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## **06-05-2013 - DiCicco, Gulman & Company LLP to host Annual A&E Summit in Boston**

May 30, 2013 - Front Section

DiCicco, Gulman & Company LLP (DGC) will host its 5th Annual A&E Summit on June 5th, at the Langham Hotel from 7:30-10:30 a.m.

The summit provides a forum for owners, principals, and others involved in the A&E industry to discuss the latest industry trends. Its purpose is to engage participants in a thoughtful exchange of ideas in a panel format.

The 2013 A&E Summit will begin with an overview of current industry trends and opportunities. This will include a discussion of hot markets, future demand for A&E services, key financial metrics, and valuation trends for internal and external transactions. This will set the stage for two panel discussions that will be sure to be of interest to the ownership and management of all A&E firms.

The first panel of speakers will consist of firm owners and leaders talking about growth strategies and ownership transition. Audience members will benefit from the distinguished panelists' insights, perspectives and firsthand experiences when it comes to critical questions such as:

- \* Looking into the future, what strategies are most important to your firm's growth?
- \* What do you see as obstacles to growth?
- \* How do you decide what is best for the future of your firm and its employees?
- \* What are some of the challenges of transitioning ownership internally?
- \* What are some lessons learned about succession planning?
- \* What are you doing to engage the next generation of firm leadership?

The second panel of speakers will consist of experienced A&E industry advisors discussing trends in mergers and acquisitions (M&A). When does it make sense to buy, sell, or merge? What other options may be available to firms? What does the buyer landscape look like today? This panel has experience with current M&A market activity and will provide a birds' eye view of the playing field when it comes to pricing and valuation, deal structure, and more.

Panelists (listed alphabetically) will include: George Christodoulo, Esq., Lawson & Weitzen; Chad DaGraca, CPA, DiCicco, Gulman & Company; Jonathan Feinstein, senior vice president, Vanasse Hangen Brustlin Inc.; William Hadge, president and CEO, GZA GeoEnvironmental, Inc.; Frederick Kramer AIA, president, ADD Inc.; Ian Rusk, ASA, Rusk, O'Brien Gido + Partners; Jos   Silveira, principal, Cambridge Seven Associates, Inc.; and David Sullivan, CPA, DiCicco, Gulman & Company.

The 2013 A&E Summit is a precursor to the release of DGC's 2013 Architectural Study and Engineering Report. Each year DGC experts analyze financial data from prominent firms in the Greater Boston region, focusing on operational performance metrics and identifying emerging trends.

For more details or to register, visit <http://2013aesummit.eventbrite.com/#>



