

# ABC USERS SUMMIT

HEALTH CARE • INDUSTRIAL

Loews Don CeSar Hotel, St. Pete Beach, Fla. • October 8–9, 2015

Learn more and register at [UsersSummit.abc.org](http://UsersSummit.abc.org)  
Registration is complimentary for users



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Join us!

After two successful years of bringing together industrial users and contractor members to discuss best practices and opportunities to improve on the delivery of high-quality, high-value projects, the 2015 Users Summit has been expanded to include health care users and contractor members. This year's program includes general sessions and networking events for all participants, followed by breakout sessions specific to each segment.

### Share ideas, Explore solutions

Be part of conversations about how contractors and owners can work together to share risk, take a more proactive approach to worker productivity and safety, and learn about cutting edge trends to lower project costs and enhance project delivery. Take part in candid discussions between owners and contractors about how to meet and exceed each other's expectations and create a "win-win" environment for both parties.

### Who Attends?

This exclusive event is limited to 150 participants and includes a mix of users and ABC contractor members such as Health Care and Industrial Users, Chief Executives and Senior Management, in addition to ABC industrial contractor and sub-contractor members, and industry supporters who will serve as sponsors for the event.

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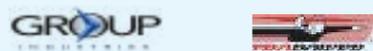
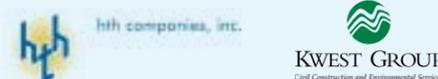
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#### Associate Level Sponsors



440 1st St., N.W., Ste. 200  
Washington, D.C. 20001

#### Executive Level Sponsors



The Users Summit's program format allows all contractors and owners to come together for general sessions, networking functions, and segment-specific breakout sessions where issues unique to the health care and industrial industries are addressed. The following sessions have been confirmed and others in the coming weeks will be added in.



## Health Care

### The Current Landscape

*Thursday, October 8, 2:00-3:15 p.m.*

What economic, demographic, legislative and regulatory factors are driving changes and choices in the health care industry and what are the resultant effects on the development, design, and construction of health care facilities? In this session, you will hear from national experts who will identify the megatrends affecting the practice of medicine and the resulting effects on the planning, design and construction of health care facilities.

### Wants and Needs: What the Owners/Developers Wish Contractors Knew

*Thursday, October 8, 3:30-5:00 p.m.*

Given the external and internal factors driving the capital spend decisions of hospital owners, health care owners, and health care developers, how can health care contractors and design/builders best respond to the needs of today's owner/developers? In this session, you will hear from some of the top owners and developers of health care facilities and listen to what is driving the decisions for capital projects and how contractors and design/builders can best respond and add value to the process.

### The Rubber Meets the Road: What Contractors Wish the Owners/Developers Knew

*Friday, October 9, 8:00-9:15 a.m.*

As responsive and supportive as some contractors might wish to be, certain factors in the current market and some owner/developer habits and tendencies can adversely affect a contractor's ability to deliver on the owner's expectations. In this session, you will hear from contractors who will identify limiting factors on their ability to perform including actions, activities, omissions and requirements of owners which can have an adverse impact on a contractor's performance.

### In Search of a Better Mousetrap

*Friday, October 9, 9:30-11:00 a.m.*

What are the various "cutting edge" trends and best practices which may lead to lower overall project capital costs, better productivity, or a better end product for today's health care contractor? Listen as these panelists identify new "best practices" and discuss the advantages of certain new ways of achieving known objectives.



## Industrial

### Leveraging Onboarding Platforms and Occupational Injury Management (OIM) Programs to Reduce Costs and Improve Safety and Productivity

*Thursday, October 8, 2:00-3:15 p.m.*

Medical providers, owners and contractors are taking a more proactive approach to make sure every projects is staffed with the right person for the right job and that they have both the physical and mental capacity to perform at the highest levels possible. Learn how pre-placement screening, a robust onboarding process, and an OIM program can impact workplace injury and create a safe environment.

### Tackling the Top Productivity Pain Points

*Part 1: Thursday, October 8, 3:30-5:00 p.m.*

*Part 2: Friday, October 9, 8:00-9:15 a.m.*

Struggling with Craft Productivity? Join us for a two-part interactive session about the major factors crippling craft productivity today. We've gathered feedback from owners and contractors to identify the top factors wasting valuable money and time in the construction delivery process. We'll tackle the top factors and share actions both owners and contractors can take to improve performance today and in the future.

