CICPAC
CONSTRUCTION INDUSTRY CPAs/CONSULTANTS ASSOCIATION presents…

27th ANNUAL CICPAC CONFERENCE
July 18-20, 2018 • Chicago • Embassy Suites Lakefront

REGISTER AT WWW.CICPAC.COM
Apply knowledge of accounting and auditing for the construction industry to current industry issues. Analyze the impact of current accounting and auditing issues on the construction industry and related regulatory bodies.

Wednesday, July 18, 2018

11:00 – 12:30 PM CICPAC Executive Committee Meeting

1:30 – 2:30 PM CICPAC Annual Meeting

2:45 – 4:00 PM Could’ve, Would’ve, Should’ve — Contractor compensation issues that fit your niche
Jeff Robinson, President, PAS, Inc.

• Review of current pay practices and trends in the construction industry.
• Pay dilemmas your client’s face and how you could be involved in solving their difficulties.
• Assignments you would have taken on, if only you knew about them.
• Possible compensation areas you should be involved in — as the go-to source of advice.
• Takeaways you can use.

4:00 – 4:15 PM Refreshment Break and Vendor Expo

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4:15 – 5:30 PM Construction Industry Update — IRS Perspective
Jeannie Wierman, CPA, Internal Revenue Service
A construction specialist with the IRS will discuss tax issues being addressed by the IRS which includes the Land Developer Campaign, Long-term method of accounting Issues, Changes in Method of Accounting, and recent tax law changes.

5:30 – 7:00 PM Cocktail Reception and Vendor Expo (private function)

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Thursday, July 19, 2018

7:00 – 8:20 AM Registration and Vendor Expo

8:20 – 10:00 AM Construction Disruption
James Benham, CEO, JBKnowledge, Inc.

Everywhere you look, there’s a new mobile, drone or wearable device. How are these technologies evolving construction projects? How are top contractors running research and development on emerging technologies? Get ahead of the learning curve and hear about the up and coming technology solutions your peers in the industry are already utilizing. In this dynamic session, James Benham sorts through the latest trends, solutions and devices in building technologies and how they will rewrite the rules for construction projects. Mr. Benham will also discuss the statistics behind the annual Construction Technology Report, a survey of thousands of construction professionals on how they are employing and integrating technology on building projects. Discuss real companies who are researching and implementing the latest technologies and how they are impacting their construction projects. See demos of the next generation of technology that are keeping developers busy. And review the technology tools and strategies you can implement today to be ready for the tech of tomorrow.

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10:00 – 10:20 AM Refreshment Break and Vendor Expo

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10:20 – Noon Revenue Recognition — The Nuts and Bolts
John Armour, Armour Consulting & Steven Mannhaupt, Grassi & Co.

This will be an interactive session to drill down into a few of the key issues related to the implementation of ASC 606. Topics to include performance obligations, uninstalled materials, fulfillment costs, capitalized costs to obtain a contract and variable consideration. Issues to interactively discuss include how to audit these items, what do our clients need to do, what are we seeing as it relates to public companies, detail examples, and much more.

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3:20 – 4:35 PM Anatomy of a Bond Claim
Dave Pesce, Senior Vice President, Navigators Management Company, Inc.

This session will follow the circumstances of a Surety Claim from the initial underwriting of the first bond through the surety claims process and provide details on how many decisions...good and bad...were made along the way.

• Discuss many of the key factors that are used to make a decision on a bond approval
• Identify financial trends that lead to a surety claim issue
• Learn about the responsibilities of the obligee (GC) in a bond claim situation to avoid potential issues with the surety
• Understand how cooperation between the obligee, surety, and defaulted contractor can vastly improve these situations
• See how Subcontractor Default Insurance was also affected in this situation
4:35 – 5:30 PM  Members’ Roundtable
Carl Oliveri, CPA, MBA, CFE, Moderator, Grassi & Co.
This is your opportunity to ask questions and voice opinions regarding issues that you face in your practice. Share your thoughts with other CICPAC members.
• How firms are addressing the new revenue recognition and lease standards
• The impact of the 2018 tax reform on the construction industry
• Independence concerns related to assisting clients with implementation of the new revenue recognition standards

5:30 – 7:30 PM  Cocktail Reception and Vendor Expo (private function)
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Friday, July 20, 2018
7:30 – 8:20 AM  Registration and Vendor Expo

8:20 – 10:00 AM  Vital Steps to Growing a Construction Niche
Scott Moore, Shareholder & EVP, The Rainmaker Companies
This session provides a framework for those who want to strategically grow their construction practices. Participants will learn about techniques and tools applied across four key areas of niche growth leadership:
• Establishing actionable growth goals with strategies aligned to achieve them
• Identifying and prioritizing the highest-potential, most desirable targets
• Implementing an advisory-oriented sales process that fits how clients want to buy
• Managing a pipeline and coaching high-stakes opportunities

10:00 – 10:20 AM  Refreshment Break and Vendor Expo
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Wednesday, July 18, 2018
2:45 – 4:00 PM  Intermediate Construction GAAP
Kristin Bailey, CPA, CCIFP, CCA, Principal, KatzAbosch
• SAS No. 103 — Audit Documentation; How it applies to the audit of a construction contractor
• The audit work that must be performed in every audit of a construction contractor
• The basics of the audit workpapers of the construction contractor. (This will include the specific audit workpapers.)
• What to be on the lookout for during the audit of a construction contractor.

Friday, July 20, 2018
8:20 – 10:00 AM  Intermediate Construction Tax
Tracie Dupuy, CPA, Senior Manager, Horne, LLP
The session will include the following topics:
• Methods of Accounting and Section 460
• Effects of tax bill on Small vs. Large Contractors
• Deductibility of Per Diem
• AMT for Contractors and Long-Term Jobs
• Choosing an LLCs versus S-Corps in Construction
• The Qualified Business Income Deduction for Contractors
• Construction Tax Blueprint

10:00 – 10:20 AM  Refreshment Break and Vendor Expo

10:20 – Noon  Good, Bad and (Maybe) Ugly of the 2018 Economy
Dr. Chris Kuehl, Managing Director, Armada Corporate Intelligence
There are some very positive indicators coming out nearly every day and many of them center around issues that matter to housing and construction in general. The housing market remains very hot and has managed to avoid some of those headwinds. Public sector construction still depends on somebody figuring out what to do with infrastructure spending and commercial has been booming and busting at the same time. The future will depend on what happens with interest rates, inflation trends and reactions to government debt and deficit.

INTERMEDIATE PROGRAM
BREAKOUT SESSIONS
CICPAC ANNUAL CONFERENCE

July 18-20, 2018
Embassy Suites Lakefront
511 North Columbus Drive
Chicago, Illinois 60611
312-836-5900

Registration $925 (until June 8, 2018)
Registration after June 8, 2018 $995
Intermediate Level Registration $475

To register, visit our website at www.cicpac.com or call at 800-869-0491

Hotel reservations can be made at Embassy Suites Lakefront
Phone: 312-836-5900
Be sure to ask for the $239 CICPAC rate.

Room block cut off date: June 15, 2018

15.5 hours CPE

For further information and administrative policies including complaints or refunds contact:

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