

About the Presenters

David R. Hendrick, Esq. of the Atlanta law firm Hendrick, Phillips, Salzman & Flatt, which serves as construction counsel for ABC of GA, has 30 years' experience representing contractors, subcontractors, suppliers, owners and others in the construction industry. He has served as president of the American College of Construction Lawyers, chairman of the Construction Law Section of the Atlanta Bar Association, and Division chair of the ABA Forum on Construction. Mr. Hendrick has been recognized in "Best Lawyers in America" regarding "Construction Law" and as a "Georgia Super Lawyer" in the construction law field (and recognized by his peers as one of the "top one hundred" lawyers in Georgia in Atlanta Magazine).

William D. Flatt, P.E., Esq. of the law firm Hendrick, Phillips, Salzman & Flatt, maintains construction law, litigation and alternative dispute resolution practice, which includes advising and representing general contractors, subcontractors, design professionals, manufacturers, suppliers and owners in dispute avoidance techniques and as prosecution and defense of claims. Mr. Flatt has a wealth of construction experience as an engineer and attorney, and is a published author of construction articles. Mr. Flatt has been recognized as a "Georgia Super Lawyer" in the construction law field in Atlanta Magazine.

This program identifies the major risk factors and complications of public work bidding and contracting and offer strategies and methods for avoiding the pitfalls and mitigating the unique risks inherent in public works.

Top 20 Things You Need to Know When Bidding and Contracting for Public Works

Associated Builders and Contractors of Georgia, Inc.

You will learn:

- As most construction businesses suspect – and many already know from unfortunate prior experiences - bidding and contracting for "public" construction projects is significantly, and sometimes drastically, different than for "private" and commercial construction projects. Yet today, many contractors are considering "dipping their toe" into the public sector marketplace. If not done with the proper knowledge and preparation that market can quickly turn to quicksand and swallow the contractor whole even while starting with only a "dipped toe."
- What is "public" works contracting and its distinguishing characteristics relative to traditional private or commercial contracting. It will then focus upon the issues and considerations separately applicable to public contracting with the "federal" agencies and with the "state" and "local" governments.

This program is designed, also, to build upon and extend the substance of the Panel Program presented at the ABC Annual convention dealing with "*State and Federal Contracting Opportunities in the Southeast.*"

When: **Wednesday, August 18, 8:00 a.m.—12:00 p.m.**
Registration deadline August 16

Where: ABC Training Center, 8975 Roswell Rd., Atlanta, GA 30350. (Exit 6—Northridge Rd.—off GA 400). Directions will be sent to registrants.

Registration: \$130 (ABC Members); \$170 (non-members) NOTE: Those paying by check may deduct 5% off the total if payment is made one week prior to seminar.



Associated Builders and Contractors of Georgia, Inc.

8975 Roswell Road; Atlanta, GA 30350

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REGISTRATION

Registration fee is fully refundable up to 2 business days prior to seminar. You must call to cancel. Failure to do so will result in forfeit of registration fee. Registration fees for no-shows are non-refundable. Substitutions may be made at any time by calling ABC at (770) 587-0955.

ABC of Georgia's **What To Know When Bidding on Public Works Projects** seminar is \$130 for ABC members and \$170 for non-members. To register, complete the information below and mail or fax to ABC of Georgia. Please keep a copy for your records. Or register online at www.abcga.org.

Deadline to register is August 16.

1. Please register the following: (please print)

_____ **\$130 ABC Members** or _____ **\$170 Non-members**
(Indicate number attending) *(Indicate number attending)*

2. Company: _____

3. Name: _____ Title _____ e-mail: _____

Name: _____ Title _____ e-mail: _____

Name: _____ Title _____ e-mail: _____

Name: _____ Title _____ e-mail: _____

Name: _____ Title _____ e-mail: _____

(Attach second sheet for additional names.)

4. Indicate form of payment: (PAYMENT MUST BE RECEIVED PRIOR TO SEMINAR) **NOTE:** Those paying by check may deduct 5% off the total if check is received one week prior to seminar date.

Check enclosed for \$ _____

Charge (Visa, MasterCard, American Express)

card #: _____ exp. date: _____ name: _____
(as it appears on card - please print)

The views, analysis and opinions expressed by the speakers during the seminar or stated in any hand-outs during the seminar are not necessarily those of ABC and should not be considered as professional advice applicable to a specific matter upon which an attendee could rely. Every attendee should consult with his or her professional (accountant, attorney, engineer, etc.) regarding the applicability of any information, advice or opinion received at this seminar. Likewise, any materials disseminated should be reviewed by the attendee's own professional advisor(s) and are not intended to be a substitute for professional advice on any specific matter.

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