

SUMMER MEETING 2005

Celebrating  30 Years!



July 6-9, 2005

**The Hyatt Regency San Francisco
San Francisco, CA**

...building foundations for the new millennium

SAN FRANCISCO

SUMMER MEETING 2005

Summer Meeting At A Glance

The CFA will visit the City on the Bay, San Francisco, for its 30th Anniversary. San Francisco, a truly unique American city, and the surrounding countryside have a lot to offer for family enjoyment. The Golden Gate Bridge, Muir Woods, and a host of other landmarks and natural wonders are a short drive from the CFA headquarters hotel. The city itself has many unique neighborhoods and attractions. Some of the best wines in the world are produced just north of the city. And let's not forget the CFA meeting, its educational sessions, and fun group activities. Make your plans now to attend. Rooms are limited so plan early.

Celebrating 30 Years



At A Glance...

Wednesday, July 6, 9:00-10:30 am CFA Committee Meetings

10:30 am-12:00 pm CFA Board Strategy Session & CHC Marketing Meeting

12:00-1:00 pm CFA Board Luncheon

1:00-5:00 pm CFA Board Meeting



Thursday, July 7, 7:00-8:00 am Registration

8:00-8:30 am Welcome & Annual CFA Business Meeting

8:30 am-12:00 pm CFA Education Seminars

Subcontracts – Read Before You Sign

When the Union Knocks

What Constitutes a Good Safety Program

12:00-2:00 pm Luncheon With Exhibitors

2:00-5:00 pm Concrete Homes Council (CHC) Education Seminars -Round Table

Working With Subcontractors

Working with NAHB

Concrete Housing – The Developer Perspective

6:00-9:00 pm Opening Reception and CFA Exhibits

Friday, July 8, 8:00 am-12:00 pm CFA Roundtable Networking

Cold Weather Concrete

ACI 332 – What is Means to You!

Costing Your Product

Computerized Productivity

12:00-1:30 p.m. CFA Awards Banquet and Ceremony

1:30-2:30 pm Desserts with Exhibitors



Friday, July 8, 6:00-10:00 p.m. Evening Event Dinner Aboard the USS Hornet

Saturday, July 9 8:00 am-2:00 pm Golf Tournament Monarch Bay Golf Club or enjoy San Francisco

Saturday, July 9 6:00-9:00 pm Evening Event Bay Dinner Cruise on the Hornblower: Monte Carlo

SAN FRANCISCO

Special Interest

Committee Meeting

On Wednesday, July 6, Committees have the opportunity to meet between 8:00-10:30 am. Committee Chairs are responsible for scheduling the meeting time for his/her committee and notifying the CFA with the designated time.

Board Strategy Session

10:30 am-12:00 pm on Wednesday, July 6, is allotted for open discussion. It is an opportunity to suggest new ideas and initiatives for the Association to consider. The CHC Marketing Committee will also meet at this time.

Board of Directors

The CFA Board of Directors meets from 1:00-5:00 pm Wednesday, July 6. A luncheon is provided before the meeting starting at noon.

Opening Reception & Tradeshow

The CFA celebrates its 30th Annual Summer Meeting with an Opening Reception and Tradeshow at the Hyatt Regency San Francisco in Embarcadero Center.

The cost of this Opening Reception and Tradeshow is included in your Summer Meeting Registration Fee for registrants and spouse/guests. Only attendees with registration name badges will be permitted to enter the area.

CFA Breakfasts

Friday, July 8

- 7:15-8:00 am - New Member Breakfast
All members who joined the CFA in 2004-05 are invited to attend the New Member Breakfast. This is a great opportunity to meet the CFA board and staff.

- 9:30-10:30 am - Associate Member Breakfast
Associate members are encouraged to attend the Associates Breakfast. The Associates Council conducts a short meeting to update Associates on their agenda for the upcoming year.

NOTE: All meeting room locations to be announced.

