



# STRATEGIES FOR MAKING THE MOVE TO PUBLIC WORKS CONSTRUCTION PROJECTS

The current economic situation has dealt a serious blow to both homebuilders and commercial contractors and many are finding themselves making the move to Public Works construction and Prevailing Wage projects. Making the move to public works construction will require planning and quite possibly a variety of changes in the way you currently run your existing construction business.

**Join industry experts;** Steve Kuzmack, President of Fringe Benefit Experts and Nancy Smyth, President of Sunburst Software Solutions, Inc., for an intensive 2 hour session on strategies for lowering labor costs and complying with certified payroll reporting requirements on Federal and/or State funded construction projects.



### Learn How:

- To reduce payroll taxes and insurance premiums on your prevailing wage projects.
- “Bona Fide” benefit plans operate and how they decrease labor costs while increasing company profits and enhance employee benefit programs.
- You, the owner, can put more pre-tax money into your personal 401K.
- To smooth out the wage discrepancies between Private and Public Work.
- To save \$2.00-\$4.00+ in payroll burden per man hour – based on San Diego Wage Rates.
- Supplemental Unemployment Benefit {SUB} Plans operate – and why your field workers like them.

### Learn Pros & Cons of Paying the TOTAL Hourly Prevailing Wage Rate on Payroll:

- Impact on your company
- Impact on your employees

### Learn About Types of “Bona Fide” Fringe Benefit Plans:

- SUB Plan – “Field Workers Get Paid When Not Working” {Holidays, Layoffs, Reduction in Hours}
- Pension Plan – How to Increase Owner and Staff Pre-Tax Contributions
- Health Plan – Make Health Insurance Premiums not only Pre-Income Tax but Pre-Payroll Tax as well

### Learn About Bookkeeping, Accounting & Payroll Procedures:

- When you pay the full fringe rate as part of employees hourly rate of pay
- When you pay the full fringe rate to one or more “bona fide” fringe benefit plans
- When you pay a portion of the fringe benefit rate to a plan and the balance in cash

### Learn About Certified Payroll Reporting Requirements:

- What is a Certified Payroll Report?
- How do I complete a Certified Payroll Report?
- Are there different requirements for State and Federally funded construction projects?

**Date:** January 19, 2012  
**Time:** 1:30 p.m.— 3:30 p.m.  
**Place:** SMART Safety Office  
 9471 Ridgehaven Ct. #C  
 San Diego 92123

To Register online:  
[www.sandiegoasa.org](http://www.sandiegoasa.org)



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### Strategies Seminar

Company Name				
Address	Names	<input type="checkbox"/>	Member	Non-Member
Phone	_____	<input type="checkbox"/>	45.00	60.00
Method of Payment	_____	<input type="checkbox"/>	45.00	60.00
<input type="checkbox"/> Bill Me	<input type="checkbox"/> Visa	<input type="checkbox"/>	45.00	60.00
<input type="checkbox"/> Check	<input type="checkbox"/> MasterCard	<input type="checkbox"/>	45.00	60.00
	<input type="checkbox"/> American Express	<input type="checkbox"/>	45.00	60.00
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