  Visa

Cardholder Name: \_\_\_\_\_

Card Number: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Credit Card Security Code (last three digits on back of credit card): \_\_\_\_\_

Cardholder Signature: \_\_\_\_\_

Check enclosed payable to: Educational & Memorial Foundation of TSCPA  
201 Powell Place, Brentwood, TN 37027

If you have special needs under the Americans with Disabilities Act, please attach a written description or call the society office at 615/377-3825 or 1-800/762-0272.

TSCPA reserves the right to change any portion of this program due to unforeseen circumstances.