

KIM JOHNSON

**Miami, FL      October 19, 2007**

**Morning Session:**

# **Practical Considerations and Concerns in Construction Law**

**Sergio Fernandez**  
*JBF Associates, LLC*

**CONTINUING EDUCATION CREDIT**

AIA 3.25	CC 0.5	FL CLE (Pending)	PMI 3.25
CSI 0.3	FL ENG 4.0	IACET 0.30	CPE 4.0
FL Construction Contractors (Pending)			

These seminars are designed for construction and project managers, presidents, vice presidents, contractors, subcontractors, architects, engineers, controllers, accountants, real estate professionals, owners and attorneys.

**Afternoon Session:**

# **Preconstruction Budgeting and Estimating**

**Sergio Fernandez**  
*JBF Associates, LLC*

**Attend One  
or Both  
Sessions!**

**CONTINUING EDUCATION CREDIT**

AIA 3.25	CC 0.5	FL CLE (Pending)	PMI 3.25
CSI 0.3	FL ENG 4.0	IACET 0.30	CPE 4.0
FL Construction Contractors (Pending)			

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# Critical Issues on the Agenda

**Hotel Name - Address**  
**Hotel Phone Number**  
**Miami, FL - October 19, 2007**

*See the registration panel to register for either half day session listed below or register for both sessions and attend the full day.*

*Morning Session:*

## **Practical Considerations And Concerns In Construction Law**

8:00 AM – 8:30 AM

### **Registration**

8:30 AM – 9:20 AM

### **The Basic Relationships Among the Parties**

- Design-Bid-Build
- Multi-Prime
- Design-Build

9:20 AM – 10:10 AM

### **The Basic Contract Terms**

- Obligations and Responsibility
- Commencement and Completion
- Change Order Clauses

10:10 AM – 10:20 AM

### **Break**

10:20 AM – 11:10 AM

### **Forms of Contracts and Administration**

- Lump or Stipulated Sum
- Cost Plus a Fee
- Unit Price
- Guaranteed Maximum Price

11:10 AM – 12:00 PM

### **Special Issues of Subcontracts**

- Adhesion
- Flow-Down Clause
- Pay-When-Paid Clauses
- Change Orders

12:00 PM – 1:00 PM

**Lunch (On Your Own)**

*Afternoon Session:*

## **Preconstruction Budgeting and Estimating**

12:30 PM – 1:00 PM

### **Registration for Afternoon Session**

1:00 PM – 1:50 PM

### **Preconstruction and Estimating Overview**

- Organizing the Process
- Tools for Accuracy and Efficiency
- Presentation Techniques for the Most Impact

1:50 PM – 2:40 PM

### **Estimating and Budgeting Process**

- Conceptual Budgets
- Schematic Budgets
- Design Development Budgets
- Construction GMP
- Documentation
- Subcontractors

2:40 PM – 2:50 PM

### **Break**

2:50 PM – 3:40 PM

### **Document Control**

- Bid Documents
- Subcontractor Qualification Forms
- Supplementary Conditions
- Tips on Using the Master Format 2004 00 and 01 Specifications

3:40 PM – 4:30 PM

### **Preconstruction Services**

- Budgeting
- Value Analysis
- Design Management
- Risk and Resource Management

# Registration

## Construction Law • Preconstruction Budgeting and Estimating Miami, FL • October 19, 2007



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### Seminar Tuition:

Manual is included with registration. If you are unable to attend the seminar, a professionally recorded CD and manual package are available. Please allow four to six weeks after the date of the seminar for delivery.

### Both Sessions: Construction Law and Preconstruction Budgeting and Estimating

- \$339 for a single registrant     \$329 for two or more from the same organization  
 \$189 CD/manual package     \$89 manual only

### Morning Session: Practical Considerations and Concerns in Construction Law

- \$199 for a single registrant

### Afternoon Session: Preconstruction Budgeting and Estimating

- \$199 for a single registrant

Attend One  
or Both  
Sessions!

