



DESIGN-BUILD INSTITUTE OF AMERICA **SOUTHWEST REGION**

Serving the states of Arkansas, Louisiana, New Mexico, Oklahoma, and Texas

Oklahoma City Chapter Meeting

How To Win The Battle Without Losing The War: Bidding Work In Today's Market

Friday, March 19, 2010 • 11:30 am - 1:30 pm

River Oaks Golf Club • Millennium Room • 10909 Clubhouse Rd. • Edmond, OK 73013 • 405-771-5800

(Please see map on page 2)

THIS SEMINAR IS PENDING APPROVAL FOR 1 CREDIT TOWARDS THE DBIA DESIGNATION PROGRAM

Overwhelmed by the current economic climate, construction contractors and owners are faced with the tough decision of "how low is too low," when it comes to providing a cost for competitively-bid construction projects. Project funding has decreased to levels unable to sustain the current workforce and is impacting contractors and owners throughout the world. The knee-jerk reaction as a contractor is to submit pricing low enough to win the project and break even as a company. Any mismanagement or unforeseen circumstances, however, will force tough decisions for both the owner and the contractor. Fortunately, there is hope for any company with the correct structure in place. To sustain this economic downturn, owners and contractors need to understand how the current "low bid" environment will impact future appropriations, bonding, and quality of projects.

Aaron Garriott, CCC, DBIA, LEED® AP is the Director of Estimating for ASSET Group, Inc. He received a B.B.A in Management from the University of Central Oklahoma and a M.S. in Construction Administration from the University of Oklahoma, and has spent the past 15 years in the Oklahoma Construction Industry.

Jennifer P. Fogg, CPF, M. SAME is President and Chief Operating Officer for ASSET Group and is directly responsible for the planning and execution of all business development initiatives and oversees design-build activities including development of short and long term teaming relationships. Over her ten year career, Jennifer has overseen more than \$300 million in construction and environmental contracts and won more than \$4 billion in contract capacity.

REGISTRATION FORM

Mail to: OKC District – Mar. 2010 OR DBIA Southwest Region P.O. Box 4646 Austin, TX 78765

Fax to: 512/451-2911 Email to: info@dbia-sw.org Register by phone: 512/241-1517

Fax/Email/Phone Registrations must be accompanied by Visa, MasterCard, or American Express information.

Registration Fees (includes full lunch and program):

- Discounted Registration for Government/Military Employees (Government/Military ID required) (Due by 5:00 p.m. March 12th)\* \$28.00
Advanced Registration for DBIA Members (Due by 5:00 p.m. March 12th)\* \$38.00
Advanced Registration for Non-Members (Due by 5:00 p.m. March 12th)\* \$48.00
Late Registration Fee (After 5:00 p.m. March 12th and at the door) \$10.00

Registration fees help support the SW Region of DBIA and include your meal, CEU's, as well as meeting and staffing expenses. Additional contributions are welcomed.

I would like to make an additional contribution to the Region to support its educational efforts... +\$

\*Advanced Registrations must be accompanied with payment. Total Enclosed: \$

Name:

Company:

Address:

City: State: Zip:

Phone: Fax: E-mail:

Make checks payable to "DBIA Southwest Region" Please Charge: Visa MasterCard AmEx

Card No.: Exp. Date:

Security Code (3 or 4 digit number):

Billing Address (incl. zip):

Cardholder: Signature:

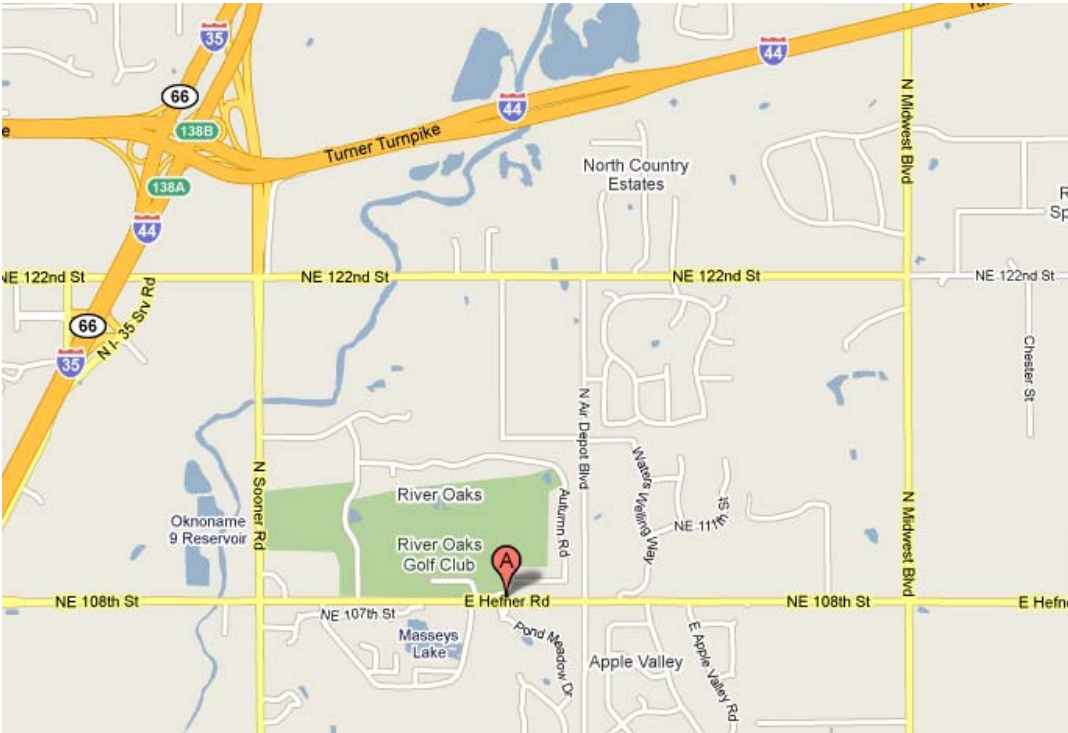
Cancellation Policy: No refunds will be given to registrants who cancel after 5:00 pm on the Friday preceding the meeting.

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