



Perfect
PARTNERS

HALF-DAY CONSTRUCTION SYMPOSIUM



A **ONE**-stop, **HALF**-Day Information-Packed Event for PA's Commercial Construction Industry! **SIX** topics, **SIX** presenters, **THREE** hours of education followed by **ONE** hour of networking, drinks and hors d'oeuvres.

WEDNESDAY, JANUARY 23, 2019
12:30 P.M. - 5:00 P.M.
RED LION HOTEL HARRISBURG HERSHEY
4751 LINDLE ROAD, HARRISBURG, PA 17111

12:30 p.m.	Registration Opens
1:00 p.m. - 4:00 p.m.	Educational Sessions
4:00 p.m. - 5:00 p.m.	Networking Cocktail Hour

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EDUCATION SCHEDULE

Time	Topic/Presentation	Speaker(s)
12:55 p.m.	Welcome & Opening Remarks	Loni Warholic, ASA of Central PA & John Alexander, PBX
1:00 p.m. - 1:30 p.m.	“The Maddening World of Healthcare, Benefits & Insurance - Join the Conversation!”	Matt Pfeiffenberger, Murray Securus
1:30 p.m. - 2:00 p.m.	“What Do I Do NOW?! - How to Handle an OSHA Inspection”	Michael Metz-Topodas, Esq., Cohen Seglias & Denny Buck, Buck & Associates
2:00 p.m. - 2:30 p.m.	“The New Tax Code & Impacts to Business Value”	Eric Blocher, CPA, CVA, ASA, McKonly & Asbury
2:30 p.m. - 3:00 p.m.	“Win More Prevailing Wage (Davis-Bacon) Jobs, Stay Compliant & Reduce Your Workload”	Christine Lawrence, Fringe Benefit Group
3:00 p.m. - 3:30 p.m.	“Litigation & Legislation: Review, Reflections & Outlook - Where We've Been & Where We're Going”	Michael Metz-Topodas, Esq., Cohen Seglias
3:30 p.m. - 4:00 p.m.	“Selling to the State & Federal Government”	Robert E. Brown II, Director, Procurement Technical Assistance, SEDA Council of Governments

REGISTRATION

ASA and/or PBX Member	\$50
Non-Member	\$70

SPONSORSHIP OPPORTUNITIES

Event Sponsor	\$500	<ul style="list-style-type: none"> Predominant signage throughout event Four event registrations Recognition on all marketing Display table at registration and reception
Networking Reception Sponsor	\$300	<ul style="list-style-type: none"> Signage at reception Two event registrations Recognition on all marketing Display table at reception
Education Sponsor (6 Available)	\$200	<ul style="list-style-type: none"> Recognition during one educational session Two event registrations Recognition on all marketing

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ABOUT THE SPEAKERS



ERIC BLOCHER, CPA, CVA, ASA

Eric Blocher is a Principal with McKonly & Asbury with over 26 years of public accounting experience. He has oversight responsibilities for audits, reviews, and compilations for a wide range of service providers.

As the leader of the valuation team, Eric has over 19 years of business valuation consulting experience. He has been instrumental in developing a successful practice providing valuation and litigation support services. He has valued more than 150 closely held businesses in various industries including professional services, real estate, manufacturing, retail, food services, automotive dealerships, and others. Eric has also developed focused industry knowledge providing business valuation services for Employee Stock Ownership Plans (ESOPs) and family limited partnerships. [Read more.](#)



MICHAEL METZ-TOPODAS, ESQ.

Michael focuses his practice on both construction and commercial litigation. He handles a range of matters in his construction litigation practice, including delay and inefficiency claims, design and construction defects, bond claims and mechanics liens, and differing site conditions cases. He also defends clients in commercial disputes involving corporate ownership and shareholders' rights, insurance coverage issues, and Telephone Consumer Protection Act (TCPA) and Fair Debt Collection Practices Act (FDCPA) claims.

Michael has substantial experience in all phases of litigation, including pre-litigation counseling, case assessment, pleadings, written discovery, document production, taking and defending depositions, briefing and oral argument for substantive and procedural motions, mediations and settlements, trial and arbitration advocacy, and post-arbitration proceedings. He frequently handles appealing trial court decisions in both federal and state court. Michael's litigation practice also includes advising clients on e-discovery issues, such as preservation, collection, production, and protective orders, with a focus on using cost-effective methods to comply with discovery obligations. [Read more.](#)



MATT K. PFEIFFENBERGER

Matt began his career with Murray Securus in 2006. Matt brings a broad range of skills and experience to Murray Securus having worked in the employee benefits industry for over twenty-five years. During his career Matt has lead full-service employee benefits communications and client services teams which provide year-round employee support, engagement and education services to client-employers. He is also a noted speaker in the area of employee benefits, strategic planning and healthcare reform.