Conference Agenda

The Hyatt Regency San Francisco in Embarcadero Center



Thursday, July 7
8:00 am-12:00 pm
CFA Seminars

7:00-8:00 am - Registration

8:00 am Welcome and Annual CFA Business Meeting, followed by Seminars

Subcontracts – Read Before You Sign

Doug Staebler

Custom Concrete Company, Inc., Westfield, IN

Almost every wall contractor signs a contract with the builder for delivery of the foundation. Subcontracts are for your protection as well as the builder's, but how many of you really read the contract, or understand its ramifications? If the contract is provided by the builder, then it was drafted by the builder's attorney. Whose interest do you think he is protecting? This seminar will help you understand your subcontracts and point out words or phrases you should avoid – at all costs.

When the Union Knocks

Scott Smith

MPW Construction Services, Lagrange, OH

Unionization – a word that strikes fear into most business owners. What are your options? What are your rights? What are you legally bound to do when your workers decide they want to unionize? Scott Smith, past CFA president and President of MPW will describe his successful battle to keep unions off his jobs.

What Constitutes a Good Safety Program

Devon Dickenson

Safety Services, Yuma, Arizona

Does your company have a safety program? It's the law in most states and even if it isn't the law it makes good common sense to have a program. What constitutes the basic requirements of a good safety program?

Luncheon With Exhibitors

12:00-2:00 pm

Take this opportunity to visit the exhibit booths before the crowded Opening Reception and Tradeshow.

Thursday, July 7
2:00-5:00 pm
CHC Education Seminars

Working With Subcontractors

Dave Pfanmiller

Security Building Group LLC, Raleigh, NC

Building a concrete home presents some unique challenges to the concrete contractor. One of the biggest of those challenges is working with other building trades. Electricians need to place conduit in the wall prior to casting, plumbers need blockouts, carpenters must hang cabinets and trim doors drywall contractors must finish the concrete wall. These challenges are easily met but some advice from someone who has been there, done that, can save you headaches.

Working with NAHB

Dawn Faull, CHBC Program Manager

NAHB, Washington, DC

The CFA and CHC have developed a good working relationship with the National Association of Home Builders through the Concrete Home Building Council. Working with the NAHB and your local HBA can improve your business, however it helps to understand what motivates this large association and how to get their attention. Dawn Faull, Director of the CHBC, will explain how it is done.

Concrete Housing – The Developer Perspective

There are several developers around the country who have made the conversion to concrete housing. This seminar will explain why they made the switch, how they did it, and what they see for the future of concrete housing.

Adjourn

5:00 pm

Thursday, July 7
6:00-9:00 pm
Opening Reception
and Tradeshow

Friday, July 8
8:00 am-12:00 pm
CFA Roundtables

The popular "Round Tables" return to the CFA summer meeting for the first time in several years. The shapes may be rectangular, or "U" but the concept will be the same. Open, frank, and honest discussion between small groups of CFA contractors is perhaps the best exchange of information. One topic is discussed at each round table and attendees have the opportunity to visit several during the morning. Sessions will be audio taped so that highlights and information from each session will be available to all. Topics to be included:

Cold Weather Concrete – The CFA Guidelines have finally been published. They are now referenced by the IRC. Discuss how you can make the guidelines work for you.

ACI 332 – What is Means to You! - ACI finally published the long-awaited Residential Concrete Code and it is referenced by the IRC. Know what the code says and it could save you time and money on your next job.

Costing Your Product – How do you determine what your product costs? Many factors go into determining the cost of a foundation wall.



SUMMER

Concrete, steel, labor – those are basic factors. What about the cost of running your office, amortization of your forms, down-time, call backs, etc., etc. How do you account for these items in your costs?

Computerized Productivity – How can your company profit more with your poured wall business? Do you consider your processes from bidding to billing efficient? This round table, led by Dan Whitaker of MPW, Inc. and Terry Blake of Custom Concrete /Oak Ridge Solutions, will explore the successes and short-comings of current company systems and the possible solutions that now exist to help you get a better handle on material costs and on-the-job productivity. Look at CustomCAD and Custom Tracker, two programs that were developed by poured wall contractors to help contractors profit more on every project in the office and on the job.

