

2nd
Annual



INLAND NORTHWEST CONSTRUCTION CONFERENCE 2018



READY. SET. BUILD.

March 14, 2018

8:00 a.m. — 4:00 p.m.

Spokane Convention Center



Inland Pacific
Chapter

POWERED BY:

Inland Northwest AGC
THE ASSOCIATED GENERAL CONTRACTORS OF AMERICA
Your Voice in the Construction Industry



SCHEDULE OVERVIEW

WEDNESDAY, MARCH 14, 2018

6:00 a.m.—7:30 a.m.	Exhibitor Move-In
7:00 a.m.—8:00 a.m.	Registration
8:00 a.m.—4:00 p.m.	Exhibit Hall Open
8:30 a.m.—9:30 a.m.	Breakout Sessions (3)
9:45 a.m.—10:45 a.m.	Breakout Sessions (3)
11:00 a.m.—12:00 p.m.	Breakout Sessions (3)
12:30 p.m.—2:00 p.m.	Lunch/Panel Discussion
2:00 p.m.—4:00 p.m.	Networking Reception

CONFERENCE LOCATION

LOCATION

This year's conference will be held at the Spokane Convention Center across from the Davenport Grand Hotel, downtown Spokane.

Spokane Convention Center
334 W. Spokane Falls Blvd.
Spokane, WA 99201
(509) 279-7000



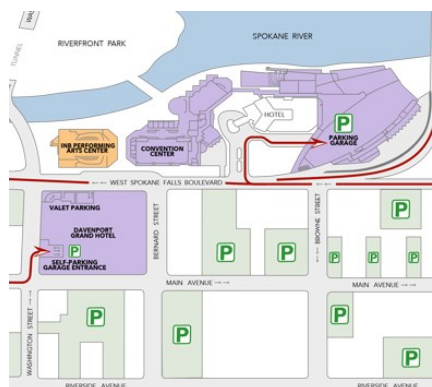
LODGING

Housing accommodations can be made at the Davenport Grand Hotel by calling (800) 918-9344. The Convention Center and INB Performing Arts Center are connected to the Hotel via the skybridge.

Lodging is also available through the DoubleTree by Hilton Hotel Spokane City Center by calling (509) 455-9600 and is connected by skybridge to the Spokane Convention Center.

PARKING

Parking for the INWCC is available at the DoubleTree by Hilton Hotel parking garage off of Spokane Falls Blvd. or at the Davenport Grand Hotel.



REGISTRATION INFO

Please indicate on the registration form all events/ sponsorships you will be taking part in.

CONFERENCE REGISTRATION FEES

Join the Inland Northwest Construction Conference 2018 for the second annual convention.

EARLY BIRD Attendee Registration.....\$79
Ends at close of business February 28, 2018
Includes all events, meals and program materials.

Attendee Registration (after 2/28/2018)\$100
Includes all events, meals and program materials.

Walk-in Registration (day of conference)\$150
Includes all events, meals and program materials.

GENERAL SHOW INFORMATION

Date & Time: Wednesday, March 14, 2018
8:00 a.m.—4:00 p.m.

CANCELLATION POLICY

Cancellations received on or before March 1, 2018 shall be entitled to a full refund. Cancellations received after that date shall be provided a refund based on the principle of no financial loss to the Inland Northwest Construction Conference (INWCC).

CONFERENCE REGISTRATION DEADLINES

In order to facilitate proper planning for this conference, we ask that you submit your registration to the INWCC no later than Friday, March 9, 2018.

HOW TO REGISTER

By Fax: (509) 532-4980

By Mail: 5813 E. 4th Ave., Suite 201
Spokane Valley, WA 99212

By Email: kimw@shba.com

By Phone: (509) 532-4990

GENERAL CONFERENCE INFORMATION

For further information or questions, please contact Kim Love at (509) 532-4990 or by email at kimw@shba.com.

The Inland Northwest Construction Conference will allow local builders, owners, contractors, developers, architects, engineers, facility managers, suppliers, manufacturer's representatives and employees to directly interact with building product manufacturers and highlights the latest in technology, innovations, educational seminars, networking and new business opportunities.

