



ANNUAL MEETING
January 20-22, 2015

Wekopa Resort and Conference Center
(formerly the Radisson Fort McDowell Resort)
10438 North Fort McDowell Road
Scottsdale, Arizona 85264



*Building for the future.
Giving members the tools to
develop and grow.*

ANNUAL MEETING AGENDA

Schedule subject to change.

Tuesday, January 20, 2015

8:00 A.M. - 11:00 A.M. BOARD OF DIRECTORS MEETING *(indicate attendance on registration)*
All members welcome to attend. Please RSVP in advance by indicating attendance on the registration form. A breakfast buffet will be served at 8:00 a.m.

11:00 A.M. - 5:30 P.M. GOLF AT EAGLE MOUNTAIN *(indicate attendance on registration)*
Tees times will be held at Eagle Mountain Golf Club. The cost per golfer is \$140 plus tax. Club rentals are \$50 per set and include a sleeve of golf balls. Roundtrip transportation will available for \$5 per person. Please indicate participation on registration form.

6:00 P.M. - 8:00 P.M. WELCOME RECEPTION *(indicate attendance on registration)*
BXNET members and their guests will enjoy a variety of stations which include an Antipasto Display of Italian cured meats, fresh mozzarella and parmesan cheeses, marinated vegetables, assorted peppers, olives, crostinis and crackers; a Potato Martini Station complete with lobster ragout with pesto mash, roasted garlic mash, BBQ pulled pork, fried onions, "The Works" buttermilk mash, bacon bits, chives and cheddar cheese; and Slow Roasted Prime Rib of Beef Carving Station with cabernet au jus, atomic horseradish with silver dollar rolls. Cocktails will also be served.

Wednesday, January 21, 2015

8:00 A.M. - 9:00 A.M. BREAKFAST BUFFET *(indicate attendance on registration)*
The Saguaro Sunrise buffet includes scrambled eggs, breakfast potatoes with caramelized onions, Applewood smoked bacon, pecan waffles with maple syrup, fresh fruit, baked pastries, assorted coffee, teas and juices.

9:00 A.M. - 9:30 A.M. WELCOME AND OPENING REMARKS
A welcome by BXNET President Phil Davenport of the Builders and Contractors Exchange, Inc., Norfolk, Virginia, as well as roundtable introductions from the attendees will take place.

**9:30 A.M. - 10:30 P.M. THE GOOD, THE BAD AND THE FUNNY:
COMMUNICATION AT THE WORKPLACE**
Presented by: Stephanie Angelo, SPHR, Human Resource Essential, LLC
Ms. Angelo will address assumptions in the workplace, managing conflict, motivating employees and discuss the benefits of laughter in the workplace.

10:30 A.M. - 10:45 A.M. COFFEE BREAK

10:45 A.M. - 12:15 P.M. THE PLAN ROOM OF 2020
Presented by: Barb Boroskae, Winnipeg Construction Association; Rex Klein, Barryhund Administrators, Inc.; Brenda Romano, Virtual Builders Exchange, LLC
A panel of Builders Exchange Network members will lead a discussion of the changes with plan rooms and how it will affect the future of exchanges.

12:15 P.M. - 1:15 P.M. LUNCH BUFFET *(indicate attendance on registration)*
The Little Italy buffet includes caprese salad, artichoke salad, traditional caesar salad, chicken piccata, baked meat lasagna, cheese tortellini with alfredo sauce, garlic breadsticks, tiramisu and cannolis, coffee and tea.

1:15 P.M. - 2:15 P.M.

**HOW TO PROTECT YOUR BUSINESS AND LEGAL INTERESTS:
FROM BID THROUGH COMPLETION AND BEYOND**

Presented by: Karen Palecek, Esq., Palecek and Palecek, PLLC

Attorney Palecek will provide the knowledge and expertise you need to protect your business and legal interests, followed by Q & A.

2:15 P.M. - 2:45 P.M.

REPORTER TRAINING PREVIEW

Presented by: Brenda Romano, Virtual Builders Exchange, LLC

The Builders Exchange Network will be hosting a Reporter Training late 2015. Brenda, the trainer, will provide a preview of this training.

2:45 P.M. - 3:00 P.M.

