

*\* Current as of August 30, 2017 – Subject to change*



**2017 Hot Firm + A/E Industry Awards Conference  
Fairmont Olympic Hotel, Seattle, WA  
September 21-22, 2017**

## **AGENDA**

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### **Wednesday, September 20** *(for VIP registrations)*

6:00pm – VIP Registration

6:00pm-7:30pm – VIP Reception – hosted by the [Arthur J. Gallagher Company](#),  
[Corporate Tax Advisors](#), and [Time Counts](#)

### **Thursday, September 21**

8:00-9:00am – Conference Sign-in & Breakfast

9:00-9:45am – Welcome and opening remarks

9:45-10:45am – Keynote 1 – [Steve Thomas](#)

10:45-11:00am – Break

11:00am-12:00pm – Breakout 1

- Breakout 1A – Moderated Panel of #1 Best Firms to Work For: “How the [Best Firms to Work For](#) stand out in the industry”
- Breakout 1B – “Secret Ingredients for Sizzling Success,” [Perry Shea](#) and [Jean Carr](#), [SCJ Alliance](#)
- Breakout 1C – “Practical Strategies for Improving Communications Skills Across Your Firm,” [Anthony Fasano](#), [Engineering Career Coach](#)

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12:00-1:00pm – Lunch (Sponsored by [Bentley Systems](#))

1:00-2:00pm – Breakout 2

- Breakout 2A – Millennial panel, [Christy Zweig Niehues](#) and [Jamie Claire Kiser](#), Zweig Group, and Will Schnier, [BIG RED DOG](#)
- Breakout 2B – “Eight-Minute Compliance,” [Andrew Malahowski](#), [Arthur J. Gallagher Company](#)
- Breakout 2C – “How to Create a More Business Development Minded Culture in Your Firm,” [Anthony Fasano](#), [Engineering Career Coach](#)

2:00-2:15pm – Break

2:15-3:15pm – Breakout 3

- Breakout 3A – Merger & Acquisitions Roundtable, [Jamie Claire Kiser](#), [George Christodoulo](#), [Donald Alford](#), Ozzie Nelson, and David Wantman
- Breakout 3B – “Using new media to enhance recruiting and marketing,” [Randy Wilburn](#), Zweig Group
- Breakout 3C – Leadership and project management, [Bill Murphey](#), Zweig Group

3:15-3:30pm – Break

3:30-4:30pm – Breakout 4

- Breakout 4A – “Year 2020: New Business is found and maintained in a pocket not in a place,” Delrae Bennett, [Time Counts](#)
- Breakout 4B – “How we built a billable marketing function in our engineering firm,” [Bryan Peterson](#), [WGI](#)
- Breakout 4C – “Research on the industry: What today's KPIs are telling us,” Will Swearingen, Zweig Group

4:30pm – Break

5:30-7:00pm – Networking Cocktail Reception

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## Friday, September 22

8:00-9:00am – Breakfast

9:00-9:15am – Day 2 Overview

9:15-10:00am – Keynote 2 – [Kit Miyamoto](#), [Miyamoto International](#)

10:00-10:45am – Keynote 3 – [John Zweig](#), [The Cape Eleuthera Foundation](#)

10:45-11:00am – Break

11:00am-12:00pm – Breakout 5

- Breakout 5A – “The important role of a Board of Directors,” [Mark Zweig](#) and [Jamie Claire Kiser](#), Zweig Group
- Breakout 5B – “Reduce Scope Creep and Get Paid for Extra Services,” [June Jewell](#), [AEC Business Solutions](#)
- Breakout 5C – “Private Equity Investment in Engineering Firms,” David Ettinger, [Bow River Capital Partners](#)

12:00-1:00pm – Lunch

1:00-1:15pm – Break

1:15-2:15pm – Breakout 6

- Breakout 6A – “How to Develop the AEC Leaders inside your Firm,” [Anthony Fasano](#), [Engineering Career Coach](#)
- Breakout 6B – Strategic Financing/Tax Credits, Dawson Fercho, [Corporate Tax Advisors](#)
- Breakout 6C – “Defined Contribution Employee Benefits – The Future of Benefits,” [Chris Newell](#), [Arthur J. Gallagher Company](#)

2:15-2:30pm – Break

2:30-3:30pm – Closing Keynote 4 – [Dr. Menzer Pehlivan](#), [CH2M](#)

3:30-4:00pm – Closing remarks

4:00-5:30pm – Break

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5:30-7:00pm – Black Tie Awards Reception

7:00-9:30pm – Hot Firm + A/E Industry Black Tie Awards Dinner and Ceremony.  
Announcement of 2017 [Hot Firm](#), [Best Firms to Work For](#), [Marketing Excellence](#), and the [Jerry Allen Courage in Leadership](#) awards.

## **Saturday, September 23** *(Optional with VIP registration)*

9:00-11:30am – Morning-After VIP Brunch

1:00-3:00pm – Tour of Seattle (w/ party bus)

6:00pm – Party Bus to the [Coldplay](#) concert at CenturyLink Field

7:00pm-? – Coldplay concert

11:00pm? – Party Bus returns to the Fairmont Olympic Hotel

Attendees of the Hot Firm + A/E Industry Awards Conference can earn  
**12 continuing education hours (12.0 PDH / 1.2 CEU)**



*AIA Approved Provider #J317.*

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