

**WEDNESDAY OCTOBER 25, 2017**

- 1:00 – 2:45 p.m. **Tax Update**  
Sarah Windham, Dixon Hughes Goodman, LLP  
An update on important tax laws that may impact contractors as well as the latest in tax reform news.
- 2:45 – 3:00 p.m. **Break**
- 3:00 – 4:45 p.m. **Ethics**  
Garland Granger  
This course satisfies the annual ethics requirements of the NC State Board of CPA Examiners. (Please note that Wednesday's sessions are not available as two separate sessions. You may attend one or both sessions. Pricing is the same.)
- 5:00 – 7:00 p.m. **Sponsor Reception**  
Sponsored by Williams Overman Pierce, LLP

**THURSDAY OCTOBER 26, 2017**

- 6:30 – 8:00 a.m. **Full Breakfast**  
Sponsored by Elliott Davis Decosimo
- 8:00 – 8:05 a.m. **Welcome**
- 8:05 – 9:35 a.m. **Economic Update**  
Dr. Bruce Yandel, Clemson University
- 9:35 – 9:50 a.m. **Break**
- 9:50 – 10:50 a.m. **Key Performance Indicators in Construction**  
Tim Wilson – BKD  
During this session, Tim will discuss various Key Performance Indicators (KPI's) that construction companies can use to assist in the management of their organizations and achievement of strategic goals. KPI discussions will include liquidity, profitability, leverage and efficiency indicators, with a detailed discussion of how to implement a KPI approach within your company.
- 10:50 – 12:05 p.m. **Legal Panel Discussion**  
Frank Elmore – Elmore Goldsmith, Bob Burchette – Johnston Allison & Hard, Allen Gibson – Womble Carlyle Sandridge & Rice address the top 5 risks facing Carolina contractors based on survey results from CFMA members. They will also address managing risks under the new 2017 AIA Construction Documents and Consensus Docs.
- 12:05 – 1:10 p.m. **Lunch**  
Sponsored by Dixon Hughes Goodman LLP
- 1:10 – 2:45 p.m. **Leading Change**  
Lee Smither – FMI  
Change is inevitable and our industry is not immune to trends that are forcing companies of all size and shape to reevaluate what they need to do to be successful. This presentation will highlight some of the major trends that are creating upheaval in the E&C industry and how today's leaders must lead their company through the change process in order to build a sustainable organization for the future. Doing what you have always done just won't work in today's environment.
- 2:45 – 3:00 p.m. **Break**
- 3:00 – 4:30 p.m. **"Strategies for Competing in a Data-Driven Economy"**  
Steve Coughran – Coltivar  
By the end of 2017, an estimated 75% of companies across different industries will have invested in big data analytics. In the construction industry, however, a mere 6% of professionals are familiar with the concept of the Internet of Things. Construction companies have just started to harness the power of information. By integrating analytics with the right strategies, construction companies have the opportunity to be on the forefront of a revolution. This session will introduce a strong strategy framework and techniques for data collection and analytic integration to fuel profitability. It will discuss key areas of the business for implementation and teach accurate analysis methods to support positive organizational change.
- 4:30 – 4:35 p.m. **Wrap Up**

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**MAIL REGISTRATIONS:** Make Checks Payable to CFMA Carolinas Construction Conference and mail to: CFMA — P.O. Box 4482 — Greensboro, NC 27404.

Cancellations prior to October 10<sup>th</sup> will incur a \$25 cancellation fee. No refunds issued for cancellations after October 16<sup>th</sup>.

**ATTIRE:** Business Casual

**OVERNIGHT ACCOMMODATIONS:**

**CLICK HERE TO BOOK  
YOUR HOTEL RESERVATIONS ON-LINE**

Click on-line booking link above or call the hotel direct **336.294.1800**. When calling make sure you identify yourself as attending the CFMA Carolinas Construction Conference. Grandover Resort & Conference Center — 1000 Club Road, Greensboro, NC 27407.  
**Rate:** \$182 Single/Double — Availability Guaranteed through September 23<sup>rd</sup>. Group rates will be extended after the cut-off date as long as rooms are available.

**QUESTIONS?** Email Kay Swofford — [cfma@conferenceresourcesnc.com](mailto:cfma@conferenceresourcesnc.com) or call 336.430.4264.