



2008 Calendar EDUCATIONAL SESSIONS

Third Tuesday of the month, February–June
7:30–9:30 am
AGC Center, Wilsonville

The Specialty Contractors Council provides a forum to develop and enhance the role and image of the specialty contractor within the construction process. Activities focus on education, relationships with general contractors, and construction best practices.

▪ **Council co-chairs:**

Bryna Gibson, Gibson Door & Millwork, Inc.
Tony Rocci, Patriot Fire Protection, Inc.

▪ **Staff liaison:** Colette Evers, colettee@agc-oregon.org

DATE	TOPIC	PRESENTER
February 19	<p>Be Bright BEFORE the Bid</p> <ul style="list-style-type: none"> ▪ Workload planning and estimating – how to do it right ▪ How to recognize if the job fits with your skills and schedule ▪ Using the schedule to your advantage ▪ What the GC wants you to know before bid day ▪ Questions should you ask the GC before bid day ▪ How to develop the relationship with the GC prior to bid day 	<ul style="list-style-type: none"> ▪ Bill Gibson, VP, Gibson Door & Millwork, Inc. ▪ Sandy Trainor, President, Kodiak Pacific Construction ▪ Tom Stiel, Walsh Construction
March 18	<p>Scope Letters: Good - Bad - Ugly</p> <ul style="list-style-type: none"> ▪ Bid process and expectations – from the general contractor's perspective ▪ Trickle down theory: what happens between the owner and the GC trickles down to you on bid day! ▪ Learn from mistakes others have made – real life examples ▪ How to stay on the GC's good list – and stay off the bad list! ▪ Legal aspects – what is binding, what is not ▪ What you should (and shouldn't) include in your scope letter 	<ul style="list-style-type: none"> ▪ Jeff Perala, Perlo McCormack Pacific ▪ Walt Lemon, JE Dunn Construction NW ▪ Jeremy Vermilyea, Vermilyea Law Group, PC
April 15	<p>Bidding and General Conditions</p> <ul style="list-style-type: none"> ▪ How a GC goes after a job ▪ What GCs look for in subs – financially ▪ How big of a job can you afford? ▪ Are you priced right? ▪ Which jobs make you money ▪ What happens on bid day 	<ul style="list-style-type: none"> ▪ General contractors (from mentor program)

May 20	The Contract Buy-out <ul style="list-style-type: none"> ▪ Observe as a GC puts a subcontractor in the hot seat and tries to grill him ▪ Learn how to get out of the fire and draw the GC to your side ▪ Learn some negotiating skills for improving your standing with the GC 	<ul style="list-style-type: none"> ▪ Walt Lemon, JE Dunn NW ▪ Brad Johnson, Westech Constr.
June 17	The Contract and General Conditions <ul style="list-style-type: none"> ▪ Negotiating your scope letter into your contract ▪ Building the relationship and not finishing last ▪ How to meld the contract into your onsite work plan and activities 	<ul style="list-style-type: none"> ▪ Attorney ▪ General contractor ▪ Subcontractor