EDUCATION AT A GLANCE

This one-day conference will provide educational and networking opportunities for highway and heavy construction, commercial building, residential construction and safety, plus informative exhibitor demonstrations for the entire construction industry.

BREAKOUT SESSION #1

Motivational Leadership: A Leaders Guide to Producing a Sustaining Culture of Excellence

8:30 a.m.—9:30 a.m.

Strata Company

Managing an organization involves using coordinated processes, controls and direction to effectively accomplish the mission of the organization. Leadership entails the ability to empower others to perform efficiently and successfully in their job roles, inspiring confidence and enthusiasm among employees. If you want to lead your team to greatness, then you can't afford to miss this session!

I Can't Find Any Good Employees

8:30 a.m.—9:30 a.m.

ActionCOACH

With historically low unemployment levels, it is becoming harder every day to recruit, interview, and hire employees—especially in the construction industry. Learn how to overcome a full employment economy and recruit your next best employee! Kevin will show you the best methods for sourcing and recruiting job candidates, how to sharpen your interview skills, use psychometric profiling to ensure you have the right candidate for the job, and develop an onboarding process to ensure your new employee stays and becomes productive immediately.

The State of Cyber Security Today

8:30 a.m.—9:30 a.m.

Travelers

Did you know that 60% of small to medium size companies are out of business within 6 months due to a data breach? Up to 72% of all cyber attacks target businesses with < 100 employees, with an average financial loss of \$188,242. All is not lost, come hear from Keilyn and learn some relatively simple and inexpensive steps that can be taken.

BREAKOUT SESSION #2

Increasing Your Leadership Power to New Levels of Excellence

9:45 a.m.—10:45 a.m.

Associated Industries

Have you ever had a negative day as a leader? How did you feel at the end of it? Tired, drained...Now, have you ever had a positive day as a leader? How did you feel at the end of it? Energized. What if you could create every day to be a great day for yourself? What would that do to your abilities and successes as a leader? In this highly interactive program, you will learn how to make every day that way through actual tools and techniques that will increase your energy level resulting in more effective leadership capabilities.

A Look Inside Emerging Technologies in Construction

9:45 a.m.—10:45 a.m.

Viewpoint

In this session, we will explore the coming transformation within the construction industry. Learn about how you can take advantage of the technologies that are quickly gaining adoption within architecture, engineering and construction.

BREAKOUT SESSION #2

Dazed and Confused: The Buzz Surrounding Legalized Marijuana in the Construction Industry

9:45 a.m.—10:45 a.m.

Campbell & Bissell, PLLC

Marijuana is the most commonly used illicit drug in the United States and is causing a massive impact on employers' ability to hire and retain competent and talented employees. The confusion between state and federal laws regarding its legal use is often a hazy issue for both employers and employees, particularly since Washington has legalized the drug for recreational use. This session will help you understand the ways your workplace can be affected by the widespread use of both medical and recreational marijuana and the rights you still have as an employer.

BREAKOUT SESSION #3

Time Management for Business Professionals

11:00 a.m.—12:00 p.m.

MySite Marketing

Time management isn't a skill you're born with—it's something any individual can learn and master with the right tools and strategies. From improving communication and streamlining workflow to identifying time-wasters and minimizing interruptions, there are numerous strategies for gaining more control over your tasks, time, and priorities than you ever thought possible. We all have the same amount of time each day. The way we manage this time determines our success.

Benefits, Risks and Emerging Law on Drones & UAV's in Construction

11:00 a.m.—12:00 p.m.

initial.aec

During this session, Kailey will cut through the confusing and conflicting information out there and provide you with best practices for drone use in marketing and sales, jobsite management and land development. Learn the key guidelines you need to be aware of to ensure safe operations and FAA compliance while minimizing liability.

Safety: What Will Cost You \$\$\$

11:00 a.m.—12:00 p.m.

Safety Roundtable

The safety and health of any company can sometimes be an overlooked priority. This roundtable session is a good opportunity to share experiences, troubleshoot problems and network with peers in a smaller, informal setting. Topics of discussion will include General Contractor and Subcontractor Relationships (*Stute*); Fall Protection—What's on the Horizon; Recent Changes to the Confined Space Rule; The Most Frequently Cited Citation—Accident Prevention Programs; and more.

