

# ALL OHIO CONVOCATION

A risk management program for the design professional industry

**WEDNESDAY,  
MAY 10, 2016**

8 a.m. — 4 p.m.

**Nationwide Hotel  
and Conference Center**

100 Green Meadows Drive South  
Lewis Center, OH 43035

**\$175/person  
on or before April 30**

**\$200/person  
after April 30**

## CONVOCATION PRESENTATION HIGHLIGHTS

- **Cogence - Transformation through Collaboration**
- **Architects & Engineering Firm Management Trends in 2017 and Beyond**
- **Ethics for the Design Professional**
- **AIA 2017 Documents: Owner-Architect Agreements and Sustainable Design & Construction**



Wednesday, May 10, 2017  
Nationwide Hotel  
and Conference Center,  
Columbus, OH

Your Seat is Waiting

## HOSTED BY



**Paula M. Selvaggio, RPLU**  
Senior Vice President, Architects & Engineers  
Practice Leader, Oswald Companies

Paula M. Selvaggio is responsible for overall management of the Design Professional market segment in Ohio, Western Pennsylvania and West Virginia.

For 30 years Paula has focused her career on professional liability insurance for Architects, Engineers and Contractors. She recommends insurance programs, provides in-house education programs, contract review services and loss prevention consultation to clients, universities and professional associations. She has been a licensed property and casualty insurance agent in Ohio since 1984 and received her Registered Professional Liability Underwriter (RPLU) designation in 2004. Risk and Insurance Magazine named Paula a 2013 Power Broker® Winner in the Construction category. In 2014, Paula developed the insurance program for the first true IPD project in Ohio, Akron Children's Hospital.



**Eric A. Teske**  
Vice President, Oswald Companies

Eric A. Teske is responsible for Design and Construction client service and sales for southern Ohio and West Virginia. As a dedicated professional liability specialist with over 25 years of experience, Eric provides insurance, in-house education programs, contract review services and loss prevention consultation to architects, engineers and other firms within the construction industry. Eric's past professional experience also includes serving as the financial officer of a medium-sized engineering and architecture firm. He has a Bachelor of Architecture from the University of Notre Dame and an MBA Finance from Indiana University. He is a licensed property and casualty insurance agent in Ohio.

RESERVE YOUR SEAT FOR OUR ANNUAL

# ALL OHIO CONVOCATION

A risk management program for architects and engineers

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For The Design & Construction Industry

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www.oswaldcompanies.com

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## WHO SHOULD ATTEND?

All principals: including business development, in house counsel, design professionals and consultants, including architects, engineers, construction managers and other consultants serving the design professional industry.

## INSURANCE PREMIUM CREDITS

If a majority of your firm's principals attend, you may qualify for premium credits on your professional liability insurance. To find out if you qualify, call your Oswald account manager at 800.975.9468.

## CONTINUING EDUCATION CREDITS

5.0 AIA CES PDH / LU / HSW's. To earn AIA/ CES credits you must attend the entire meeting. Certificates of completion will be issued to satisfy professional associations.

## COST TO ATTEND

Space is limited so get you reservation in early. Early bird registrations received by April 17 are **\$175 per person per firm**, or register **three or more individual's per firm for \$150 per person**. After April 30 registration fee is **\$200 per person**.

## CANCELLATION POLICY

Cancel prior to May 3 and receive a full refund. After that date, we are sorry but no refund can be made. However, another member of your firm can attend in place of the original registrant.

## CONFERENCE LOCATION AND OVERNIGHT ACCOMMODATIONS

Nationwide Hotel and Conference Center is located at **100 Green Meadows Drive South, Lewis Center, OH**, approximately 20 miles north of downtown Columbus and includes overnight accommodations.

# AGENDA

Nationwide Hotel and Conference Center | May 10, 2017 | Registration begins at 8 a.m. and includes continental breakfast.



**8:00 – 8:45 Registration & continental breakfast**

**8:45 - 9:00 Opening remarks from:**  
*Paula M. Selvaggio, RPLU*  
*Sr. V.P., Architects and Engineers Practice Leader*

*Eric A. Teske, Vice President,*  
*Oswald Companies*

**9:00 – 10:00 Cogence – Transformation through Collaboration**  
*Panel Discussion*

**10:00 – 10:15 Break**

**10:15 – 11:45 A&E Firm Management Trends in 2017 and Beyond**  
*Brad Wilson, CMA*  
*PSMJ Consultants*

**11:45 – 1:00 Lunch**

**1:00 – 2:30 Ethics for the Design Professional**  
*David Ericksen, Executive Committee / Construction Practice Leader*  
*Severson & Werson*

**2:30 – 2:45 Break**

**2:45 – 3:45 AIA 2017 Documents: Owner-Architect Agreements and Sustainable Design & Construction**  
*Michael J. Cremonese, Member*  
*Burke, Cromer, Cremonese – Attorneys at Law*

*Robert Gavin, CPCU, AIC, ARM*  
*Risk Manager*  
*Oswald Companies – Design & Construction*

## ABOUT OUR PRESENTERS

### Cogence Alliance- Panel Discussion

**Pam Neckar, C.F.O, Bostwick Design Partnership & President, Cogence Alliance**

**Brian Braaksma, President, Korda-Nemeth Engineering, Inc.**

**Sherm Moreland, C.E.O., Design Group**

**Paula Selvaggio, Sr. V.P., Oswald Companies**

The Cogence Alliance is an allied group of owners, designers, constructors and affiliates that believes a culture of collaboration, open communication, and trust, creates an environment that allows the members of a project team to work together to manage risks collectively and make informed, timely decisions that optimize efficiency and quality, and enhance project outcomes.