Awards Luncheon 12:00-1:30 pm

The *Basement of the Year* and *Bob Sawyer* awards are presented at the CFA's 30th Annual Summer Meeting Awards Luncheon. Executive Director Ed Sauter, Technical Director Jim Baty, and President Terry Lavy will conduct the luncheon ceremony. Desserts with exhibitors will follow from 1:30-2:30.

Adjourn 2:30 pm Recreation



MEETING

Recreation

Friday Night Event

USS Hornet 6:00-10:00 pm

Transportation Pick Up at 5:30 pm

Depart from the hotel at 5:30 pm for dinner on the USS Hornet, a world-class sea, air and space museum with an emphasis on the legacy and history of aircraft carriers and naval aviation. The museum is made up of educational exhibits and artifact displays, the principal artifact is the ship itself, having been deeply involved in two of the 20th century's most memorable events – WWII and the first Apollo moon landing. The flight deck, hangar bays, engine room, flight operations control center, bridge navigational center, infirmary, pilot ready rooms, and combat information center are all open to tour. The "ship's store" sells a wide range of military-related clothing, toys, posters, books and other memorabilia. A buffet-style dinner with grilled chicken breast and carved beef sirloin will be provided (contact CFA for a complete menu).



San Francisco has so many sites to see...



Saturday Events

CFA Golf Tournament Monarch Bay Golf Club 7:30 am-2:00 pm



The tournament is open to all registrants and spouses/ guests on a first come/ first-served basis for \$125 per golfer. (The first 72 golfers are guaranteed a spot in the tournament, we will accommodate additional golfers as the course will allow). The tournament will utilize a shotgun start with a scramble format. Contact Jim Baty at jbaty@cfawalls.org for more information. The Monarch Bay Golf Club (formerly the San Leandro Golf Club) is located at 13800 Neptune Drive, San Leandro, CA (transportation is not provided).

Hornblower: Monte Carlo 6:00-9:00 pm

5:45 pm Boarding at Ferry Building, Gate E



Welcome aboard the Monte Carlo, Hornblower's floating nightclub on the spectacular San Francisco Bay! This 145-foot vessel features two enclosed decks, mahogany bars, window with panoramic views, hardwood dance floors, and the largest sky deck of any charter vessel on the bay.



The highlight of the upper deck is a built-in laser disc karaoke system featuring four video monitors. A buffet-style dinner with top round of beef and chicken cordon blue is provided by Grand Catering (contact CFA for the complete menu). Singing is expected. Visit www.hornblower.com for a virtual tour of the Hornblower.

Meeting Notes

How To Register

To register for the 2005 CFA Annual Summer Meeting please complete the registration form on the next page. Copy and mail to CFA, keeping the original for your records. You may also register by phone, fax, or internet.

- MAIL:
Concrete Foundations Association
PO Box 204, Mount Vernon, IA 52314
- PHONE: 319-895-6940 (866-CFA-WALL)
- FAX: 319-895-8830
- INTERNET: www.cfawalls.org

Fax, phone and internet registrations will only be accepted when a credit card is used as a method of payment. Only registrations with payment will be processed.

Special Events & Tours

There are three special events planned for the summer meeting. The main event is Friday night's dinner and tour of the USS Hornet aircraft carrier. It is the best event for families with children. The golf outing is on Saturday this year. The Saturday event is a dinner and harbor tour on the Monte Carlo/Hornblower with a DJ and Karaoke. You should sign up for these events using the form in this flyer. Events and tours will be suggested for recreation time Friday and for those who are not playing golf on Saturday. Arrangements for these events will be on-your-own, however, CFA will provide contact information.

Name Badges

Name badges will be sent to attendees along with verification of their extra events shortly after registration is received. This should save time during the registration process. Simply stop at the registration desk, show your badge, indicate whether or not you are staying at the convention hotel, and your registration will be complete.

