



# ASSOCIATED GENERAL CONTRACTORS OF MISSOURI, INC.

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February 25, 2010

## AGC OF MISSOURI ANNUAL CONVENTION LUMIÈRE PLACE CASINO & HOTEL @ ST. LOUIS, MO APRIL 7-8-9, 2010

All AGC members are invited to attend the 2010 Annual Convention. We look forward to seeing you there!

### *(Tentative Convention Program)*

#### Wednesday, April 7

7:15-8:00 am AGC Board of Directors Breakfast  
8:00 am AGC Board of Directors Meeting  
10:30 am AGC Golf Tournament @ Glen Echo Country Club  
3:30 pm AGC Registration Desk Opens / AGC Trade Show Setup / Trade Show Opens  
5:30-7:00 pm Welcome Reception

#### Thursday, April 8

7:00 am AGC Registration Desk Opens  
7:00-5:00 pm AGC Trade Show Setup / Trade Show Opens  
7:30 am Breakfast (Speaker: TBA)  
8:30-11:30 am SESSION—**Mastering the Mix: Understanding and Managing Four Generations in the Workplace**  
Speaker: **Bob Losyk** ([www.boblosyk.com](http://www.boblosyk.com))  
12:00 Noon Opening Luncheon  
Speaker: **Ken Simonson, Chief Economist, AGC of America**  
1:30 pm SESSION — **“Business Succession Planning”**  
Speaker/s: **Terry Resnick, Resnick Associates**  
3:00 pm Education Committee Meeting  
4:00 pm Affiliate Affairs Committee Meeting  
5:00 pm Reception / AGC MO PAC Silent Auction  
6:00 pm AGC MO PAC Live Auction

#### Friday, April 9

7:00 am AGC Registration Desk Opens  
7:00-10:00 am AGC Trade Show Opens  
7:30-10:00 am Membership Breakfast (Breakfast Buffet) & Awards Presentation  
Speaker: TBA  
9:00-10:00 am Awards Presentation  
◆ Recognition of Convention Sponsors  
◆ Recognition of Young Executive Club Members  
◆ Membership Awards Presentation  
◆ Committee Chair of the Year Award  
◆ 2009 Division Safety Awards Presentation  
◆ Recognition of Retiring Board Members  
◆ Recognition of 2009 Scholarship Recipients  
◆ Remarks from 2010 Chairman  
◆ Recognition of 2009 Chairman Phil Hochoer  
10:00 am AGC Trade Show Closes  
10:00 am 2010 AGC Convention Concludes

*April 7-8-9  
Mark your calendar  
and plan to attend!*

# LUMIÈRE PLACE<sup>SM</sup>

CASINO & HOTELS • ST. LOUIS



HotelLumière offers 294 newly remodeled all-suite hotel rooms seconds from downtown St. Louis and the famous Gateway Arch. Relax in one of the contemporary hotel suites outfitted with two flat panel TVs, iPod® docking stations, and refreshment centers. Adorned in plush comfort and understated style, you will rest well with down and feather pillows, signature pillow-top mattresses dressed with luxurious duvet bed coverings and 100% Egyptian cotton sheets. Other amenities include access to an indoor pool, fitness center, 24-hour business center, in room wireless internet, concierge service and convenient downtown parking.

In addition, the award-winning, 75,000 sq. ft. Lumière Place Casino features approx. 2,000 slots, 55 tables and a dedicated 13-table poker room. What's more, it's open 24 hrs. on weekends, and 8 am to 5 am Sunday through Thursday. Brimming with the hottest new video technology and all your favorite table games — not to mention the Ladies and Gents of Lumière — HotelLumière casino is the place to satisfy your appetite for action, seven nights a week. The flashing lights and the ringing bells may draw you in, but it's the friendly dealers and the helpful staff that keep you coming back for more non-stop action, and more Yes.

[www.lumiereplace.com](http://www.lumiereplace.com)

**Make sleeping room reservations by calling  
1-877-450-7711—specify AGC of Missouri—  
Group Code S424AGC.**



## Golf

### Glen Echo Country Club,

founded in 1901, is located on Lucas & Hunt Road and is the oldest 18-

hole golf course and private country club west of the Mississippi. Glen Echo is a full service St. Louis-area country club featuring a fabulous golf course. Without a doubt, Glen Echo accredits its status as the oldest 18-hole private club west of the Mississippi to one primary element: outstanding St. Louis membership. Glen Echo is known as a tight community where members young and old alike live by the adage "Work Hard, Play Hard".

