**Utah Contractors Class**

*This course will be taught by multiple instructors – each an expert in their field – covering the following learning objectives.*

o Distracted Driving will discuss the types of distractions and problems that exist from being distracted on the road. OSHA Multi-Employer Citation will discuss who is defined as an “employer”, and who is responsible for the safety of the workers on the job site. This class also counts towards the 5% WCF/HBA association membership workers’ compensation premium discount.

o We will discuss the issues of risk transfer in construction (upper tier contractors & lower tier contractors), and ways to protect yourself. We will look at “best practices” from an insurance standpoint, what insurance liability exclusions to watch out for, and the NEW DOPL rule relating to proper insurance coverage, and the penalty for non-compliance.

o The Critical SWPPP Compliance class will provide a basis for storm water regulations by outlining a Brief History of Storm water Regulations, application, enforcement, and modern day trends while emphasizing what is required on construction sites as outlined in detail with The 5 Rules of Storm water Compliance: NOI Permits, SWPPPs, BMP Installation, Inspections, and Site Maintenance.

o This class will review the basics of the Fair Labor Standards Act relating to record keeping/time & attendance, exempt vs. non-exempt, tracking of drive time, overtime issues.

o How to use different entity structures to protect your personal assets. Discussion on retirement planning, and strategy. How to properly title company assets, including property & vehicles to compartmentalize risk, and to avoid insurance claim denials for lack of insurable interest.

o The latest updates in the code relating to Lien Law. Review of construction agreements/contracts- the what to haves, and the what to watch out for.

o What’s all the hype about Lean Construction? Can Lean really help improve productivity, efficiency, profits and relationships? The answer is an emphatic, YES! It has been stated that your current process is perfectly designed to produce the results you are currently achieving. The complexity of the construction industry today requires more than the management techniques of yesterday. Lean Construction is a management strategy that produces the superior results we are looking for. Come learn about identifying and eliminating the eight wastes defined by Lean Construction to improve both productivity and profitability. Lean will improve any project, any manager, any schedule, any budget, and any process.

o This class will discuss why Radon mitigation is important. How you install Radon systems for both new construction, and retrofit projects. Statistics on issue relating to radon exposure.

o This class will discuss: What is Customer Experience? Why understanding Customer Experience is important in our industry? The 6 different stages of the Customer Experience. Touchpoints vs. Customer Journey. Identifying opportunities. The value of “good journeys”. Accountability.

Business can be much easier than we make it. Results are very predictable! This class will focus on the how to’s of transitioning from trade specifics to business specifics. Whether you’re in survival mode or you want to gain market share, you will leave with some clear next steps to add to your business tool kit and give you solid footing to achieving excellent results in 2017!

 Discussion topics will include:

· How do I engineer my company for profit?

· How to Manage Uncertainty

- 6 of the most common and costly marketing mistakes that small businesses almost always make.

· How to use planning to increase success in your business by 10-15x

· Taking the fear out of failing

o Job costing is important to contractors to: prepare estimates, run and manage jobs, forecast jobs, and support for claims and change orders. Review steps to manage job costs: obtain cost data, analyze data, formulate a plan of action, and execute plan. Review Key Performance Indicators and discuss specific KPI’s relevant to contractors. Discussion of financial bench marks and operational elements evaluated by bond issuers.

Cost Accounting/Bonding/Obtaining Financing:

We look at cash vs. accrual accounting, help them see why percentage of completion/accrual provides a more accurate depiction of the financial position of a contractor, why banks and bonding agents need to make decisions using percentage of completion, how that level of detail can help them to make better management decisions and how bonding works, shifts risks, etc.