

2012 BizCon®

Strategic Thinking for Construction Leaders

Perspective. Insight. Focus. **Vision
Forward**

Feb. 21-22 Arizona Biltmore, Phoenix www.abc.org/BizCon

“BizCon is a high-level, high-energy conference that brings the brightest minds and experts together to address the big issues facing our country and our industry.”

—Dick Lombardo, Harkins Builders, Inc.



Perspective. Insight. Focus. **Vision
Forward**

Experience BizCon

Challenge your thinking, connect with construction leaders and acquire a new **perspective** during high-level, hard-hitting sessions.



Gain **insight** on emerging industry trends and business opportunities, economic developments and the political scene.

Identify the changing dynamics of the construction industry and **focus** your company for breakthrough performance, productivity and profitability.

“ If you want to be on the leading edge of our industry’s news and understand the opportunities available to you as a business owner, then go to BizCon.”

—Kathy Wilmot, Wilmot Modular Structures

Participants

- Construction CEOs, Presidents and Owners
- Senior-Level Managers and Executives
- Supplier and Manufacturer Leaders
- Architectural and Engineering Firm Executives
- Construction Insurance and Financial Industry Leaders





Schedule*

*Schedule is subject to change.

Tuesday, Feb. 21

- 1:00 p.m. - 1:30 p.m. Welcome
- 1:30 p.m. - 2:30 p.m. Business in America: Where to Go for Growth and Success
- 2:30 p.m. - 3:15 p.m. Networking Break in the Resource Center
- 3:15 p.m. - 4:30 p.m. The Construction Industry's Economic Outlook and America's Economic Future
- 4:30 p.m. - 5:30 p.m. How Mobile Technologies Are Changing Business
- 5:30 p.m. - 6:45 p.m. Welcome Reception in the Resource Center

Wednesday, Feb. 22

- 7:00 a.m. - 7:30 a.m. Breakfast Buffet in the Resource Center
- 7:30 a.m. - 8:30 a.m. Trends Driving the Construction Industry
- 8:30 a.m. - 10:00 a.m. Strategies for Competing in a Recovering Economy
- 10:00 a.m. - 10:30 a.m. Networking Break in the Resource Center
- 10:30 a.m. - 11:30 a.m. Best Practices in Cash Flow Management
- 11:45 a.m. - 12:45 p.m. Lunch and Presentation: Delivering Work Safely, Ethically and Profitably
- 1:00 p.m. - 2:00 p.m. Developing the Leadership Pipeline
- 2:00 p.m. - 2:30 p.m. Networking Break in the Resource Center
- 2:30 p.m. - 3:30 p.m. Risk Management
- 3:30 p.m. - 4:30 p.m. Understanding the New Washington Politics and the Construction Industry
- 4:30 p.m. - 4:45 p.m. BizCon Wrap-Up
- 4:45 p.m. - 6:00 p.m. Reception in the Resource Center
- 6:00 p.m. - 10:00 p.m. 22nd Excellence in Construction Awards Reception and Dinner

(Separate registration required, visit www.abc.org/excellence for info.)

“BizCon was the most beneficial business conference that I have attended. The content was very relevant and enlightening.”

Ryan Odendahl, Kwest Group

Experience the Ultimate Strategic Leadership Summit

Invest in the future of your company and move your vision forward.

Keynote Presentations

Business Growth

As a widely respected business and financial expert, **Neil Cavuto** is front and center when it comes to assessing the challenges businesses face. Having covered some of the most important business stories of the last two decades, Cavuto will provide insights and strategic advice for business growth and financial stability.



Innovation

Mobile and wireless thought leader **Tomi Ahonen** will share key facts and insights on the massive size and reach of the mobile industry, as well as explore the ways in which mobile technologies and mobile culture are influencing the way businesses communicate and operate across the world.



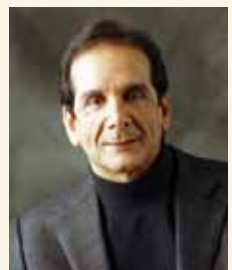
The Economy

Economists **Barry Asmus** and **Anirban Basu** will examine and explain the data that dramatically affect the commercial and industrial construction industry on both domestic and global levels. Learn about key economic factors, trends and indicators, including an economic analysis of what we can expect in the future.



Political Landscape

Get a glimpse into what the future holds for Washington policymakers and American society with political analyst **Charles Krauthammer**. Hear incisive commentary on the current political scene, as well as insights into the upcoming 2012 elections and what they mean for the construction industry.



Industry Panels and Sessions

Trends Driving the Construction Industry

Understand the factors that are directly affecting the industry so you can anticipate the risks that are critical to the success or failure of your business. Areas to be covered include modularization, mergers and acquisitions, public-private partnerships, integrated project delivery and new technologies.