**The Golf Outing is Wed., April 7, starting at 10:30 am. Prizes will be awarded. You may register a team or sign up individually and you will be paired with someone. Please complete the form to register.**



## MASTERING THE MIX:™ UNDERSTANDING & MANAGING FOUR GENERATIONS IN THE WORKPLACE

For the first time in the American workplace there are four generations working together. Each generation brings its own unique set of

**Thursday Morning  
April 8**

values, beliefs, and work ethic to the workplace creating a truly dynamic, vigorous, and perplexing work environment. Managers are being challenged as never before. Bob Losyk's enlightening, entertaining program will show you what makes each generation tick, their turn-ons and turn offs, and how to manage and motivate all of them to work together as a well-oiled team.

1. **Learn** the four generations that make up today's workforce.
2. **Realize** the personal and lifestyle characteristics of each generation.
3. **Grasp** the unique and formative experiences of each generation.
4. **Discover** the work ethic and workplace values of each generation.
5. **Realize** the difference in communication and interactive styles of the four generations.
6. **Discover** the best way to manage people from each generation.
7. **Understand** the 10 unique characteristics of the Millennial Generation.
8. **Learn** to give feedback that corrects nonperformance while still respecting employees.
9. **Master** the best ways to recognize and reward each generation for exceptional behaviors.

## Business Succession / Family Business Planning Seminar

Lee and Terry Resnick, partners in Resnick Associates and nationally recognized consultants, will be speaking to AGC members. They have spoken to and worked with many national and international business associations, including Coca-Cola for the past 15 years.

The information provided in this seminar can literally be the difference if your business survives or not; as well as how much of your non-business assets will be preserved for your family instead of given to the IRS in tax payments.

As business owners, many, if not all of us, will have to contend with federal estate taxes. How severe can this be? In our country two out of every three family businesses fail to make it from the founder to second generation. The biggest reason for this statistic is a lack of improper planning combined with confiscatory estate taxes.

It is highly recommended that any AGC member that has a concern about their family's and business's future attend this seminar.

**Thursday After-  
noon—April 8**

## AGC MO PAC AUCTION—APRIL 8

AGC of Missouri will host its annual AGC MO PAC Auction on April 8. We are currently seeking donations for the Live and Silent Auctions. Since the first-ever PAC Auction held in 1986, the AGC membership has contributed in excess of \$750,000 to AGC MO PAC. We hope you'll make plans to join us.

## Conference Speakers

Following is some background information on each of the speakers we have lined up to address our membership. Please consider attending all of the planned sessions.



**Bob Losyk, M.Ed., M.B.A., C.S.P.**, is an international **employee motivational** speaker, trainer, facilitator and author, expert in **employee screening, employee recruiting, employee retention and reducing employee turnover**. He is a nationally recognized expert on workplace stress management, **immigrant workforce, workforce diversity** issues and trends, and is the author of the best selling book, *"Managing A Changing Workforce: Achieving Outstanding Service With Today's Employees."*

Bob addresses the critical issues of employee recruiting, managing today's workforce, and the everyday challenges of surviving and thriving in today's workplace such as **managing stress in the workplace**. He provides real strategic solutions to the road blocks for success that plague so many of today's corporations and small businesses. Bob enables both profit and non-profit organizations to solve their most vital performance and productivity challenges.

Bob Losyk uses customized **employee motivation techniques and strategies** that touch, enlighten, educate, and really entertain audiences in a down-to-earth style. He brings twenty years of professional insight, entrepreneurship, and business savvy to industries ranging from tourism to tires, from hospitality to hospitals, from restaurants to retail, and from convenience stores to credit unions. Seventy-two percent of his clients have brought Bob back again. His presentations transform ordinary and dull meetings into exciting, meaningful experiences.

