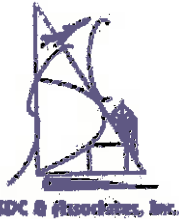


Successful Cash Flow Resolutions to Inefficiency & Differing Site Conditions Claims

Presented by the SDC Institute

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Instructor: Anwar Hafeez is a nationally recognized and respected Civil Engineer and construction industry consultant who has personally supervised over \$1.4 billion in major construction projects. Mr. Hafeez has also successfully negotiated and settled over \$350 million in construction claims and change orders for SDC clients nationwide. His most notable projects include the San Diego Convention Center, Los Angeles Central Library, Los Angeles International Airport Expansion and Washington DC Subway System. To learn more about Mr. Hafeez please visit www.sdcassociates.com.



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THIS SEMINAR TEACHES...

- Recovery: Type 1 VS Type 2
- Site Investigation Clauses
- DSC Policies That Work
- Exculpatory Clauses That Do Not Work
- When Is the "Spearin Doctrine" the Basis for DSC Recovery
- Learn to Prepare a DSC Claim
- Reverse DSC
- How to Calculate and Defend Inefficiency Costs Due to:
Overtime: Shift Work, Trade Stacking: Over Manning, Hot and Cold Weather, Out of Sequence Cumulative Change Orders
- How to Calculate the Measured Mile Method
- Actual Cost Calculated / Insider Tips
- Case Studies / Relevant Court Case

FEE FOR THIS SEMINAR IS \$399

Early Bird Special \$299 if registered by 3/20/17

SEMINAR TIME:

8:00 am to 4:00 pm
7:30 am Registration
(Includes Lunch & Course Book)

DATES & LOCATIONS:

Thursday, March 30, 2017
Baltimore, MD
Hilton Baltimore BWI Airport
1739 West Nursery Road
Linthicum, MD 21090

Friday, March 31, 2017
Rockville, MD
Rockville Courtyard
2500 Research Boulevard
Rockville, MD 20850

Register by Mail, Fax, Phone or Internet

Name: _____	Please List All Seminar Attendees: _____
Company: _____	_____
Address: _____	_____
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Email: _____	Method of Payment:
Phone: _____	<input type="checkbox"/> Check <i>Please Make Checks Payable to SDC & Associates Inc.</i>
Fax: _____	<input type="checkbox"/> American Express <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard
CVV: _____	Credit Card #: _____
Authorization Signature: _____	CC Billing Address: _____
<input type="checkbox"/> Baltimore <input type="checkbox"/> Rockville <input type="checkbox"/>	Exp. Date: _____ Total: _____
Please list which Association you belong to: _____	
Can't Attend? Buy a Course Book for \$125 or, Buy the Entire Webinar on Thumb Drive for \$249	

***SUCCESSFUL CASH FLOW RESOLUTIONS TO
INEFFICIENCY & DIFFERING SITE CONDITIONS CLAIMS
AGENDA***

07:30 a.m. - 08:00 a.m. Registration and Coffee

08:00 a.m. – 10:15 a.m.

Overview

II. Brief History of Differing Site Condition Provisions in Contracts

- A. Effort by owners and contractors to shift liability
- B. Basics of Differing Site Conditions
 - a. Type 1
 - b. Type 2
- C. Basis for Recovery

III. Bold Approach in Managing DSC

- A. Should the Contract have a DSC Clause

IV. Differing Site Condition Clauses

- A. Intent of the Clause - Recognizes practical realities
- B. Notice Requirements
- C. Exculpatory clauses
- D. Legal remedies if no Differing Site Condition Clause
- E. Adequate pre-bid site investigation

V. DSC Claims

- A. How to Write a Winning DSC claim
- B. Pricing and Proving a DSC claim

10:15 a.m. – 10:30 a.m. - Break

10:30 a.m. – 11:30 a.m.

V. DSC Claims (Cont'd)

- C. Threshold of Materiality
- D. Reverse DSC – Owner's Best Friend
- E. Case Study – National Park in Nevada

11:30 a.m. - 12:30 p.m. Lunch Break

12:30 p.m. - 02:30 p.m. Inefficiency Claims

VI. Inefficiency Claims

- A. Labor Productivity Definition
- B. Cost Coding & Cost Controls Made Easy
- C. Calculate Overtime & Shift Work Inefficiency Costs

VII. Calculating Change Order Impacts

- A. MCCA Study / NECA Job Factors
- B. Calculate Cumulative Impact of Change Orders
- C. How to Calculate the Measured Mile Cost
- D. How does the Owner Defend the Claim?

02:30 p.m. - 02:45 p.m. Break

02:45 p.m. - 04:00 p.m. Inefficiency Claims (Cont'd)

- A. Learning Curve Inefficiencies
- B. Cold & Hot Weather Inefficiencies
- C. Acceleration due to Overcrowding & Trade Stacking
- D. Actual Problems Solving
- E. What the courts have ruled?
- F. Case Studies
 - a. Los Angeles Subway
 - b. School Upgrade in San Diego