Strategies for Competing in a Recovering Economy

Leading contractors will share how they've been coping with the downturn and positioning their companies to emerge stronger. An interactive discussion will follow, giving you the opportunity to get feedback on how to develop solutions for your company.

Best Practices in Cash Flow Management

Successful companies have learned the keys to good cash flow management. Construction's added complexity makes cash flow an even more critical issue for contractors. Hear a panel of construction industry

experts address topics that include treasury management, cash flow optimization and forecasting, business operations, stakeholder involvement, alternative sources of cash, and more.

Developing the Leadership Pipeline

Rapid changes in technology, globalization and workforce demographics are significantly affecting the way we do business at every level. These factors are affecting the ability to recruit and retain quality people — and develop future leaders. This interactive session will examine the critical issues facing internal leadership candidates and provide insight into how to consistently groom and develop leaders so your company continues to succeed.

Risk Management

The panel will address red flags that contractors need to watch out for and the triggers that they need to be aware of.

Hotel and Travel



Hotel Information

Arizona Biltmore

2400 East Missouri Ave.

Phoenix, AZ 85016

Phone: (800) 950-0086

Website: www.ArizonaBiltmore.com

Room Rates

The room block is contracted through Jan. 23, 2012, for \$229 per night. Space is limited and rooms at the discounted rate are not guaranteed through this date once the room block is full.

- Hotel resort fee waived for all attendees
- Complimentary in-room Internet access

Travel Arrangements

Area Airport

Phoenix Sky Harbor International Airport (PHX) is 10 miles from the hotel.

Airline Discount

American Airlines – Call (800) 433-1790 or visit www.aa.com and mention code 4922AQ to receive a discount.

About the Keynote Speakers

Neil Cavuto

Sr. Vice President, Anchor and Managing Editor, Fox News Channel and Fox Business Network

Called the “best interviewer in broadcast business news” by *The Wall Street Journal*, Cavuto anchors the daily financial TV program, “Your World with Neil Cavuto,” and a wrap-up program highlighting the week’s business news, “Cavuto on Business.”

Tomi Ahonen

Mobile and Wireless Thought Leader and Author

Ahonen is at the forefront of mobile and digital convergence and is a global authority on using wireless technology in business. He has been quoted in more than 300 articles, in *The Wall Street Journal*, *Financial Times*, *Business Week* and *Economist*.

Barry Asmus

Senior Economist, National Center for Policy Analysis

USA Today named Asmus one of the nation’s top five most requested speakers. He examines the international economic and political trends shaping business and investment strategy in today’s global economy through an energetic presentation.

Anirban Basu

ABC Chief Economist and CEO of Sage Policy Group

As one of the mid-Atlantic region’s most recognizable economists, Basu provides ABC members with timely, comprehensive analyses on important trends in the U.S. commercial and industrial construction industry.

Charles Krauthammer

Pulitzer Prize-Winning Syndicated Columnist and Commentator

Financial Times called Krauthammer the most influential commentator. His syndicated column for *The Washington Post* won a Pulitzer Prize for distinguished commentary. He is a contributing editor to *The Weekly Standard* and *The New Republic*, and is a weekly panelist on “Inside Washington.”

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REGISTRATION FORM

1. Registrant Information (One registrant per form, please.)

Name: _____

Title: _____

Company: _____

Address: _____

City, State, ZIP: _____

Phone: _____ Fax: _____

Email: _____

Emergency Contact and Phone Number: _____

Specify Disabilities or Special Requirements: _____

2. Registration Fees

	On or Before 1/13/2012	After 1/13/2012
ABC Member	\$1,295	\$1,495
Non Member	\$1,595	\$1,795
Chapter Presidents	\$795	\$895
National Board Member	\$795	\$895
Guest (Full Name: _____)	\$180	\$180

Guest registration fee covers the Tuesday and Wednesday evening receptions only.

3. Payment Information

____ Check Enclosed (payable to ABC)

____ Credit Card: ____ Visa ____ MasterCard ____ American Express

Amount: \$ _____

Card Number: _____ Exp. Date: _____

Print Name on Card: _____

Authorized Signature: _____

Registration Policies

Full payment must accompany this registration form. Please note that ABC does not invoice attendees for registration fees and does not accept registrations by telephone. Information packets will be mailed to registrants.

Cancellation Policies

Cancellations received before Jan. 13, 2012, will be given a full refund. Cancellations received between Jan. 13, 2012, and Jan. 30, 2012, will be assessed a \$100 administrative fee. No refunds will be given after Jan. 30, 2012, and refunds will not be given for no-shows after the event. Refund requests must be submitted in writing. To request a cancellation form, call the ABC meetings department at (703) 812-2021.

Travel and Hotel Reservations

Attendees are responsible for making their own travel and hotel reservations. For more information, call the ABC meetings department at (703) 812-2021.

4. 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
to ABC's secure fax line
with credit card info:
(703) 812-8235

Go online
to register using ABC's
secure website:
www.abc.org/BizCon