

## 2012 Program Archive

Date	Location	Topic	Speaker (s)	Notes
12-Jan-12	Athena Restaurant	The Role of the Engineer, Scientist, and Cost Estimator in Subrogating Loss	Elizabeth Laura Powers & Richard Walther, PE, SE	Wiss, Janney, Elstner Associates, Inc. (WJE) specializes in diagnosing and solving problems in buildings, bridges, and other structures, both historic and modern. The presenters drew on the experience of more than 70,000 projects completed since the firm's origin in 1956 to highlight how engineering and science can be used to successfully subrogate blame and the financial loss of building and bridge failures.
15-Feb-12	Tutto Italiano Restaurant	AACE Update and Estimator's Technology Toolkit	Duane Meyer, P.E., CCE	Part 1 of Duane's presentation was an update on AACE International with a review of some new products and features AACE has been promoting this year. Part 2 was a discussion of the Estimating Technology Tools that Estimator's have available to them in their "Toolkit".
18-Apr-12	Tutto Italiano Restaurant	Target Value Design (TVD)	Afshan Barshan & Mark Skender	This presentation was designed to educate Owners and other facilities management professionals on the principles and provide real examples of Target Value Design in action.
13-Sep-12	Athena Restaurant	Tips of Effective Presentation Skills	Betsy Altman	Betsy Altman, noted professional service marketing consultant specializing in the architectural industry for 30 years, talked about the essential impact of effective presentation skills. In today's business environment you need to effectively communicate your firm's capabilities and services in order to build relationships with clients and expand your market share (EAAideas.com).

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11-Oct-12	Athena Restaurant	Part One: Change Order Management	Joe Seder & Dayna Anderson	Part One of a Two Part Series on practices in Change Order Management as presented at the 2010 National Conference. Various approaches to change management currently used in the industry and some of the best practices being utilized were discussed.
13-Nov-12	Athena Restaurant	Managing for the New Construction Economy	James G. McConnell	Using Mr. McConnell's broad knowledge of construction trends, he highlighted many of the evolving new types of construction, changes in the political environment, and legislation that will impact the industry in the upcoming year.
6-Dec-12	Athena Restaurant	Cost Estimating, A Forensic Approach	Jim Farrell CPA	Mr. Farrell discussed a forensic approach to cost estimating. He discussed current and future construction financing trends and how these trends affect cost estimating. Using a forensic approach to cost estimating, Mr. Farrell discussed how these trends can be used to control unrealistic project estimates and improve the contractor's bottom line.