EDUCATION AT A GLANCE

Don't wait
for opportunity.
Create it.

READY.

SET.

BUILD.

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PANEL DISCUSSION

The Next Leap Forward

Knowledge Sharing with Construction Industry Leaders

The Process | The Technology | The Industry

Last year, construction firms increasingly turned to cutting-edge technology to improve workflows, reduce expenses and increase project efficiency. In 2018, this investment is only expected to take off.

Today there are many advancements and considerations when it comes to adopting new technologies, including cost, integration, implementation and training. However, while some leaders are adapting quickly, others are finding it more difficult to make the jump. The challenge of our ever changing world makes it more important than ever for construction professionals to pay attention to the latest advancements in technology and determine when and how to make the leap. Join users and technology professionals to discuss the technology that makes our industry a more agile and collaborative environment from sales through operations. Let's take the leap together!

Meet your panel members:

John Mandere — Owner, Mandere Construction, Inc.

Kat Getchell—Project Controls Manager/Construction and Project Management, OAC Services

Wayne Newitts — Director Strategic Partnerships, Viewpoint

Brooke Baker — Business Development Director, Baker Construction & Development, Inc.

Tony Spratling—Director of Performance and Innovation, Bouten Construction Company

Drew Benado—Building Division Manager, Greenstone

Robert Miller—Owner, Spokane Drone Photography

Dan Kuney—Vice President, Kuney Construction—Moderator

EXHIBITOR DEMONSTRATIONS

Want to see how a piece of equipment works? Find out how it can help you do your job more efficiently? Don't miss the *Exhibitor Demonstrations* at INWCC. These live action, how-to sessions led by top manufacturers will demonstrate the products for you, and show you tips and best practices that will help increase your productivity and boost your business.

Be sure to visit with all of our INWCC exhibitors to learn more about the products and services offered by our diverse range of exhibitors and sponsors. Attendees will be eligible for many prizes throughout the day.

HOSTED NETWORKING RECEPTION WITH EXHIBITORS

Make sure that you stay for the hosted Networking Reception with Exhibitors at the conclusion of the Conference to further your resource network. Meet new contacts or catch up with old ones...

After a day packed with great information, come and network with conference attendees and exhibitors plus enjoy beer, wine, hors d'oeuvres and drawings. Be a part of the industry's most powerful gathering of innovators, leaders and entrepreneurs shaping and transforming the construction industry through technology today. The conversation doesn't have to end in the classroom. This event will provide you with the opportunity to build lasting relationships with key professionals and stakeholder groups.

REGISTRATION



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COMPANY INFORMATION

Company Name (as it should be listed on event materials)

Address, City, State, Zip

Contact Person

Phone

Email Address

ATTENDEE INFORMATION

Attendee Name(s) (as it should appear on badge)

Attendee Name(s) (as it should appear on badge)

BILLING INFORMATION

Check Enclosed (Make payable to SHBA)

MasterCard

Visa



Bill Company

Credit Card Number

Name On Card

☐ Early Bird Attendee Registration @ \$79 (ends February 28, 2018)

☐ Attendee Registration @ \$100 (after February 28, 2018)

☐ Total Registrations @ \$ x _____ = \$ _____

Exp. Date

CVV Code

Signature

CONFERENCE SPONSORSHIPS

EVENT SPONSORS

- ☐ Lunch Sponsor
- ☐ Signage Sponsor
- ☐ Technology Sponsor

EVENT SPONSORS (cont.)

- ☐ Keynote Discussion Sponsor
- ☐ Networking Reception Sponsor

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- ☐ Pen Sponsor **SOLD** EDGE CONST. SUPPLY

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- ☐ Performance Level Sponsor

SNACK SERVICE SPONSORS

- ☐ Morning Break **SOLD** MJ TAKISAKI, INC.
- ☐ Afternoon Break **SOLD** ADVANCED BENEFITS

WAYS TO REGISTER

By Fax

(509) 532-4980

By Mail

5813 E. 4th Ave., Ste. 201
Spokane Valley, WA 99212

Online

<https://bpt.me/3326656>

By Email

kimw@shba.com

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