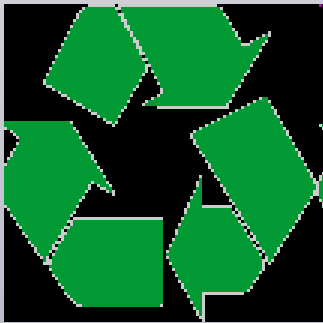


Construction Law and Green Construction



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Why Construction Law?

- **Great Clients.**
- **No Lack of Work.**
- **Economic need.**
- **Green Initiatives.**



Contractors in Transition

Economy Showed the Need for:

- Green/Sustainable Building
- Early resolution of issues
- *Really* good contracts
- Better business practices
- Liens and bond claims



Marketing to Contractors

- Remember: ***Face to Face is Best***
- Get to know them
- Don't take "I've never been sued" for an answer



Main Concerns of Contractors

- Getting Paid
- Immigration
- Occupational Safety



Green is Good



- USGBC/LEED
- Green Globes
- Government Mandates and Incentives

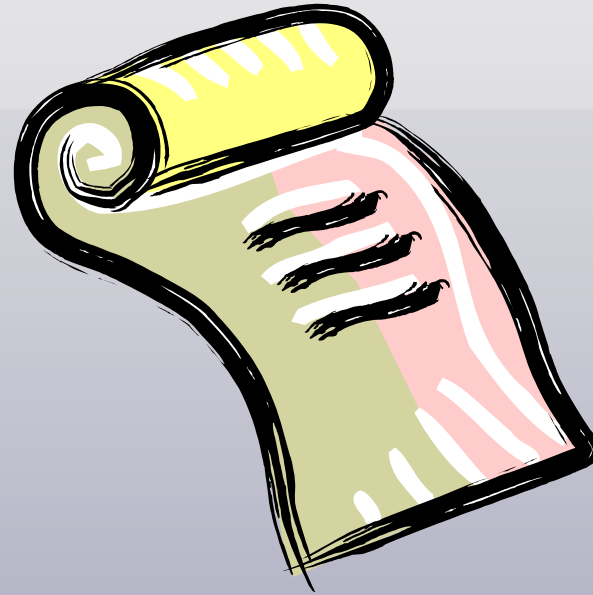
Why Else?

- Owner's want it, easier to sell
- When owners want something Contractors give it to them.

Potential Issues

- New technologies
- +
- New guidelines

■ *New Issues*



Potential Issues cont'd...

- Surety and Insurance
- Time Horizons
- Third Party Verification
- ***And More. . . .***



What This Means for You



- Strike While Iron is Hot
- Catch Up on Green Building
- Great Practice Area
- Get Out There!

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