

AGC OF MISSOURI'S Annual Convention



Speakers:

- **Mike Alden**
Director of Athletics
University of Missouri-Columbia
- **The Honorable Roy Blunt***
United States Senator
- **Leon Moody & Ken Breland**
Addentify Strategic Consulting
- **Richard Hight**
Artist—Speaker
- **Jim Mathis, CSP**
The Reinvention Strategist™

* = Invited

April 13-14-15, 2011
Crowne Plaza Hotel
Kansas City, MO

Tentative Convention Program

Wednesday, April 13

- 7:30-9:30 am AGC Board of Directors Breakfast & Meeting
@ Tiffany Greens Golf Club
- 10:00 am Golf Tournament @ Tiffany Greens Golf Club
- 2:30 pm AGC Registration Desk Opens
- 5:00-6:30 pm Welcome Reception
(Sponsored by Young Executives Club)
(Dinner is on your own.)

Thursday, April 14

- 7:00 am AGC Registration Desk Opens
- 7:30 am Breakfast
Speaker: **The Honorable Roy Blunt (Invited)**
United States Senator
- 8:30-11:00 am SESSION: Reinvent Yourself for the New World
of General Contracting
Speaker: **Jim Mathis, CSP**
- 11:30 am Opening Luncheon
Speaker: **Mike Alden, Director of Athletics**
University of Missouri-Columbia
- 1:30 pm SESSION: Branding, Leadership and You
Speakers: **Leon Moody and Ken Breland**
Addentify Strategic Consulting
- 5:00 pm Reception & AGC MO PAC Silent Auction Opens
- 6:00 pm AGC MO PAC Live Auction
Emcee: **Mark Gardner**
Auctioneers: **Ritchie Bros. Auctioneers**

Friday, April 15

- 7:00 am AGC Registration Desk Opens
- 7:30-10:00 am Membership Breakfast (Breakfast Buffet)
Awards Presentation
- ◆ Recognition of Convention Sponsors
 - ◆ Recognition of Young Executive Club Members
 - ◆ Membership Awards Presentation
 - ◆ Committee Chair of the Year Award
 - ◆ 2010 Division Safety Awards Presentation
 - ◆ 2010 ECL Wagner Safety Awards Presentation
 - ◆ Recognition of Retiring Board Members
 - ◆ Recognition of 2010 Scholarship Recipients
 - ◆ Recognition of 2010 Chair Steve Schrimpf
 - ◆ Remarks from 2011 Chair Pat Schaeffer
- Speaker: **Richard Hight**
- 10:00 am 2011 AGC Convention Concludes

(As of Feb. 4, 2011)

>GOLF @ TIFFANY GREENS

Tiffany Greens Golf Club is a beautifully manicured and well maintained, par 72 championship rated golf course — a challenging design by Robert Trent Jones II and ranked top ten in the state by Golf Digest.



Featuring GPS Prolink computerized yardage/scoring systems on every golf cart and the best practice facilities around. Tiffany Greens turns your ordinary day into a special occasion and memorable experience.

The golf outing will be Wednesday, April 13, starting at 10:00 am. Prizes will be awarded. You may register a team or sign up individually and you will be paired with someone. Proper dress is required for all players. All golf shoes must have non-metal spikes. Tiffany Greens is located off I-29 (Exit 10) at 6100 NW Tiffany Springs Parkway, Kansas City, MO. (www.tiffanygreensgolf.com)

>AGC MO PAC AUCTION

The annual AGC MO PAC Auction is scheduled for April 14. Once again, Mark Gardner has agreed to emcee the PAC auction, and we'll have the professional auctioneering services of Ritchie Bros. Auctioneers!

As always, it is vital that we maintain a viable Political Action Committee; with the repeal of contribution limits, competition for legislators' attention is fierce. Solicitations from legislators are constant. We do not automatically comply with every request; however, there are times when we should be helpful. A number of Missouri legislators deserve our assistance.

As you well know, contributions from our PAC do not guarantee anything; it does help assure the opportunity to voice our views and recommendations. AGC members always rise and meet the challenge for PAC funds, primarily through our PAC Auction. With a looming crisis of highway funding, it is more important than ever to have a successful auction.