COFFEE BREAK

3:00 P.M. - 4:00 P.M.

EXCHANGE YOUR EXCHANGE

This session will be an open discussion requiring full participation from the attendees. We will be discussing successes and challenges and overall management of exchanges. Please come prepared with your questions and comments.

5:30 P.M.

COWBOY COOKOUT *(indicate attendance on registration)*

Thursday, January 22, 2015

8:00 A.M. - 9:00 A.M.

BREAKFAST BUFFET *(indicate attendance on registration)*

The Southwestern buffet includes scrambled eggs, breakfast potatoes with caramelized onions, chorizo sausage, pecan French toast, fresh fruit, baked pastries, assorted coffee, teas and juices.

9:00 A.M. - 9:30 A.M.

ANNUAL BUSINESS MEETING

9:30 A.M. - 10:30 A.M.

KEYS TO SUCCESSFUL EVENTS

Presented by: Dave Smith, Calgary Construction Association; Joe Benedict, Construction Exchange of Buffalo & Western New York, Inc.; Phil Davenport, Builders and Contractors Exchange, Inc.

Dave, Joe and Phil will share successful events planned at their associations.

10:30 A.M. - 10:45 A.M.

COFFEE BREAK

Coffee, tea and assorted soft drinks will be available.

10:45 A.M. - 12:00 P.M.

P3s FOR PUBLIC BUILDING

Presented by: Todd Herberghs, National Council for Public-Private Partnerships

Learn how P3 works for buildings, the policy behind it and where it is heading in the future.

12:00 P.M. - 1:00 P.M.

LUNCH BUFFET *(indicate attendance on registration)*

A deli buffet includes cole slaw, Italian bread salad, tri-colored pasta salad, seasonal fruit, cucumber and onion salad, assorted deli meats and cheeses, fresh baked breads and rolls. Also served with house baked cookies, fruit cobbler, heath bar brownies, coffee and tea.

1:00 P.M. - 2:00 P.M.

**CONTRACTORS AND TECHNOLOGY:
WHERE THEY ARE AND WHAT WE SHOULD DO**

Presented by: Rex Klein, Barryhund Administrators, Inc.

Rex will discuss technology used in the field and what we should do about it.

2:00 P.M. - 3:00 P.M.

**COMPETITION 101: WHO ARE THEY?
WHAT DO THEY OFFER? WHAT DOES IT MEAN FOR US?**

Open discussion about plan room competition. Please come prepared to speak on competition in your geographic area.

MEETING DATES	January 20-22, 2015
REGISTRATION FEE	BXNET Delegate: \$410 Spouse/Guest: \$260
ACCOMODATIONS	Wekopa Resort and Conference Center 10438 North McDowell Road Scottsdale, AZ 85264
HOTEL RATE	\$159/night (plus 12.75% tax) <i>Resort fee waived for BXNET attendees.</i>
RESERVATIONS	Telephone: (480) 789-5320 https://bookings.ihotelier.com/bookings.jsp?groupID=1312878&hotelID=96432 Deadline: Rates will be available until midnight MT Monday, January 5, 2015 only. To ensure room availability, please make your reservations prior to this date. Nights available under this block are January 19-24 (with limited availability January 19 and 24). Link will automatically populate our meeting. When reserving by telephone inform them you are attending the BXNET meeting to receive the discounted rate. Check-in: 4:00 p.m. Check-out: 12:00 p.m.
WEATHER	Average High: 68° Average Low: 45°
AIRPORT	Phoenix Sky Harbor International Airport 3400 E. Sky Harbor Blvd., Phoenix, AZ 85034 Approximately 24 miles (25 minutes) from resort.
DRIVING DIRECTIONS	From Sky Harbor Airport: Exit airport to the 202 east bound, take the 202 to exit 13 Country Club Drive. Turn left onto AZ-87 N. Turn left onto E. Toh Vee Circle. Take quick right and destination will be on the right.
SHUTTLE/TAXI SERVICE	Airport transportation via taxi is an estimated cost of \$75. Transtyle Shuttle Service is available for \$65. Call for reservations at 800-410-5479.
DRESS CODE	Meeting and Reception: Business Casual Group Outing: Casual