

Arizona Society of CPAs and
CFMA – Valley of the Sun Chapter



Construction Industry Conference

November 5, 2009

Black Canyon Conference Center – Phoenix





Program

This conference is designed to serve the needs of financial professionals in the construction industry. The conference will address current developments in construction accounting and business practices.

CONFERENCE AGENDA

7:30 – 8:00 Registration and Continental Breakfast

8:00 – 8:05 Welcome
David James
Conference Committee Chairperson

8:05 – 9:05 Impact of the New Administration on Construction Taxation and Operations
John Armour

Stimulus legislation, 2010 Federal Budget and regulatory initiatives are changing the way contractors should evaluate tax planning, entity structure, contractual agreements and risk assessments. Opportunities are also created. This session will discuss what those changes are and how to plan for future impacts.

9:10 – 10:15 Combating Construction Fraud
Michael Noyes

This presentation will review the demographics of people who commit fraud, ten common methods for perpetrating construction fraud and ten methods for deterring construction fraud. The presentation will present real life examples and cover deterrents applicable to both large and small companies.

10:15 – 10:30 Refreshment Break

10:30 – 11:30 Can Your Client Weather the Storm?
David Allison

Allison will lead a lively discussion of the client acceptance and going concern issues affecting construction contractors in our current economy. Issues include adequacy of backlog, cancelled contracts, financial stability, major customers or concentrations, subcontractor failures, bank strength or willingness to lend and more.

11:30 – 12:45 Luncheon—Sponsored by CBIZ and Mayer Hoffman McCann PC
Arizona Economy and Budget: How Do We Fix It?
Arizona Treasurer Dean Martin

Treasurer Martin will discuss how we got into this economic mess, how long it will last and what the future will bring. He accurately warned of the current budget crisis two years before anyone else. He'll lift the veil on the state's finances and provide attendees real

transparency on the state's budget problems and what it will take to fix it.

12:45 – 1:00 Exhibitor Break

1:00 – 2:00 Ice on My Toes – Embrace the Storm
Lorraine Bergman

Bergman will share the challenges and successes of taking sole responsibility of Caliente Construction after the death of her husband.

2:00 – 3:15 Mechanic's Liens on Financially Distressed Projects: What Are a Lien Claimant's Chances for Recovery?
Michael Holden

This session will focus on unique issues and defenses that mechanics' lien claimants may confront on financially distressed projects. The topics will include preserving mechanics' lien claims against bankrupt owners; the priority fight between lien claimants and lenders; the effect of "pay-if-paid" clauses on lien rights and other common defenses that haunt lien claimants.

3:15 – 3:30 Snack and Refreshment Break

3:30 – 4:30 Prequalification of Owners, General Contractors and Subcontractors
Kevin Burnett

Burnett will cover procedures that will assist you in evaluating whether to pursue a project (go/no go decision) and in evaluating your potential project team members from both a general contractor and subcontractor perspective.



Thank You to Our Sponsors:

Lunch Sponsor—CBIZ and Mayer Hoffman McCann PC

Exhibitors:

Allied North America Insurance Brokerage of Arizona, LLC

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CONFERENCE PLANNING COMMITTEE

David L. James, CPA, CCIFP
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Marjorie Weber, CCIFP
Irontree Construction, Inc.

LOCATION:

Black Canyon Conference Center
9440 North 25th Avenue
Phoenix, AZ 85021
(602) 944-0569

I-17 to Dunlap. Exit east on Dunlap and turn north (left) on 25th Avenue. Center is 1/4 mile north of Dunlap on west (left) side of 25th Avenue. Facility is walking distance from the Courtyard by Marriott (Metrocenter). Center is approximately 25 minutes from the airport.

Recommended CPE Credit – 8 hours

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Course Code — CIC

ASCPA/CFMA Member Fee: \$240 Nonmember Fee: \$315

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The ASCPA will be processing checks submitted in payment as an Electronic Funds Transfer (EFT) transaction. Funds may be withdrawn from your account as soon as the same day we receive your payment. Note: All rules and policies of the Arizona Society of CPAs apply to this conference. Refer to the 2009-10 ASCPA CPE Resource Catalog for more details or call the ASCPA CPE Department at (602) 252-4144, ext. 213.

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Speakers

David Allison, CPA, CCIFP, is a shareholder in the national CPA practice of Mayer Hoffman McCann P.C. in Kansas and leader of the CBIZ Midwest Construction Industry Group. With more than 29 years in public accounting he provides a variety of attest, tax and consulting services, including IT and operations reviews for small to large contractors. He speaks on construction financial management fundamentals, auditing construction contractors, bonding capacity, bidding and estimating, job costing methods and numerous other topics.

John R. Armour, CPA, CCIFP, is the west region national construction industry services director for CBIZ, Mayer Hoffman McCann P.C. Serving as chair of the Tax and Fiscal Affairs Committee of the Associated General Contractors of America, he is responsible for leadership of tax agenda initiatives for the construction industry on a national level including legislative revisions to tax code and working with the IRS and Treasury on regulatory improvements.

Lorraine Bergman retired from APS, started her own consulting company Strategic Change Management and in 2001 went to work full time at Caliente the construction company she and her husband formed in 1999. She lost her husband to cancer in 2005 and assumed full leadership of the company. Today Caliente Construction has become an award winning company, one of the largest woman owned businesses in Arizona and is one of the top 50 largest construction companies in Arizona.

Kevin M. Burnett CPA, CCIFP, is a senior vice president with The Sundt Companies, Inc. He has more than 25 years of experience in the construction/real estate industries. Burnett is actively involved in and is one of the architects of the company's prequalification process on owners, joint venture partners and

subcontractors. He is a member of the board of directors of the Valley of the Sun CFMA

Michael J. Holden is with the firm Holden Willits Murphy PLC. He has concentrated his practice more than 23 years in the areas of commercial litigation and construction law. As the founder and first chairman of the Arizona State Bar Construction Law Section, he is currently a member of the Arizona Builders' Alliance Legal Advisory Council; the American Subcontractors Association of Arizona and the American Bar Association Construction Forum Committee, Fidelity and Surety Committee and Tort and Insurance Practice Section.

Treasurer Dean Martin is a statewide constitutional officer and serves as Arizona's Chief Financial Officer, responsible for the prudent custody and management of state and local monies. He serves as the chairman of the State Board of Investment and State Loan Commission, as the State Surveyor General and on the State Land Selection Board. Martin has been recognized nationally as "Hero of the Taxpayer."

Michael E. Noyes, PE, is with the firm of Clifton Gunderson LLP in Colorado. For the past 14 years he has provided consulting services in construction and natural resources matters with emphasis and expertise in construction auditing, construction claims and oil and gas disputes. Prior to consulting he provided design and construction services to the oil and gas industry in Texas, Gulf of Mexico and Alaska.