



Industry Focus. Powerful Results.™

Acquisitions in the Construction Industry

For program dates and registration information, visit us at
www.fminet.com/ACQS



MAXIMIZE VALUE

About the Program

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 comprehensive, two-day executive conference will assist you in developing a proactive strategy for acquiring or selling a firm. Limited to just 50 attendees, participants have the undivided attention and focus of FMI's professional team. At the end of this conference, what you have learned will enable you to maximize the value your shareholders realize from a sale or acquisition.

Who Should Attend?

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

Benefits

- Understand the current acquisition climate and what it means for your business
- Learn about valuation and value drivers that are unique to the industry
- Explore the acquisition process from strategy formulation to closing
- Understand alternative financing strategies
- Learn the basics of deal structuring
- Understand the essentials of integration

“ Great information, well-sequenced, -laid-out and -presented. Extremely knowledgeable presenters. ”

— **Stephen Park, Owner**
E-Z Bel Construction Co.

Why FMI?

For over 65 years, FMI has served the engineering and construction infrastructure and the built environment as a trusted advisor.

Work With the Best

Ryan P. Foley is a managing director with FMI Capital Advisors, Inc. Ryan has 15 years of experience, providing strategic M&A and capital-raising services in a number of industries, including energy, industrials, technology and business services.



John F. Steinegger is a director with FMI Capital Advisors, Inc. John works with a variety of construction industry firms on mergers and acquisitions, valuations and ownership transfer issues.



D. Alex Miller is a director with FMI Capital Advisors, Inc. Alex focuses on mergers and acquisitions and financial advisory services for companies in the engineering, construction and building products industries.



Matthew Drake is a director with FMI Capital Advisors, Inc. Matt works with middle-market companies and their shareholders on mergers and acquisitions, ESOP advisory, capital formation and other investment banking transactions.



“ If you are considering an M&A transaction in the E&C space, you must attend this class. ”

— **Ray Skelton, Managing Member**
Jacpr Services, LLC

AGENDA

DAY 1

8:30 a.m. – 3:00 p.m.

Reception 5:30 p.m. – 6:30 p.m.

DAY 2

8:30 a.m. – 3:00 p.m.

DAY 1

The Changing Acquisition Climate

- Current mergers and acquisition activity
- Industry trends
- International investment
- Private equity interest in the E&C market
- Factors creating value and salability

Valuation

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

The M&A Process

- The M&A process from both a buyer and seller perspective, including:
 - Defining acquisition criteria
 - Searching for potential sellers
 - Evaluating candidates
 - Preparing and presenting a company for sale
 - Developing marketing materials
 - Searching for potential buyers
 - Negotiating a deal

DAY 2

Deal Structure

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

Integration and Culture

- Failure vs. success: key factors
- The integration process
- Culture and differing integration models

Case Study Exercise

- Real-world examples provide depth and context to discussion principles
- Gain hands-on experience developing a valuation and deal structure in a team setting

Registration Information:

The tuition includes a confidential, one-on-one consultation with an FMI investment banker, all program instruction, materials and certificate of completion for continuing education credit. **Meals and lodging are not included.** Please see website for logistical information.

Hotel Information:

FMI has reserved a block of rooms at the host hotel. We urge you to make your reservations as soon as you register for the program, as the room block does fill quickly. Please check our website for details.

Pricing:

\$1,300 per attendee

For registration and more information:

www.fminet.com/ACQS
or call 800.669.1364

“Excellent! The experiences and knowledge of the team at FMI really come out in this seminar. A thorough treatment of the subject that presented ideas and perspectives I couldn't get elsewhere. I recommend this seminar to even experienced M&A participants, as FMI has something for everyone in this program.”

— Mark Youngquist, President
InServ Corp.

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Cancellation — If you need to cancel your registration, please note that you will be subject to a \$395 administrative cancellation fee per registrant. We need to receive your written cancellation at least five business days before the program in order to refund your remaining tuition. Otherwise, your tuition will be converted to a nonrefundable credit you may apply toward any FMI program for a full year. Please email us at registrations@fminet.com to submit your cancellation request.

Please note: If FMI cancels the event, your registration fee will be refunded. However, FMI cannot be held accountable for nonrefundable airline tickets or other expenses related to your travel to the event.

For questions regarding FMI's cancellation policy, please call 800.669.1364.

FMI reserves the right to change, add or cancel programs according to the needs of the industry.

Substitutions — If you would like to make any name changes or substitute participants, please email us at registrations@fminet.com. Substitutions can be made up to five business days prior to the start of the program.

FMI Guarantee — If for any reason you are not satisfied with the program, please inform us by calling 800.669.1364. We will refund your tuition or give you a credit to use for another FMI program.

Address Corrections — If your contact information has changed, or you would like to add someone to our mailing list, please call 800.669.1364 and ask for the database account steward, or email us at corporatemarketing@fminet.com.



You can earn up to 13 hours of continuing education credits by completing the program. A certificate of completion will be awarded to you at the conclusion of the program. You may use this certificate for self-reporting purposes to many state and local continuing education entities.

FMI Corporation is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual programs for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN 37219-2417.

Website: www.nasba.org

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