### Brad Wilson, CMA Management Consultant

Due to his unique background as a financially trained manager who has spent his entire career working with and owning design firms, Brad Wilson performs a wide range of services for PSMJ. His responsibilities include advising and training owners and senior managers on the subjects of financial management, technology, leadership development, strategic planning, and ownership transition. Recently he has focused primarily on mergers and acquisitions including all of the related valuation, deal structuring and integration services included in M&A.

Brad has spent the last 25 years, nearly his entire career, in the management of design firms. He combines hands-on management experience in ownership transitions and mergers and acquisitions with an extensive educational background to deliver world-class service to PSMJ's client firms and seminar attendees.

Brad joined PSMJ in 2002 after 10 years as a shareholder and Chief Financial Officer of a 70-person design-build architecture firm in Columbus, Ohio, Brad has led the strategic and short-term business planning process that has resulted in 6 consecutive years of double digit revenue and profit growth, even in 2001-2002. He has also served informally as the firm's Chief Information Officer insuring that the appropriate technology was available to support the rapid growth.

Brad has a BA degree in Economics from the Ohio State University and combined MBA/Juris Doctor degrees from Capital University. He has been a Certified Management Accountant since 1992 and has committed to staying current on management and technology issues by completing over 800 hours of relevant continuing education courses.

### David Ericksen Severson & Werson

David Ericksen currently serves as a Member of Severson & Werson's Executive Committee after serving as President from 2009-2012. Since 1997, Mr. Ericksen has led the Firm's construction/environmental litigation and transactional practice, as well as focusing on liability and insurance issues through insurers. In 2012, he represented design professionals in jury trial, bench trial, single arbitrator arbitration, and panel arbitration. He also focuses on contractual, risk management and litigation issues affecting the design and construction professional community, and provides these services as general counsel to firms.

### Michael J. Cremonese Burke, Cromer, Cremonese

Mr. Cremonese focuses his practices on construction law, professional liability and business law. His clients have included architects, engineers and design-builders throughout all phases of design and building, as well as real estate owners and developers and those in the energy and logistics industries.

His experience includes mediation, arbitration and litigation at both the trial and appellate levels, as well as advising and representing his clients in contract negotiations, risk management strategies, business structuring and restructuring matters.

Education: Duquesne University School of Law (J.D. 1999), Law Review, editorial board member. Saint Vincent College (B.S., Political Science, 1989)

### Robert P. Gavin, CPCU, AIC, ARM Risk Manager, Oswald Companies

Robert P. Gavin has over 26 years insurance and risk management experience specializing in the area of Architects and Engineers. Bob began his career as a litigation attorney with a plaintiff's law firm in Chicago focusing primarily on professional liability lawsuits. He spent seven years as a Claims Attorney for DPIC, now XL Catlin. He was General Counsel for six years at one of the largest architectural firms in the United States involved in all aspects of the day to day operations.

Bob earned his Bachelor of Science from the University of Illinois and his J.D. from Chicago-Kent College of Law. He is an Associate in Claims and in Risk Management and has his CPCU license. Bob has been an active member in numerous legal and insurance professional organizations including the American Arbitration Association as a Construction Mediator/ Arbitrator and is an affiliate member of AIA Columbus.

## YOU CAN REGISTER FOR ALL OHIO BY:

Mail registration form and payment\* to  
**Oswald Companies**  
**All Ohio Convocation**  
**1100 Superior Ave. East**  
**Suite 1500**  
**Cleveland, Ohio 44114**

Visit our site to register and pay online using Paypal



[www.oswaldcompanies.com/All-Ohio](http://www.oswaldcompanies.com/All-Ohio)

## QUESTIONS?

Contact Paula Selvaggio  
**800.975.9468**  
[pselvaggio@oswaldcompanies.com](mailto:pselvaggio@oswaldcompanies.com)

## REGISTRATION FORM

# oswald

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Firm \_\_\_\_\_

Name \_\_\_\_\_

Email \_\_\_\_\_

Name \_\_\_\_\_

Email \_\_\_\_\_

Name \_\_\_\_\_

Email \_\_\_\_\_

### Per Person Registration Fee

**\$150 early bird (3 or more people\*)**      \$150 x \_\_\_\_\_ = \$ \_\_\_\_\_

**\$175 early bird\*\* (per person)**      \$175 x \_\_\_\_\_ = \$ \_\_\_\_\_

**\$200 (After April 30, 2016)**      \$200 x \_\_\_\_\_ = \$ \_\_\_\_\_

**TOTAL = \$ \_\_\_\_\_**

### Payment By

**Check (payable to The James B. Oswald Company)**

**ALL REGISTRATIONS WILL BE CONFIRMED BY EMAIL.**

\*To take advantage of early bird discount, return by April 30, 2017.

\*\*Early bird discount for less than three attendees per firm.