



Associated Subcontractors of Massachusetts



ASM SEMINAR

Negotiating Construction Subcontracts, Part 3

Wednesday, May 13, 2009

After a two year break, ASM's most popular seminar series is back! "Negotiating Construction Subcontracts, Part 3" will have something for everyone; prior attendance at Parts 1 and 2 is not required.

In Part 3, Atty. Carolyn Francisco will review the clauses from Parts 1 and 2 that cause the most grief, and will add several new ones as well. As always, you will see examples of actual contract language, and learn how to make changes that can lessen your risk. The focus, this time, will be on the subtle, practical changes that are more likely to be accepted in today's environment. Topics will include:

- Flow down clauses
- Pay if paid v. pay when paid
- Indemnification
- Waivers of subrogation
- Default notice and opportunity to cure
- Indemnification for claims from sub-subs and suppliers
- Retainage payments

In addition to specific language changes, you will learn about the optional use of a contract rider that addresses your key concerns. Through this seminar, you will get the tools you need in today's economy to negotiate a contract that is a "win-win" for both you and the GC.

Materials from Parts 1 and 2 will be included in the handout.

REGISTRATION FORM

Firm _____

Address _____

City _____ State _____ Zip _____

Phone _____ E-mail _____

Attendees

Name _____ E-mail _____ \$ _____

Name _____ E-mail _____ \$ _____

Name _____ E-mail _____ \$ _____

Total \$ _____

Payment Method

Check Credit Card (Circle One)   

Account Number _____

Exp. month _____ year _____ Security Code _____

Card Holder's Signature _____

Name on Card (print) _____

Billing Address _____



PRESENTER:

Carolyn Francisco, Esq.
Partner, Corwin & Corwin LLP

Carolyn M. Francisco is a partner of the Boston law firm of Corwin & Corwin LLP where she has concentrated exclusively on construction law and litigation for the past 12 years, primarily on behalf of subcontractors. Ms. Francisco's practice includes litigation, arbitration and other forms of alternative dispute resolution as well as contract negotiation, bid protests and claims analysis. She is admitted to practice in the Massachusetts and Rhode Island state courts, the U.S. District Court for the District of Massachusetts, the U.S. District Court for the District of Rhode Island and the U.S. Court of Appeals for the First Circuit. She received her J.D. from Suffolk University School of Law, her B.A. from Emmanuel College and is a member of the Massachusetts and Rhode Island Bar Associations.

Date: Wednesday, May 13, 2009

Time: 2:45-3:00pm *Registration*
3:00-6:00pm *Program*

Place: Westin, Waltham
70 3rd Ave., Waltham, MA 02451
off Route 128 (I95) at exit 27A

Cost: \$75/member
\$95/non-member

To register:

Online at www.associatedsubs.com, or
Complete the form and fax or mail to:
Associated Subcontractors of Massachusetts
One Washington Mall
Boston, MA 02108
Phone: 617-742-3412
Fax: 617-742-2331

Advance registration required.
Refunds provided for cancellations received
before Wednesday, May 6, 2009