

# 2009 Membership Meeting



**build**



**learn**



**support**



**unite**



**network**

**November 19, 2009**  
**Wyndham Indianapolis West**  
**2544 Executive Drive**  
**Indianapolis, IN 46241**  
(formerly the Adam's Mark Hotel)



**REGISTRATION PACKET**

# SCHEDULE AT A GLANCE

9:00 - 10:00 AM	<b>Registration</b>		
10:00 - 11:15 AM	Opening Session and Keynote Speaker: Steve Ford		
11:15 - 11:30 AM	Relationship Building/Networking Break		
11:30 AM - 1:15 PM	Lunch Presentation and Safety Program Awards Presentation		
1:15 - 1:30 PM	Relationship Building/Networking Break		
1:30 - 2:30 PM <b>SESSION ONE</b>	Integrating Safety, Quality and Production - Part 1	A Conversation with the Commissioner	The Referendum Conundrum: What Contractors Should Know
2:30 - 2:45 PM	Relationship Building/Networking Break		
2:45 - 3:45 PM <b>SESSION TWO</b>	Integrating Safety, Quality and Production - Part 2	The Evolution of Social Media	Financial Literacy in Today's Market
4:00 - 5:30 PM	Relationship Building/Networking Reception		

## KEYNOTE SPEAKER - Leading with Character

On August 9, 1974, Gerald R. Ford assumed the reins of the presidency following the resignation of Richard Nixon. Suddenly, **Steve Ford** was thrust into the role of "First Son." During Mr. Ford's non-political presentation, you will learn the tools of his success in and outside Washington, DC. With a focus on such issues as the value of a strong family unit, living life with values and character, setting and juggling priorities, and making the right choices in life, Steve's presentation is entertaining, enlightening, insightful and inspirational.

## Integrating Safety, Quality and Production - Parts 1 and 2

Learn how successful contractors incorporate and balance the demands of production with safety and quality, from pre-bid to delivery of a project. A six-person panel composed of senior management, a safety director, a quality director, an attorney, a general foreman and an estimator will discuss how their companies incorporate safety, quality and production in all phases of a construction project. While this is a two-part program, each segment stands alone. Attendance at both or either would be appropriate.

## A Conversation with the Commissioner

Always one of our more popular sessions, **INDOT Commissioner Mike Reed** will join us to discuss a number of issues. Topics will include the size of INDOT's program, types of projects, upcoming projects and the letting schedule. A Question and Answer session will follow the Commissioner's remarks.

## The Referendum Conundrum: What Contractors Should Know

Many referendums in Indiana have not been successful. Find out why some referendums passed and others did not. Learn what contractors can do to help their positions...and what should be avoided. **Attorneys Jane N. Herndon and Thomas W. Peterson, partners at Ice Miller LLP**, will bring their extensive knowledge/experience in school and municipal finance issues to this session.

## The Evolution of Social Media

Social media and other interactive technologies are gaining increased attention for use as business development strategies. The list of tools grows daily. Examples: blogs, podcasts, Facebook, Twitter, Ning, LinkedIn, and many formerly consumer retail focused sites like Yelp! and GetFave. Join **Tom Hiron, president and CEO of Hiron & Company**, and **Damon Richards, president of Port-to-Port Consulting**, as they discuss the trends and technological implications to your business of this evolving medium. Learn how to use some of these tools to enhance your personal and business online presence.

## Financial Literacy in Today's Market

**Steven George, CPA of Somerset CPAs Construction A/E Team**, will discuss what can be done today to make a company stronger now and better positioned for the industry recovery. He will also discuss operational and financial strategies for navigating an economic downturn, working with banks and sureties, profit vs. cash flow, change order management, anticipating and managing tax obligations, sharpening your communication infrastructure, and more. Come see how retooling your management processes can help your company not just survive, but really thrive.

# REGISTRATION FORM

## ICA Membership Meeting – November 19, 2009

Please complete one form for each registrant.

First Name \_\_\_\_\_ Last Name \_\_\_\_\_ Nickname for Badge \_\_\_\_\_

Company \_\_\_\_\_ Title \_\_\_\_\_

Mailing Address \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_

Special Needs (dietary, etc.) \_\_\_\_\_

Person Completing Form \_\_\_\_\_ Phone \_\_\_\_\_

**REGISTRATION FEE: \$95/per person** (The opening session, luncheon, educational session and relationship building/networking reception are included.)

