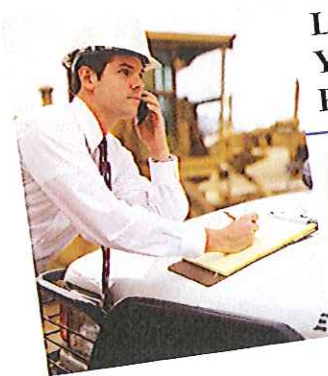


# Successful Cash Flow Resolutions to Inefficiency & Differing Site Conditions Claims

## ESSENTIAL TRAINING FOR CONSTRUCTION PERSONNEL

**The Instructor:** Anwar Hafeez is the president and owner of SDC & Associates, Inc. He has over 35 years of hands-on construction experience working as a Contractor/Construction Manager. He has personally supervised over \$1.4 Billion in such landmark projects as the San Diego Convention Center, LA Central Library, LA International Airport, and Washington DC Subway. He has also successfully settled over \$200 Million in claims/change orders. Mr. Hafeez along with SDC has trained construction personnel by seminars and workshops all over the USA.

**Learn How to Save Time and Money And Increase Your Bottom Line on Your Projects!**



**NECA Member Price: \$99**

### This Seminar Covers...

- ⇒ Recovery: Type 1 v Type 2
- ⇒ Site Investigation Clauses
- ⇒ DSC Policies that Work
- ⇒ Bold Approach for Owners for DSC
- ⇒ Exculpatory Clauses that don't work
- ⇒ When is the "Spearin Doctrine" the basis for DSC Recovery?
- ⇒ Learn how to prepare a DSC Claim
- ⇒ "Reverse DSC"
- ⇒ Relevant Court Cases
- ⇒ How to Calculate and Defend Inefficiency Costs Due to:
  - ⇒ Overtime
  - ⇒ Shift Work
  - ⇒ Trade Stacking
  - ⇒ Over Manning
  - ⇒ Cumulative Change Orders
  - ⇒ Hot and Cold Weather
- ⇒ Actual Costs Calculated
- ⇒ Insider Tips
- ⇒ Case Studies

### TIME:

8:00 a.m. to 4:00 p.m.  
7:30 a.m. Registration  
(Includes Lunch & Coursebook)

### Fee for NECA Members \$99

Includes Lunch & Course Book

### REGULAR REGISTRATION FEE IS \$349

### DATE & LOCATION:

**Wednesday, February 22, 2012**  
Hyatt Regency Sacramento  
1209 L Street  
Sacramento, CA 95814

**Thursday, February 23, 2012**  
Embassy Suites  
San Francisco Airport  
150 Anza Blvd.  
Burlingame, CA 94010

**Friday, February 24, 2012**  
Radisson Hotel San Jose Airport  
1471 N. Fourth Street  
San Jose, CA 95112

### Register by Mail, Fax, Phone, or Internet

Name:	Please List All Seminar Attendees:	
Company:		
Address:		
E-Mail:		
Phone:	<b>Method of Payment:</b> <input type="checkbox"/> Check <input type="checkbox"/> American Express <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <small>Please Make Checks Payable to SDC &amp; Associates, Inc.</small>	
Fax:	Exp. Date:	Total:
Credit Card #:	Authorization Signature:	
<input type="checkbox"/> Sacramento <input type="checkbox"/> San Francisco <input type="checkbox"/> San Jose		
<b>Can't attend? Please send course book :</b> <input type="checkbox"/> <b>Inefficiency &amp; Differing Site Conditions Claims (\$99 + Tax)</b>		

Please list which NECA Chapter you belong to: \_\_\_\_\_

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info@sdcassociates.com www.sdcassociates.com

*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