Please consider donating an item or making a cash contribution towards the PAC Auction. If you would like us to purchase an auction item with your cash contribution, we will gladly do that also. Let us know what you have in mind by completing the PAC Auction donation form.

>TRADE SHOW

A Trade Show is not a planned event for the 2011 Convention.

SPONSORSHIP

Four levels of Affiliate sponsorship are being offered for 2011. 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. This is an opportunity for Affiliate members to be recognized and show fellow members your affiliation with AGC of Missouri. Please complete the Sponsorship Form and return it to AGC.

Speakers



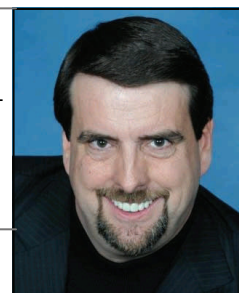
Building on a background as a public servant, university president, and teacher, **United States Senator Roy Blunt** was elected by the people of Missouri to the Senate in 2010. *Senator Blunt has been invited to address the AGC membership.*

From 1996-2008, the people of Southwest Missouri overwhelmingly elected Blunt seven times to the U.S. House of Representatives. Blunt was elected by his colleagues to serve as House Majority Whip and Republican Whip three times, and he became the Majority Whip earlier in his career than any Member of Congress in the last eight decades. As Whip, the second highest Republican in the House, he led a team of deputies and assistants that columnist Robert Novak described as “the most efficient party whip operation in congressional history.”

Before serving in Congress, Blunt was a history teacher, Greene County Clerk and chief election official, and in 1984 became the first Republican elected as Missouri’s Secretary of State in more than 50 years.

The Senator is married to Abigail Blunt. He has four children: Matt Blunt, Missouri’s 54th Governor; Amy Blunt, an attorney in Kansas City, Mo.; Andy Blunt, an attorney in Jefferson City; and Charlie, age six. Blunt has six grandchildren.

Jim Mathis is an International Certified Speaking Professional, Corporate Reinvention Strategist and author. He has been strategizing, speaking and consulting for over 30 years. He helps business leaders who want to reinvent their businesses in challenging economies. Founding a business in one year and quadrupling its income the next, Jim has much to share about business marketing strategy. He is president of The Mathis Group based in Atlanta, Georgia, a member of the National Speakers Association, the Global Speakers Federation, and author of: *“Reinvent Yourself; The Simple Steps to Dominate Your Market,” “Reinvention 101”, and “Reaching Beyond Excellence.”*



Mike Alden has been at the helm of Missouri athletics since 1998 and it's no shock his tenure has produced the most comprehensive run of athletic and academic success in school history. A former student-athlete, coach and current President of the Division 1A Athletic Directors Association with family roots in Central Missouri, Alden took charge at Mizzou in 1998 at a time when the school ranked near the bottom of the league in on-field success, facility development and fund-raising. Since beginning his 13-year stint in Columbia however, Alden has seen several programs rise to the level of national championship contenders, highlighted by conference championships in football, men's basketball, soccer and softball the past two seasons and the gymnastics program's first-ever NCAA Regional title in 2010. Competitive excellence just begins to tell the story of Alden's impact at Mizzou.

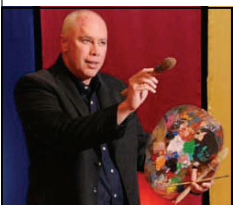
Highly regarded by his peers, Alden's success at Missouri has earned him national notoriety amongst the NCAA hierarchy. He has helped to drive policy that has not only shaped the current landscape of intercollegiate athletics, but has paved the way for the future growth of college sports as a whole.

Alden and his family have been heavily involved in the Columbia community, working with local figures to help improve lives of area residents through involvement with the Alzheimer's Association, Central Missouri Food Bank, The Shelter (now known as True North), United Way, Salvation Army, Nora Stewart Early Learning Center, and the Muscular Dystrophy Association. His family tree has been rooted on his family farm in Williamsburg, Mo., some 35 miles east of Columbia. Alden and his wife, Roxanne (Rockie), have a son, Jake who is in the 10th grade at Rock Bridge High School in Columbia.



