

CHANGES OR CANCELLATIONS
Please visit www.fmi.net.com/programs/acqs to
review our changes and cancellations policy.

FMI GUARANTEE
If for any reason you are not satisfied with the program, please
inform us by calling 800.877.1364. We will refund your tuition
or give you a credit to use at another FMI program.

MAILING LIST CHANGES
If your mailing information has changed, or you would
like to add someone to our mail list, please email us at
CorporateMarketing@fminet.com.

*This executive conference will lead you through developing a proactive strategy for acquiring or selling a firm. What you
learn here will enable you to enhance the value your shareholders realize from the sale or acquisition of the firm.*

34TH ANNUAL EXECUTIVE CONFERENCE

WHAT WILL YOU SEE? ACQUISITIONS IN THE CONSTRUCTION INDUSTRY

5171 Glenwood Avenue
Suite 200
Raleigh, NC 27612

FMI
for the ENGINEERING and CONSTRUCTION INDUSTRY
MANAGEMENT CONSULTING • INVESTMENT BANKING



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ARE YOU READY FOR AN EYE OPENING EXPERIENCE?

ACQUISITIONS IN THE CONSTRUCTION INDUSTRY



“Even if you aren’t buying or selling, this is a good seminar to help you plan the future of your company.”

WHAT YOU CAN EXPECT

After an FMI conference, you will walk away with insightful and applicable information that you can only get from industry experts. FMI’s Investment Bankers pull from a long history of successful experience, an extensive network of industry relationships and deliver an educational experience grounded in practical reality. FMI professionals are also available for a confidential, one-on-one consultation with conference attendees in order to offer individualized consultations in a confidential setting. During this conference, FMI Investment Bankers will address the following topics:

- Industry Transaction Experience
- Valuation Knowledge
- Leadership and Management in Construction
- Dedication to the Industry

“Very eye-opening. I highly recommend this to buyers, sellers or any owner for that matter.”

OVERVIEW

Whether you are today’s buyer/seller, or a future buyer/seller, you must be prepared to take full advantage of the ever-changing opportunities in the construction industry to maximize value in your firm. This executive conference will assist you in developing a proactive strategy for acquiring or selling a firm. What you learn from the conference will **enable you to enhance the value your shareholders realize from a sale or acquisition.**

WHO WILL ATTEND?

Business Owners, Presidents, Chairmen, CEOs, CFOs, COOs and Executives with mergers and acquisitions responsibilities.

REGISTRATION INFORMATION

Registration includes a confidential, **one-on-one consultation with a FMI Investment Banker**, all workbook materials, program instruction and refreshment breaks. Meals and lodging are not included.

REGISTER ONLINE

www.fminet.com/programs/acqs

REGISTER BY PHONE

1.800.877.1364

PRICING

\$1,295 for the first attendee

\$1,145 for each additional attendee from the same company

HOTEL INFORMATION

JW Marriott Denver Cherry Creek, 866.706.7814

To ensure availability, book your hotel room as soon as possible.

UNABLE TO ATTEND?

If you are planning to sell your company but are unable to attend, please call us to discuss your firm’s succession strategy or how to improve the value of your firm for an internal or third-party sale. Our experienced Investment Bankers can help you decide upon a plan to maximize the achievement of your objectives.

AGENDA

DAYS 1 & 2: 8:30 AM - 5:00 PM

THE CHANGING ACQUISITION CLIMATE

- Current mergers and acquisition activity
- Industry trends
- International investment
- Nontraditional industry buyers
- Internal transactions as an alternative

VALUATION

- Value drivers for contractors
- Earning-based valuation methods
- Asset-based valuation methods
- Impact of strategic and financial buyers on value

THE BUYING AND SELLING PROCESS

- Preparing and presenting the company for sale
- Factors creating value and salability
- Business planning prior to a sale
- Developing a descriptive memorandum
- Searching for potential buyers
- Negotiating a deal

DEVELOPING AN ACQUISITION PROGRAM

- Why acquire?
- Defining acquisition criteria
- Searching for potential sellers
- Evaluating candidates
- Negotiating a deal

ALTERNATIVE FINANCING STRATEGIES

- How private equity investors view the construction industry
- The private equity investment process
- Accessing private equity
- Public private partnerships

DEAL STRUCTURE

- Tax and legal considerations
- Stock vs. asset sale structures
- Earnout structures
- Letter of intent
- Contractual considerations

INTEGRATION AND CULTURE

- Pitfalls in making acquisitions successful
- Planning an integration strategy

PRIVATE CONSULTATION WITH AN FMI INVESTMENT BANKER

- Ask your confidential questions in an individual session
- Explore the value and marketability of your firm
- Discuss specific directions for your acquisition program

“FMI CLEARLY ESTABLISHED ITS CREDENTIALS AS EXPERTS ON THE SUBJECT ... GREAT JOB.”

THE BEST INSTRUCTORS IN THE BUSINESS

ABOUT THE PROGRAM DIRECTOR



LANDON FUNSTEN is a managing director with FMI Capital Advisors, Inc., FMI Corporation’s Investment Banking subsidiary. He works extensively with contractors throughout the country, focusing on buyer and seller representation, business continuity and stock valuations.

Landon spent several years in FMI’s Management Consulting practice, giving him a unique understanding of the difficult organizational, operating and strategic issues facing an owner in the process of ownership transition. In addition, Landon’s financial background gives him a thorough understanding of transaction structures and valuation issues.

Landon holds a BA in Economics from the University of Virginia and an MBA from the University of North Carolina at Chapel Hill. Landon also holds a Series 7 license from the SEC and FINRA.

QUESTIONS

If you have any questions about the program or the topics we will cover, please contact the program director, Landon Funsten, at 919.785.9284 or LFunsten@fminet.com.