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February 12, 2008

**TAG Announces Construction Financial Management Series**  
**To Accelerate Business Productivity**

*Exclusive Nine-Part Series to Cover Best Practices in Budgeting, Job Costing and other Critical Accounting Areas*

SAN DIEGO – TAG, Southern California’s premier outsourced accounting consultancy, along with the San Diego Chapter of the Associated General Contractors (AGC), the largest building industry association in the area, announced today the launch of a nine-part series on Construction Financial Management beginning Feb. 21.

Robert Scherer, president and founder of TAG will share his financial expertise during each module of the information-rich series. Scherer will help building industry executives and finance and accounting professionals become more familiar with the best practices and procedures in integral areas such as accounting, budgeting, financial planning, banking and computer systems management. Attendees who complete all modules of the workshop will receive a certificate of completion.

Each seminar will be from 11:00 a.m. to 1:30 p.m. and be held at the AGC Office, 92121 Ferris Square, San Diego, CA 92121. The nine modules include:

- Feb. 21 – Module 1: ***Understanding Construction Financial Statements*** – Review and discuss the use of balance sheets, income statements, work-in-progress and key performance indicators
- March 20 – Module 2: ***How to use your Work in Progress Report*** – Review key components of a W.I.P report and learn how to use it as a monthly management tool.
- April 17 – Module 3: ***Job Costing and Accounting*** – Define the purpose of Accounting/Job Costing and review the process of monitoring the general ledger.
- May 15 – Module 4: ***Collections and Cash Management*** – Review collections and cash management parameters and discuss GC billings and their importance.

- June 19 – Module 5: **Banking and Bonding Management** – Define the bankers and surety roles in construction and discuss the banker’s view of A/R financing, “Indemnity Agreements,” key ratios and surety’s view of work-in-progress report.
- Sept 18 – Module 6: **Computer Systems Management** – Discuss the process of implementing or upgrading your current system and the utilization of current software package.
- Oct 16 – Module 7: **Tracking your Field Production** – Discuss how to optimize construction operations with field labor and how to identify weaknesses in current field management practices.
- Nov. 20 – Module 8: **Preparing a Budget** – Define various types of budgets, review the process of setting up budgets, discuss how to monitor a budget and G&A cost reduction issues.
- Dec. 18 – Module 9: **Overall Role of Controller** – Review all areas covered in previous workshops, introduce professional references available for questions and discuss the integral role of owner’s right hand person.

“The goal of the series is to provide tools, strategies and tactics any construction related organization can use in financial planning and accounting to accelerate their business,” Robert Scherer, president and founder of TAG. “Through sharing my experiences and expertise, I will give attendees the information they need to maintain a competitive advantage.”

Scherer, president and founder of TAG, has more than 20 years of business and financial experience planning and managing complex programs for clients in a variety of different industries. He has worked with companies with annual revenues ranging from \$1 million to over \$100 million. As a former CFO, Scherer understands the financial challenges organizations encounter in an evolving marketplace and is able to help clients accelerate their business performance and separate themselves from the competition.

Participants in these highly interactive sessions will be introduced to proven tools, tactics and templates they can adapt to advance and enhance their own business plans. For further information please contact Ryan Famularo at [rfamularo@agcsd.org](mailto:rfamularo@agcsd.org) or 858-731-8155. The cost is \$159 per class (\$99 for AGC members) and \$1,199 for all the modules (\$799 for AGC members).

#### **About AGC of California:**

The Associated General Contractors of California is the largest statewide construction trade association in California. Founded in 1920, AGC represents more than 1,100 firms of leading general contractors, specialty-contracting and services.

### ***About TAG***

TAG, founded in 1996, provides an unparalleled array of customized accounting services and software to support entrepreneurial companies and high-net worth individuals with complex needs in achieving their business and financial goals. TAG serves as an engaged and trusted extension of each client's business, using skilled teams of experts and proprietary systems to ensure timely, dependable results, enabling its clients to focus on growing their businesses. It has particular expertise in financial services, trust accounting, the life sciences, professional services, manufacturing and the building industry. TAG is also an authorized business partner for SAGE Software. TAG, an employee-owned firm, is based in San Diego and serves clients throughout Southern California. For further information, see [www.teamtag.net](http://www.teamtag.net).

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