



Eastern Contractors
Association, Inc.



Northeastern Subcontractors
Association



Associated General Contractors
of New York State

NESCA/ECA/AGC JOINT EDUCATIONAL PROGRAM

“Leadership Development Series for Young Professionals”

(Instructed by Young Professionals for Young Professionals)

DATES: April 2, 16, 30, May 14, 28 and June 11, 2024

TIME: 8:30 – 9:30 a.m. (each morning): Continental Breakfast Served at 8:00 a.m.

PLACE: Building Industry Center, 6 Airline Drive, Albany, New York

COST: \$150 per person for Members of NESCA, AGC-NYS or ECA (\$30 for individual sessions)
\$250 per person for Non-Members (\$50 for individual sessions)

INSTRUCTORS:

“Fundamentals of Insurance” – Rick Otis – NFP Corp.

“Fundamentals of Employment & Human Resources” – Danielle Godin – Barrett Industries

“Fundamentals of Accounting & Financial Management” – Nate Pannucci – Teal, Becker & Chiaramonte CPAs

“Fundamentals of Bonding” – Casey LaChapelle – NFP Corp.

“Fundamentals of Banking” – Ian Townsend – NBT Bank, NA

“Fundamentals of Construction Law” – Gregory Spaun – Welby, Brady & Greenblatt, LLP

PAYABLE TO NORTHEASTERN SUBCONTRACTORS ASSOCIATION, INC.

Professional development is beneficial not just for your employees but also for your business. It provides employees with more opportunities for career advancement and can make them more valuable as their level of expertise grows. Professional development improves their skill set and knowledge, and your company also benefits from their growth as employees.

This series of six professional development seminars is intended to help young management-level employees of NESCA, AGC-NYS and ECA members to build a solid foundation of knowledge in the “business side” of the construction industry. Areas to be covered will include the following and much more:

Insurance

Risk Management & How Insurance Works
Types of Construction Industry Insurance Coverage
How to Obtain the Best Insurance Pricing

Employment & Human Resources

Recruiting, Hiring & Performance Evaluations
Wages & Hours
Discipline & Firing

Accounting & Financial Management

Definitions and Concepts of Accounting
Core Financial Statements
Financial Basis vs. Tax Basis

Bonding

Types of Bonds
Surety as a Prequalification Service
Requirements to Secure a Bond

Banking

Importance of Banking for Construction Businesses
Banking Products & Services
Building Relationships with Banks

Construction Law

What is a Contract and What Makes it Enforceable
Bidding Issues and Contracts by Public Bid
Spotting Red Flags in Contracts

REGISTRATION FORM

Leadership Development Series for Young Professionals

April 2, 16, 30, May 14, 28 and June 11, 2024

Building Industry Center, 8:30 - 9:30 a.m. (each morning)

REGISTRATION FEE

Full Six-Seminar Series: \$150 per person for members of NESCA, AGC-NYS or ECA
\$250 per person for non-members

Individual Sessions: \$30 per person for members of NESCA, AGC-NYS or ECA
\$50 per person for non-members

You May Register for:

The Full Six-Seminar Series (April 2nd, 16th, 30th, May 14th, 28th, and June 11th, 2024) _____

Or Choose from the Individual Sessions

April 2nd Session One - Fundamentals of Insurance _____

April 16th Session Two - Fundamentals of Employment & Human Resources _____

April 30th Session Three – Fundamentals of Accounting & Financial Management _____

May 14th Session Four – Fundamentals of Bonding _____

May 28th Session Five – Fundamentals of Banking _____

June 11th Session Six – Fundamentals of Construction Law _____

Name(s) _____

Company _____

Address _____

Telephone No. _____ Email _____

Check is enclosed (payable to NESCA)

Please charge my credit card (circle one): Visa, MC, Amex

Card # _____ Security Code _____

Name of Cardholder _____ Exp. Date _____

Billing Address _____

Total Charge Amount \$ _____ Signature _____

Membership Affiliation (please circle)

ECA

AGC-NYS

NESCA

NON-MEMBER

Mail registration form with check to: Northeastern Subcontractors Association, Inc., 6 Airline Drive, Albany, New York 12205 Fax No. 518-869-5342 Email info@nesca.org

NO REFUNDS FOR CANCELLATIONS MADE AFTER 12:00 NOON

April 1, 2024