NOTE: YOU MUST BRING YOUR BADGE(S) AND WEAR AT ALL TIMES.

Membership Information

If you are not a current member of CFA, contact Talia Nelson or Janette Barr for a membership packet at 1-800-232-9255, or on-line at www.cfawalls.org. Membership in the CFA brings many great benefits including substantial discounts at the summer meeting.

Headquarters Hotel and Reservations

The headquarters hotel for the CFA 2005 Summer Meeting is the Hyatt Regency San Francisco, located in the Embarcadero Center. There are five Hyatts in San Francisco so make sure you contact the correct one. You can make your reservations by calling 800-233-1234 or 415-788-1234 by **June 10, 2005**. Ask for the CFA block. The special rate of \$145.00 (single or double) cannot be guaranteed after the cut-off date. Better to make your reservation and cancel than to miss the cut-off date. The regular rate at the Hyatt is \$255/night. Visit www.hyatt.com for more information.

The Hyatt Regency San Francisco in Embarcadero Center is situated on the stunning Embarcadero waterfront within five minutes of Fisherman's Wharf, Chinatown, Ghiradelli Square and other attractions. Step out the front door and onto one of the famous cable cars. Walk across the street and catch a ferry, or shop and dine in the restored Ferry Building. The hotel has a stunning 17-story atrium lobby, several restaurants, and gathering places for meeting friends and acquaintances.

- CHECK-IN: 3:00 pm CHECK-OUT: 12:00 pm
- PARKING: \$41 +14% tax (tip not inclusive) for valet parking. A rental car desk is located at the Hyatt Regency San Francisco with pick-up and drop-off from the hotel. We highly suggest taking other transportation (see below) from the airport to the hotel, and then renting a car as needed.
- LOCATION: 5 Embarcadero Center, in downtown San Francisco, CA. Located 14 miles from San Francisco International Airport.
- OTHER TRANSPORTATION: Taxis and Shuttle Buses – visit www.flysfo.com for more information.

Exhibitors

EXHIBITION INFORMATION AND HOURS

(The Exhibition Hall room number will be announced at a later date.)

Exhibit Set-Up: July 7, 8:00-11:00 am

Exhibit Hours:

Thursday, July 7

12:00-2:00 pm
Lunch with Exhibitors

6:00-9:00 pm
Opening Reception & Tradeshow

Friday, July 8

1:30-2:30 pm
Desserts and Exhibits

Shipping details will be sent after registration.

IF YOU WOULD LIKE TO EXHIBIT OR SPONSOR...

Exhibitors register with a Exhibitor Registration Form. Visit www.cfawalls.org to download a form or contact Talia Nelson at tnelson@cfawalls.org or 319-895-6940.



Registration Policies

Advance Registration

To qualify for Advance Registration Prices, this form accompanied by check or charge information, payable in U.S. dollars to the Concrete Foundations Association, to cover all annual Summer Meeting Activities checked at right, must be received in CFA headquarters by **June 10th**. Be sure to BRING your badge with you to the meeting and wear at all times.

Membership Policy

Your 2005 CFA dues must be paid to enroll at the membership rate. If you are not a member of the CFA, you must register at the non-member rate. However, non-members may register at the member rate if a completed membership application and payment are included with your Summer Meeting registration form (at right). Have your badge at all times.

Spouse/Guest Policy

All spouses and/or guests of CFA Annual Meeting registrants **MUST** register and pay the appropriate fees before attending any planned functions, including the Opening Reception and Tradeshow, the Golf Outing, and other activities. Spouses involved in the operation of the business may pay the spouse rate. All registered spouses have meeting and meal privileges. Have your badge at all times.

Refund Policy

Full refunds, minus a \$125 handling fee, will be made for written cancellations received on or before June 24, 2005. Cancellations received after July 1, 2005, are non-refundable. Refunds on activities are not guaranteed. Substitutions are acceptable.

