



Grassi & Co.'s The 2012 State of Business Survey results presented at forum

August 13, 2012 - Design / Build

Grassi & Co. developed and launched The 2012 State of Your Business Survey to obtain real time information on what is happening in the market as well as to provide construction industry executives with benchmarks and market data to assist them in developing and/or refining their business objectives and strategies.

The survey results indicate that although the industry has been impacted during the economic downturn, it is beginning to show signs of improvement and industry executives are starting to see positive progress with regards to revenue and headcount. However, the majority of the executives surveyed indicated that they do not expect a full construction marketing recovery until 2014 or later.

Other key findings include:

- * The majority of revenues are expected to be higher in 2012 than they were in 2011

The majority expect their headcount to increase in 2012

- * Primary business strategies include expansion of business offerings and expansion of geographical reach.

"The Grassi & Co. State of Your Business Survey results were very interesting especially the technology and the HR (Human Resources) sections as far as seeing how firms are handling situations and what they are considering to be important in the future," said Milo Rivero, president & CEO, STV Group, Inc.

The detailed report summarizes what a cross-section of Construction Industry Executives are seeing in the New York Metropolitan area and identifies trends that are prevalent in today's market. The report covers a variety of topical issues facing the Construction Industry, including:

- * Geographic Expansion
- * Service Line Expansion
- * Competition
- * Compliance
- * Claims

Grassi & Co.'s 2012 The State of Your Business Survey Results were released at the firm's First Annual Construction Executive Forum. To request the complete survey results report, please contact marketing@grassicpas.com.

The Grassi & Co. Construction Executive Forum is an industry-specific forum for owners and senior executives within the New York metropolitan region. The forum provided industry executives with the opportunity to connect with their peers and other industry thought leaders to share their knowledge and discuss current market dynamics. Topics covered this year included succession planning, Public-Private Partnerships (P3s), Risk Management, Technology and Tax Issues Impacting the Industry, among others.

"What I liked best about the Grassi & Co. Construction Executive Forum was the topics they chose were relevant to the Construction Industry as a whole," said Michael Amicucci, DeFoe Corp.

The two and a half-day event took place earlier this summer at the Westchester Country Club in Rye. Speakers at the event included:

Richard Anderson, New York Building Congress, President

Milo Rivero, Ph.D., P.E., STV Group, Inc., President and CEO

Thomas Barr, Barr & Barr Inc., Chairman of the Board

Kenneth Durr, Durr Mechanical Construction, Inc., President and COO

Hank Harris, FMI, President and CEO

Louis Grassi, CPA, CFE, Grassi & Co., Managing Partner and CEO

Geri Gregor, CPA, Grassi & Co., Business Advisory Practice Partner in Charge

Stephen Mannhaupt, CPA, Grassi & Co., Partner, Construction Practice

Richard Gavin, CPA, CCIFP Grassi & Co., Partner, Chief Financial Officer

Jeffrey Cohen, CPA, Grassi & Co., Partner, Manufacturing and Distribution Practice

William Fischer, CPA, Grassi & Co., Partner, Construction Practice

Paul Monte, Pecker & Abramson, P.C., Partner

David Marino, Aon Risk Solutions, Regional Managing Director of the Greater New York Area

Bob Stuono, McGraw-Hill Construction, Senior Vice President and General Manager

David DiNitto, McGraw-Hill Construction, Sales Director, Research Analytics

The small group setting provided construction executives with the opportunity to not only gain valuable knowledge and updates from top industry specialists, but also to interact and network with their peers in a relaxed environment.

"As a participant, I found the subject matter and opportunity to exchange ideas and network with fellow participants, sponsors and presenters very valuable," said Erwin Moskowitz, Vice President and CFO, ADCO Electrical Corporation.

Sponsors of the forum included:

Morgan Stanley/Smith Barney

SHG Financial Group

AON

Bank of American Merrill Lynch

Peckar & Abramson, P.C.

Maxwell Systems

ENR New York

If you would like more information on the Grassi & Co. Construction Executive Forum please contact marketing@grassicpas.com. Photos are available upon request.

###

About Grassi & Co.: Grassi & Co. is a premier professional service organization specializing in accounting, auditing, tax, technology, and business consulting. Based in Manhattan, NY the firm has been ranked as the 23rd largest firm in the New York Metropolitan area by Crain's New York Business and is among the top 10 largest firms on Long Island by Long Island Business News. The firm has offices in Long Island and North Carolina, and includes 26 partners and a staff of nearly 200.