**Please choose only one option per session:**

### Session One (3 concurrent seminars)

- Option 1: Integrating Safety, Quality and Production - Part 1
- Option 2: A Conversation with the Commissioner:  
INDOT Commissioner Mike Reed
- Option 3: The Referendum Conundrum: What Contractors  
Should Know

### Session Two (3 concurrent seminars)

- Option 1: Integrating Safety, Quality and Production - Part 2
- Option 2: The Evolution of Social Media
- Option 3: Financial Literacy in Today's Market

### Complete and return to Indiana Construction Association

By mail: One North Capitol Avenue, Suite 1000  
Indianapolis, Indiana 46204

By fax: (317) 472-6767

By e-mail: [ica@inconstruction.org](mailto:ica@inconstruction.org)

#### METHOD OF PAYMENT:

- Please invoice company
- Check enclosed

Please charge my credit card:



CARD NUMBER \_\_\_\_\_

EXP. DATE \_\_\_\_\_

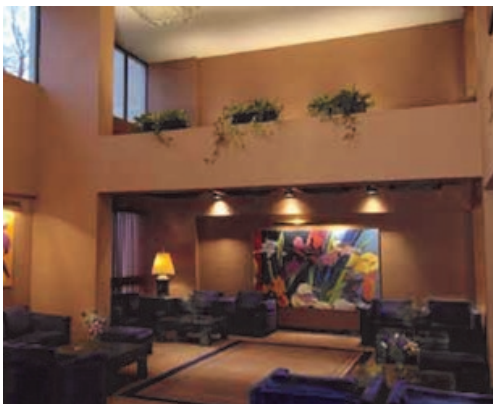
SIGNATURE \_\_\_\_\_

NAME ON CARD \_\_\_\_\_  
(PLEASE PRINT)

AMOUNT  
Number of attendees x \$95 = \_\_\_\_\_

**PARKING:** For your convenience, the hotel has parking available directly adjacent to the Event & Meeting Center. This large surface parking lot is located at the back of the hotel.

**REFUNDS:** No refunds will be given after Wednesday, November 11, 2009. However, substitutions are welcome.



### Accommodations

The premier hotel on the west side of Indianapolis. **Wyndham Indianapolis West** (formerly the Adam's Mark Hotel) is perfectly located just minutes away from the all-new Indianapolis International Airport.

A block of rooms has been reserved for a group rate of \$109 per night plus applicable taxes; group rate expires October 26, 2009. All reservations must be made individually through the hotel's reservation department by calling (317) 381-6181. When making room reservations, please mention you are attending the ICA Membership Meeting to receive the special rate.

# SPONSORSHIP OPPORTUNITIES

ICA Membership Meeting – November 19, 2009

Sponsor the 2009 ICA Membership Meeting. Gain maximum exposure among potential business partners and receive public recognition as a company that “gives back.” ICA's Membership Meeting is the most important relationship-building event of the year. It brings together over 250 construction professionals from around the state, with experts presenting their views on key topics impacting the industry.



## SPONSORSHIP LEVELS

- **Platinum (\$3,000):** Three complimentary registrations, logo placement on the event banner, logo placement in the event program, listing on supplemental event signage and acknowledgement in *ICA News*.
- **Gold (\$2,000):** Two complimentary registrations, logo placement on the event banner, listing on supplemental event signage and acknowledgement in *ICA News*.
- **Silver (\$1,000):** One complimentary registration, listing on supplemental event signage and acknowledgement in *ICA News*.

Company \_\_\_\_\_ Contact \_\_\_\_\_

Mailing Address \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_

Person Completing Form \_\_\_\_\_

Complimentary registrants based on the level of sponsorship selected:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

**Please add my company name to the growing list of sponsors for the 2009 ICA Membership Meeting on Thursday, November 19.**

- **Platinum Sponsorship - \$3,000**
- **Gold Sponsorship - \$2,000**
- **Silver Sponsorship - \$1,000**

### Complete and return to Indiana Construction Association

By mail: One North Capitol Avenue, Suite 1000  
Indianapolis, Indiana 46204

By fax: (317) 472-6767

By e-mail: [ica@inconstruction.org](mailto:ica@inconstruction.org)

For additional sponsorship information, contact ICA at (317) 472-6777.

**DEADLINE TO REGISTER TO BE A SPONSOR:  
Wednesday, November 4, 2009**

### METHOD OF PAYMENT:

- Please invoice company
- Check enclosed

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