Opening Reception

This year's Opening Reception will be on Thursday, July 7. Only fully-registered CFA members and non-members and spouses/guests will be permitted entrance to the Opening Reception and Tradeshow.

Golf Tournament

The first 72 golfers are guaranteed a spot in the tournament, we will accommodate additional golfers as the course will allow.

Activities

Please consult the brochure to determine which activities you and your spouse/guest would like to attend and mark your choices on the Registration Form.

PLEASE MAKE A COPY of this registration form to send to CFA. Retain the original for your records. For more names make additional copies or provide a separate piece of paper. Names of all attendees must be listed.



CFA's 30th Anniversary

Company _____

July 6-9, 2005 The Hyatt Regency San Francisco in Embarcadero Center, San Francisco, CA

Registration Information

Contact Name _____

Mailing Address _____

City _____ State _____ Zip _____

Phone _____ Email _____

Registration Fees

■ Summer Meeting Registration Fee		Meeting Registration covers the CFA Conference, Opening Reception and Tradeshow, Entrance to Tradeshow (CFA Exhibits), Awards Luncheon, Breakfasts, meeting refreshments, and presentation handouts.	
Member	(# of people)	Name	Name
Received On or Prior to June 10..	\$375 x ____ = Total _____	Name	Name
Received After June 10	\$475 x ____ = Total _____	Name	Name
Non-Member		Name	Name
Received On or Prior to June 10..	\$575 x ____ = Total _____	Name	Name
Received After June 10	\$675 x ____ = Total _____	Name	Name
Spouse/Guest		Name	Name
Received On or Prior to June 10..	\$175 x ____ = Total _____	Name	Name
Received After June 10	\$175 x ____ = Total _____	Name	Name

■ U.S.S. Hornet - Friday, July 8		Name	Name
Member or Non-Member	\$125 x ____ = Total _____	Name	Name
Spouse/Guest	\$125 x ____ = Total _____	Name	Name
Children (6-12), each	\$ 75 x ____ = Total _____	Name	Name

■ Golf Outing - Saturday, July 9		Name	Name
Member or Non-Member	\$125 x ____ = Total _____	Name	Name
Spouse/Guest	\$125 x ____ = Total _____	Name	Name

■ U.S.S. Hornblower - Saturday, July 9		Name	Name
Member or Non-Member	\$125 x ____ = Total _____	Name	Name
Spouse/Guest	\$125 x ____ = Total _____	Name	Name
Children (6-12), each	\$ 75 x ____ = Total _____	Name	Name

TOTAL FEES DUE:	\$ _____
-----------------------	----------

DEADLINES:
June 10 - to qualify for Early Registration
June 10 - to qualify for Hotel Block Rates

Make checks payable to: Concrete Foundations Association, PO Box 204, Mount Vernon, IA 52314

You may also use a charge card: Charge Card Type (Check One) Master Card Visa Discover American Express

Card Number _____ Exp Date _____

Name as it appears on card: _____



Concrete Foundations Association of North America
113 First Street West
Mount Vernon, IA 52314

**Here is your
2005 Summer Meeting
Registration**

**Join us July 6-9, 2005
The Hyatt Regency San Francisco
San Francisco, CA**

Presorted
First-Class Mail
U.S. Postage
P A I D
Waterloo, IA
Permit No. 901

SUMMER MEETING 2005

1975...2005

What initiated from three men discussing industry problems over dinner in December of 1974 has grown into a trade association with over 390 members in July of 2005. The 12 founders worked diligently to establish a successful and influential association that helps set standards of performance and provides a forum for exchanging ideas. For thirty years now the Concrete Foundations Association (CFA) has brought together concrete contractors, suppliers and professionals in North America to improve the quality of cast-in-place concrete walls and foundations. The 2005 Summer Meeting is a great example of the educational seminars and networking opportunities that CFA provides to its members and others in the industry. Join us in celebrating our accomplishments and help us continue to improve the industry for the future.



**Celebrating
30 Years**