At Murray Securus, Matt leads the Health Benefits sales team and is also responsible for benefit communications, benefits and HR training, as well as advocacy and compliance support for both Murray Securus' benefit clients and the agency's benefits consulting teams.

Matt serves as Murray's agency lead in tracking the development and enactment of the Affordable Care Act and its implications for employer-sponsored benefit plans. Matt has spent significant time in Washington D.C. since 2009 on behalf of his clients, their employees and the employee benefits industry. He serves on the Advisory Board of the Council of Employee Benefits Executives for the Council of Insurance Agents and Brokers (CIAB). [Read more.](#)

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ABOUT THE SPEAKERS



DENNY BUCK

ASACP's Chapter Safety Consultant, Dennis Buck, CHCM, CSM, CHST, OSHA Consultation Program Consultant (31+ years, retired), Principal, Buck & Associates has conducted 100+ OSHA 30-hour training classes, seminars and lectures. Denny is the former regional representative of the PA OSHA Consultation Program. Denny has an engaging training style and knows the regs inside and out. He is very reasonable in his approach to OSHA compliance and will draw on his 30+ years experience to educate the trainees. He will provide practical answers to questions and tell stories based on his experience to illustrate his points.



ROBERT E. BROWN II

Robert has been the Program Director of the SEDA Council of Governments, Procurement Technical Assistance Center since 2005. The PTAC program assists small businesses in obtaining local, state, and federal government contracts. Mr. Brown has 25 years' experience in private industry in the areas of commercial purchasing, accounting, and management. His industry experience includes retail, construction, and manufacturing. He is currently a Certified Associate Contracting Assistance Specialist with the Association of Procurement Technical Assistance Centers. Robert is also a Veterans Administration certified counselor through the Office of Small and Disadvantaged Business. Robert obtained his MBA from Bloomsburg University of Pennsylvania in 1996.



CHRISTINE LAWRENCE

Christine has been a Regional Sales Associate with The Fringe Benefit Group - The Contractors Plan since 2009, saving contractors money on payroll burden, allowing them to bid lower and maximize owner contributions to retirement accounts, and staying in compliance with government regulations. Christine attended Dean College for Marketing. Christine is actively involved in both ASA of Central PA, PBX and ABC Keystone. She has been a part of the Perfect Partners Meet the GCs Expo Committee for the past six years.

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PRESENTATION DESCRIPTIONS

THE MADDENING WORLD OF HEALTHCARE, BENEFITS & INSURANCE - JOIN THE CONVERSATION

The healthcare and medical insurance landscape continues to change at a dramatic pace. How healthcare plans are developed, priced, and delivered to employers is more complex than ever. This “perfect storm” of change presents tremendous challenges and new opportunities to companies of all sizes as they determine how to best provide a benefits program that can help retain key staff and also attract new talent to their organizations. The same old approach to cost will no longer work as organizations struggle to sustain their benefits programs into the future. New strategies and new solutions have evolved in response to the growing complexity and increasing cost of healthcare. The conversation is changing and cannot be ignored – please join in.

WHAT DO I DO NOW?! - HOW TO HANDLE AN OSHA INSPECTION

Investigate the legal and practical aspects of handling an OSHA visit

LITIGATION & LEGISLATION: REVIEW, REFLECTIONS & OUTLOOK - WHERE WE'VE BEEN & WHERE WE'RE GOING

Examines 2-3 significant cases from 2018 and their implications for 2019 as well as 2-3 pieces of legislation working their way through the General Assembly

THE NEW TAX CODE & IMPACTS TO BUSINESS VALUE

The Tax Cuts and Jobs Act was passed on December 22, 2017 and became effective on January 1, 2018. The Act affects many aspects of business valuation and this presentation will focus on some of those aspects including a new C corporation 21% flat tax rate; temporary changes in individual income tax rates (lower rates and changed income limits); new limitations on the deductibility of interest expense; one hundred percent expensing of certain capital expenditures; and a 20% Pass-through income deduction for “qualified business income” (QBI) for certain PTEs.

CONTRACTING WITH THE GOVERNMENT

Learn the characteristics of a successful government contractor, federal government market characteristics, government marketing strategy, what a small business specialist is, what qualifies as a “small business” for federal and state contracting, what the federal contract self-certifications and contracting goals are, about the SBA federal contract formal certifications/mentor protégé program, PA Small Business Certification and PA Small Diverse Business Certification, where to access online vendor registrations and the SAM website, federal internet bidding resources, commonwealth of PA vendor registration, where to find government contracting assistance and more.

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