

Reprinted from



Risks and rewards are focus of contractors' conference

The Contractors' Association of Greater New York, Inc. (CAGNY) hosted a special seminar program, "The Risk and Reward of Construction Management: Can the Balance be Restored?" on February 9, 2005 at The General Society of Mechanics & Tradesmen in New York City.

The program, open to New York City real estate owners and developers and CAGNY members, featured a distinguished panel of speakers including program moderator, Steven Spinola, President and CEO of the Real Estate Board of New York; Thomas Farrell, Senior Managing Director of Tishman Speyer Properties; Lawrence Graham, Executive Vice President-U.S. Commercial Operations, Brookfield Properties; Eli Zamek,

Senior Vice President of Design and Construction, Vornado Realty Trust; and Frank J. Sciame, President and CEO, F.J. Sciame Construction Co., Inc.

The seminar, attended by over 100 guests, featured a candid discussion of solutions to the imbalance that has evolved in the risk/reward ratio underlying construction management compensation today.

Panelists pointed out that it is not uncommon for today's construction managers to guarantee a price, delivery date and general conditions—and receive the same fee they received twenty-five years ago when they assumed no risks.