◀ **Leon Moody** is President and Founder of Addentify Strategic Consulting. A creative marketing mind, he has taught marketing and business development to the construction industry at many different levels. He understands how you get hired in construction and wants his audience to take away that knowledge. He regularly speaks for associations and enjoys working with clients on marketing strategies.

Ken Breland is a natural teacher and enjoys the interaction between coach and student. He has owned his own construction firm, been a project manager and superintendent, and has led sales teams in several industries including construction and real estate. He previously served as a speaker on the National Speakers Bureau for the Commercial Builders Council. ➤



Richard Hight is an internationally renowned inspirational keynote speaker who uses the fine arts to creatively communicate positive, life-changing messages. He is on a mission to help others find their gifts and talents. He understands that in today’s demanding and ever-changing world, we face complex challenges when pursuing our dreams—he knows that many of us struggle with creating success and fulfillment in our lives because he has too.

Addressing thousands every year, Richard’s keynote presentations empower us to take charge and get the results we deserve. As a masterful storyteller with a down to earth, warm and humorous style, Richard delivers the real time learning audiences value and need in order to shift perspective and create forward momentum in their own lives. His work has graced museums, corporate and private collections, and has been featured on ABC, NBC, CBS and FOX networks. One thing is certain, whether before a crowd of ten or tens of thousands, Richard holds the audience spellbound.

Thursday Sessions — Plan to attend!

Reinvent Yourself for the New World of General Contracting *Presented by Jim Mathis, CSP*

Every contracting leader can reinvent themselves in this economy incorporating simple, bold truths. A personally challenging and value changing presentation. *The economy isn't down; it's different!* With recent events, the realities of your business have changed permanently. You don't manage change, but rather manage the way you react to it. No matter what, the next year is probably the end of the way most of us do business. 72% of the world's organizations will have to reinvent the way they do business in the next two years!

Thursday Morning

The truth is that the business we're in is not determined by us but rather by the need or want that is satisfied when the customer chooses our business. To be effective in today's global business climate you must see yourself from the customer's point of view. A product or service is a convergence of customer value satisfactions. Before you reinvent yourself and your organizational approach, you must identify these values as indisputable truths. Hear stories about amazing turnarounds and reinventions from companies who took advantage of a different economy and turn them into your template for success.

Branding, Leadership and You *Presented by Leon Moody and Ken Breland*

Ken Breland and Leon Moody will speak on the topics of:

- ◆ branding and leadership in today's construction company,
- ◆ marketing to a specific target market,
- ◆ and your role as the boss.

You will listen, learn, laugh and experience a whole new approach to a different side of the business . . . the marketing side.

Thursday Afternoon

CROWNE PLAZA KANSAS CITY DOWNTOWN
1301 Wyandotte Street
Kansas City, MO 64105
www.crowneplaza.com/kansascitydwtm

Welcome to Kansas City! Conveniently situated in the heart of downtown Kansas City's Power & Light Entertainment District adjacent to the Bartle Hall Kansas City Convention Center, the luxurious Crowne Plaza Hotel offers stunning views of historic downtown Kansas City and now features a Starbucks in the lobby. The Crowne Plaza Kansas City is located within walking distance to the Power & Light District (www.powerandlightdistrict.com), H&R Block and the new Sprint Center Arena. Take a dip in the outdoor heated pool, work out in the fitness center, grab a bite at the City Grille, enjoy a drink at the bar, or simply relax in the City Bar. The hotel is 100% non-smoking, has a 24-hour business center, and sleeping rooms come fully equipped with free high-speed Internet access, a work desk, and room service. The Crowne Plaza Hotel is centrally located to many retail and entertainment venues Kansas City has to offer—Kemper Arena, American Royal, River Market, Crowne Center and the County Club Plaza.

The AGC convention room rate is \$129 for a Single/Double room. Members may make reservations on-line at: https://resweb.passkey.com/Resweb.do?mode=welcome_ei_new&eventID=3097086 or call the Reservations line at 1-888-233-9527. No penalty cancellation will be accepted up to 72 hours prior to arrival. Self parking is available at \$13 per car per day for event parking and overnight guest parking with unlimited in/out privileges.