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# Our Distinguished Faculty

## Sergio Fernandez

**Sergio Fernandez** is a construction professional with JBF Associates, LLC, with more than 25 years of experience in all areas of construction, from site operations to management and administration. Presently, Mr. Fernandez is a construction consultant in the areas of real estate development, value engineering, contracts and administration, owner representation, budgets and estimating, cost control, scheduling, and project start and site inspections. Prior to this role, he spent 15 years as an executive manager for a national developer/builder in residential and commercial construction. Mr. Fernandez was responsible for overseeing all areas of construction, such as estimating, budget projections, value engineering, purchasing and quality control. He also served as a project manager/construction manager in charge of multiple sites from start up to turnover for 10 years. At this position Mr. Fernandez oversaw subcontractor negotiations and relations, scheduling, plans and specifications management, cost control, etc. He earned his architectural engineering degree from the University of Miami. Mr. Fernandez has conducted seminars focusing on construction law, construction management, development and entitlement processes, scheduling and cost impacts on construction, and earned value analysis in construction.

## Additional Educational Opportunities



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**Exhibit at this seminar:** To exhibit at a Lorman seminar, contact Nicki Wolff at (715) 833-3940 or [nwolff@lorman.com](mailto:nwolff@lorman.com). Sponsorship opportunities available as well.

### Previous Seminar Comments:

**“I will take all this information to work and incorporate it into our daily business practices and procedures.”**

— *Pandora Heathcoe*

**“Every time I come to your seminars I learn something new and it helps me to be a better manager and employee.”**

— *Alicia Sylva*

# The Benefits for You

## Attend one or both half day sessions.

By attending this morning session, you will receive helpful strategies on payment terms and conditions. You will gain a clear understanding of notices, delays and termination. You and your company will also stay current on issues surrounding pay-when-paid clauses.

### Morning Session Learning Objectives:

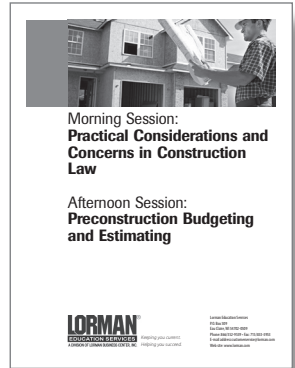
- The attendee will be able to review the basic relationship among the parties.
- The attendee will be able to recognize the basic contract terms.
- The attendee will be able to discuss flow-down and pay-when-paid clauses.

By attending this afternoon session, you will receive helpful strategies on risk and resource management. You will gain a clear understanding of subcontractor qualification forms. You and your company will also stay current on issues surrounding design development budgets.

### Afternoon Session Learning Objectives:

- The attendee will be able to review the preconstruction and estimating process.
- The attendee will be able to describe how to prepare and present a budget.
- The attendee will be able to discuss document control, including supplementary conditions.

You will receive a professionally prepared manual at this seminar. This manual has been compiled by the faculty specifically for this seminar. The seminar will be recorded. Your registration constitutes your consent to such recording. If you cannot attend, you may order a set of the digitally recorded CDs and the accompanying manual from this program by using the registration form on the back panel. No continuing education credit will be given through the State of Florida Department of Business and Professional Regulation, Construction Industry Licensing Board for ordering a CD.



Free Manual  
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Credit Wording



**Morning Session:**

## **Practical Considerations and Concerns in Construction Law**

**Afternoon Session:**

## **Preconstruction Budgeting and Estimating**

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# **Miami, FL    October 19, 2007**

## **Attend One or Both Half Day Sessions And Learn:**

### **In the Morning Session:**

- The basic relationship amongst design-bid-build and other parties
- The ins and outs of guaranteed maximum price and what it means for you and your company

### **In the Afternoon Session:**

- Which presentation techniques have the most impact
- Tips on using the Master Format 2004 00 and 01 specifications



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