

# Rethinking Working Capital

*A Data-Driven Approach for Contractors*

*Lunch and Learn*



## About the Course

In construction, profitability doesn't guarantee cash. Projects look strong on paper, but cash flow still feels unpredictable. Payments lag, costs hit early, and most decisions are made without clear visibility into what's coming next.

There's also a constant tension in the industry: Subcontractors often feel like GCs hold onto cash too long. GCs are managing owner payment cycles, risk, and timing pressures of their own.

So how does cash actually move and how do the best operators stay ahead of it?

## Topics Covered

- Where cash flow really breaks down across projects
- How GCs and subs think about timing, risk, and payments
- How savvy contractors manage around delays instead of reacting to them
- A simple, data-driven approach to forecasting cash at the project level

## Key Objectives

- Improve visibility
- Make better decisions earlier
- And manage cash with more control across your projects

## When

Wednesday, June 24, 2026  
11:30 am – 1:30 pm  
*includes lunch*

## Where

AGC Georgia Training Center  
1940 The Exchange  
Atlanta, GA 30339  
*at intersection of Windy Hill Road  
and I-75 / I-285 in Cobb County*

## Registration Fee

AGC Georgia Members Save \$20 when registering at [www.agcga.org](http://www.agcga.org). There is a \$20 increase if registration is within 2 weeks of course start date.

- AGC Georgia Member \$148
- AGC Georgia YLP Member \$133
- Non-AGC Georgia Member \$295

## Panelists

Guiomar Obregon, CEO of Precision 2000 Inc.  
Charles Moody, C.D. Moody Construction

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## Attendee Registration Form

Name: \_\_\_\_\_ Title: \_\_\_\_\_  
Registrant's Email: \_\_\_\_\_ Phone: \_\_\_\_\_  
Company: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Food Restrictions: \_\_\_\_\_  
Primary contact for registration, if not registrant: \_\_\_\_\_ e-mail: \_\_\_\_\_

### Check One:

Check: Make checks payable to AGC Georgia. Mail copy of this form with your check to our lockbox:  
*Wells Fargo Bank/ AGC Georgia; P. O. Box 934023; Atlanta, GA 31193-4023*

Charge My:     AmEx     MC     Visa     Discover    Total Amount Due \$ \_\_\_\_\_

Name on Card: \_\_\_\_\_ Card # \_\_\_\_\_ Exp. \_\_\_\_\_

Regardless of payment method, please use one of the methods below to return this form:

- Electronically: Use "Click to Submit" button to attach to an automated email (*Doesn't work on all systems*)
- Fax: 678-298-4101
- Email: After completing form scan to [registration@agcga.org](mailto:registration@agcga.org).

**Cancellation Policy:** Cancellation requests must be received in writing via email at least 7 business days before the training. In those circumstances, registration fees will be refunded, minus a 10% processing fee. Cancellation requests received less than 7 business days before training cannot be refunded. The request must be sent in writing via email to [parham@agcga.org](mailto:parham@agcga.org). Substitutions are encouraged and can also be request via email to Cindy Parham. Confirmation to registered participants will be provided prior to the event via email.