### Contracting With "Skin In The Game"

*Friday, October 9, 9:30-11:00 a.m.*

In today's fast track project world, scopes are generally not fully developed to the point where a fixed price contract is possible. The owner/construction user generally wants some assurances from the contractor about cost containment and productivity enhancements, but the contractor is reluctant to commit without getting the full picture of what is required. This session will focus on how both the owner and the contractor define having "skin in the game" and what shared risk looks like, the importance of equal accountability, and desired contract strategies and alternative to lump sum that allow all partners to win on the construction project.

[UsersSummit.abc.org](http://UsersSummit.abc.org)

## The Schedule for the Summit

### Thursday: October 8, 2015

|                       |   |
|-----------------------|---|
| 1:00 p.m.             | Opening General Session (All)   |
| 2:00 p.m. - 3:15 p.m. | Leveraging Onboarding Platforms and Occupational Injury Management (OIM) Programs to Reduce Costs and Improve Safety and Productivity |
| 2:00 p.m. - 3:15 p.m. | The Current Landscape   |
| 3:15 p.m.- 3:30 p.m.  | Break   |
| 3:30 p.m.- 5:00 p.m.  | Tackling the Top Productivity Pain Points (Part 1)  |
| 3:30 p.m.- 5:00 p.m.  | Wants and Needs: What the Owners/Developers Wish Contractors Knew   |
| 5:30 p.m.- 6:15 p.m.  | VIP Reception for All Users and Premium Sponsors  |
| 6:15 p.m.- 7:15 p.m.  | General Reception (All)   |
| 7:15 p.m.- 9:00 p.m.  | Dinner (followed by after party until 10:30 p.m.)   |

### Friday: October 9, 2015

|                       |   |
|-----------------------|---|
| 7:00 a.m.- 8:00 a.m.  | Breakfast (All)   |
| 8:00 a.m.- 9:15 a.m.  | Tackling the Top Productivity Pain Points (Part 2)                          |
| 8:00 a.m.- 9:15 a.m.  | The Rubber Meets the Road: What Contractors Wish the Owners/Developers Knew |
| 9:15 a.m.- 9:30 a.m.  | Break   |
| 9:30 a.m.-11:00 a.m.  | Contracting With "Skin In The Game"   |
| 9:30 a.m.-11:00 a.m.  | In Search of a Better Mousetrap   |
| 11:00 a.m.-12:00 p.m. | Wrap Up   |
| 12:00 p.m.            | Optional recreational activities (TBD)                                      |

### ABC Users Summit Committee

#### Users Summit Chair:

Kevin Sell, United Group Services

#### Health Care Steering Committee:

**Chair:** David Pugh, Bradley, Arant, Boult Cummings LLP

Tom Boyle, Hospital Corporation of America

Jeff Christmann, ADAMS Management Services, Corp.

Steve Cona, ABC Gulf Coast Chapter

Jack Darnell, Brasfield & Gorrie, LLC

Scott Dater, Bergelectric Corp.

Bob McCoole, Ascension Health

Matt Nurkin, Lend Lease

Sam Stiteler, MetroPower, Inc.

#### Industrial Steering Committee:

**Chair:** William J. Cloutre, Cajun Industries, LLC

Mark Brantley, Jacobs Engineering Group, Inc.

Joe Clements, LG&E and KU Services Company

Ronny Daigle, OneSource EHS, LLC

Joe Dorsch, DuPont Company

Robert Frawley, Fluor Construction

Russell Hamley, ABC Greater Houston Chapter

Doug Hoberock, hth companies, inc.

Chris Medema, Dow Corning Corporation

Craig Messer, ISC Constructors, LLC

## ABOUT THE VENUE

Known as Florida's "Pink Palace," the Loews Don CeSar Hotel, facing the white sands of the Gulf of Mexico, was built in 1928 to resemble a Mediterranean-style castle; located on St. Pete Beach. From high society's playground to starring on the silver screen to gulf coast icon, Loews Don CeSar boasts a long and storied history. Distinguished celebrities such as Clarence Darrow and F. Scott Fitzgerald once frolicked here. They served in the Great War - and served guests just like you for decades. With sugar-fine beaches, blazing sunsets, a world-class spa, and two heated pools, it seems you really can have it all. More than a history lesson, The Don is a study in epic style.

