

Preliminary Agenda (Day 1 and 2, of 3)

Tuesday, September 17th

Location: Carnegie Hall

6pm – 9pm: **Opening Reception:** Welcome remarks, cocktails and dinner on the outdoor terrace at Carnegie Hall

Wednesday, September 18th

Location: Mandarin Oriental, NY

7am – 8am: **Breakfast**

8am – 10am: **State of the Industry Analysis & Insights**, including latest KPIs from our AEC Industry Confidential Survey; interaction anticipated through conference app. *Andrej Avelini, President, AEC Advisors*

10:20 – 10:35am: **Anticipating Unforeseen Risks**, Case Study by *Gregg Bundschuh, Managing Principal, Greyling Insurance*

10:35 – 12 noon: **Key Strategic Issues Facing Small, Medium, and Large Firms (INTERACTIVE PANEL of CEOs):** consolidation; changing competitive landscape, including impact of technology & management consulting firms “coming into” the AEC industry; recruiting & retaining in the “war for talent”; diversity & leadership issues; alternative delivery trends & impact; cyber & data security, etc.

12 noon – 1pm: **Lunch Keynote Speaker: Howard Ross**, *Founder of Cook Ross and world-renowned expert on Unconscious Bias. Mr. Ross is the author of the Washington Post best seller, Everyday Bias: Identifying and Navigating Unconscious Judgements in Our Daily Lives, and recently Our Search for Belonging: How Our Need to Connect is Tearing Us Apart (to great reviews). His data-oriented approach to analyzing and addressing issues of bias, diversity and culture has especially practical applications to the AEC industry.*

1:10pm – 2:45pm: **“Engineering Shareholder Value” (INTERACTIVE PANEL of CEOs):** Perspectives from CEOs of firms with different ownership models on how to use M&A, restructuring, incentive compensation plans, culture, diversity and leadership changes, etc. to increase shareholder value. Ownership modes to include:

- Public
- Special Purpose Acquisition Company
- Private / Employee-owned (closely / widely-held)
- ESOP
- Private Equity-owned
- Foundation-owned

3pm – 3:30pm: **Leadership & Diversity, by Denise Fletcher: How they should drive governance, branding, and growth strategies:** *Ms. Fletcher is the former CFO of Mastercard and member of the U.S. Council on Foreign Relations, Economic Club of New York and Academy of Woman Achievers. She has participated as a panelist at the Davos World Economic Forum and was named in “Women at the Top” by Industrial Week Magazine and “Woman Ready to Run Corporate America” by Working Woman magazine. She was also recognized by the National Association of Corporate Directors for Exemplary Board Leadership, and is a member of Golder’s Board of Directors, as well Unisys, Inovalon, and Le Groupe Mazars.*

3:50pm – 5:30pm: **AEC Technology “Shark Tank”:** To include “pitches” from 3-4 disruptive AEC technologies, from independent start-ups to in-house developed technologies, to facilitate a discussion of disruptive technologies that could change the competitive landscape in the AEC industry.

Judges:

- Jesse Devitte, Co-Founder, Building Ventures
- Peter Zeeb, CEO, Geosyntec
- Noah Eckhouse, SVP, Bentley Systems

Pitches:

- Coord (www.coord.co)
- TBD

5:30pm – 7pm: **Cocktail Reception.** No dinner. Please make your own plans—NYC has a lot to offer!

:: AEC ADVISORS

Corporate Finance, Valuation and M&A for AEC Firms

Preliminary Agenda (Day 3)

Thursday, September 19th

Location: Mandarin Oriental, NY

8am – 8:20am:

Breakfast

8:20 – 10am:

Mergers & Acquisitions (PANEL of CEOs), activity and trends, valuations, structuring (cash vs. stock, earnouts, etc.), impact of increased private equity interest and investments, use of divestitures, approaches to evaluate culture fit (#1 success factor), post-merger integration / achieving the illusive “synergies”, other M&A success/failure factors, advice for buyers and sellers, etc.

Led by AEC Advisors team, but include a panel of CEOs for an interactive discussion

10:20 – 12 noon:

Internal Ownership Transition (PANEL of CEOs): keys to creating a sustainable employee-ownership model to “determine your firm’s own destiny.” Topics will include internal stock valuation, capitalization modelling, getting the next generation to buy stock and invest in your company, benchmarking and what to focus on financially: including growth, profitability and capital flows. What works and where are the pitfalls.

Led by AEC Advisors team, but include a panel of CEOs for an interactive discussion

Mobile App

Links to the AEC Advisors’ customized mobile app will be distributed prior the event.

The app will allow for lively **interactive discussions** during all presentations and panels, **Q&A, polling, in-app networking / messaging, detailed agenda, speaker profiles, presentations, sponsor engagement, and more.**

Our Corporate Partners