Listen to Bob Losyk  
Thursday Morning

**Ken Simonson, Chief Economist of AGC of America**, joined AGC of America on September 10, 2001. Ever since Day 2 he has provided insight into the economy and what it implies for construction and related industries. Ken's weekly one-page email newsletter for AGC, *The Data DIGest*, provides 12,000 readers with the latest economic news relevant to construction. He is interviewed and quoted almost daily by local and national media, including *The Wall Street Journal*, *USA Today* and *CNBC*. In addition, he contributes frequently to a variety of business and professional publications and conferences. Ken has 35 years of experience analyzing, advocating and communicating about economic and tax issues. Before joining AGC, he was senior economic advisor in the U.S. Small Business Administration's Office of Advocacy. Earlier, he was vice president and chief economist for the American Trucking Associations. He also worked with the President's Commission on Industrial Competitiveness, the U.S. Chamber of Commerce, the Federal Home Loan Bank Board, and an economic consulting firm. Ken served on the Blue Ribbon Panel of experts advising the National Surface Transportation Policy and Revenue Study Commission. Ken is a board member of the National Tax Association and is active in the National Association for Business Economics. Since 1982, he has co-chaired the Tax Economists Forum, a professional meeting group he co-founded for leading researchers and policy makers among tax economists. He is also on the board of Community Tax Aid, an organization that prepares returns for free for low-income taxpayers, and the Jewish Council for the Aging of Greater Washington. Ken has a BA in economics from the University of Chicago, an MA in economics from Northwestern University, and has taken advanced graduate economics courses at the Université de Paris, Johns Hopkins and Georgetown Universities.



Hear Ken Simonson  
Thursday @ Lunch

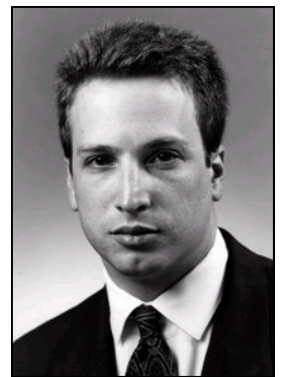


**Leon B. Resnick and Terrance K. Resnick**, identical twins, are partners in Resnick Associates, a nationally recognized estate, business succession, and life insurance planning firm with offices in Kansas City and Harrisburg, PA. Resnick Associates has spoken before and worked extensively with a large number of business and trade associations and their members throughout the United States. The Resnicks have been featured in the book, *Streetwise Marketing Plan*.

◀ Lee Resnick

Family Business  
Planning Session—  
Thursday Afternoon

Terry Resnick ▶



## 2010 Convention Sponsorships

We are offering four levels of Affiliate sponsorship for 2010. With each level of sponsorship, companies can receive complimentary registrations. All Sponsors will receive special name badges and recognition at the conference and in the program. More details can be found on the Sponsorship Form.

### **SILVER SPONSORS**

Barker Phillips Jackson, Inc.  
Zurich North America

(as of Feb. 25)

### **BRONZE SPONSORS**

George J. Siebers & Company, Inc.  
WFL (Welsch, Flatness & Lutz, Inc.)

## 3rd Annual AGC Trade Show

Our Inaugural Trade Show was held in 2008 and each year has proven more successful. Trade Show vendors can set up on Wed., April 7 when the convention kicks off. The Vendor registration will be \$300 (\$200 for returning vendors). We have space for 15 vendors – first come=first served. The Trade Show will be open April 7-8-9. More details may be found on the Trade Show Registration Form.

### Trade Show Vendors (as of Feb. 25)

APAC-Kansas, Kansas City Division  
Bituminous Insurance Companies  
ePlan (On-Line Plan Room) / DocuCopy, LLC  
HCI/The Hoosier Company  
McCann Concrete Products, Inc.  
Midwest Advertising Specialties, Inc.

## AGC MO PAC Auction

To date we have a very small list of AGC MO PAC Auction items. The AGC MO PAC Live and Silent Auctions will be held on April 8. Please use the PAC Auction Form to communicate your item to us. We certainly welcome cash donations, or if you want to send a cash donations towards the purchase of an item, AGC will do the shopping for you. Let us hear from you!

### Auction Items Received (as of Feb. 25)

|                                 |   |
|---------------------------------|---|
| Jefferson Asphalt Company       | Remington 12-Gauge Shotgun                      |
| Kirby Smith Machinery, Inc.     | All Terrain Crane (Model GMK 5130-2)            |
| The Lodge of Four Seasons       | One Night's Lodging/Breakfast for Two @ Breezes |
| Surety Association of St. Louis | Apple iPad                                      |

### Cash Contributors (as of Feb. 25)

Koss Construction Company  
Magruder Construction Co., Inc.  
Twehous Excavating Co., Inc.  
WFL (Welsch, Flatness & Lutz, Inc.)