



## LEGALCon Virtual Schedule

### Wednesday, March 18

**11 a.m.-noon**

#### **Telemetry to Testimony: Turning Fleet Data into a Legal Advantage**

**Description:** This session offers a concise, practical roadmap for using vehicle telematics responsibly. We will discuss the legal and human risks, including privacy concerns, data accuracy issues and employee relations, as well as best practices for policies, chain-of-custody procedures and vendor selection. Learn what telematics can record (location, speed, braking, phone use, engine diagnostics, etc.) and how that data can be used to support the reduction of accidents, usage-based insurance decisions and the streamlining of claims.

**Presenter:** Adrienne D. Anglin, NRCA's director of safety and risk management

**12:15-1:15 p.m.**

#### **Top Immigration Issues Impacting the Roofing Industry**

**Description:** This session examines the most pressing immigration-related challenges facing roofing contractors and the practical realities of operating in a labor-constrained environment. Topics include workforce shortages, increased enforcement and I-9 audits, E-Verify obligations, the use of subcontractor labor, and the legal risks associated with misclassification and joint employment. The discussion will also cover emerging policy proposals and lawful workforce pathways that may offer relief, as well as best practices for compliance, documentation and risk mitigation. Attendees will gain a clearer understanding of how immigration policy directly affects labor availability, project scheduling and liability, and of the steps contractors can take to remain compliant while maintaining a stable workforce.

**Presenter:** Ben Briggs, partner at Adams & Reese LLP, Tampa, Fla.

### Thursday, March 19

**11 a.m.-noon**

#### **Managing Risk in Roofing Contracts: Avoiding Killer Clauses**

**Description:** This program focuses on high-risk construction contract provisions that can significantly affect roofing contractors' payment rights, liability exposure and project profitability. Using real-world examples and suggested revisions, the presentation addresses key problem areas, such as pay-if-paid clauses, broad-form indemnity, additional insured loopholes, overbroad lien waivers, scheduling and liquidated damages, unilateral backcharges and design-related risk. The session is designed to help roofing contractors identify red flags early and negotiate contract terms that more fairly allocate risk.

**Presenter:** Philip Siegel, partner and shareholder at Hendrick Phillips Salzman & Siegel P.C., Atlanta

**12:15-1:15 p.m.**

#### **State of the Industry—Legal and Regulatory Outlook**

**Description:** This session provides a high-level but practical overview of the key legal, regulatory and market forces currently shaping the roofing industry. Topics include increased enforcement activity, evolving Occupational Safety and Health Administration obligations, erosion of insurance coverage, private equity consolidation, labor shortages tied to immigration policy, and the growing effects of artificial intelligence and technology on risk allocation. Attendees will gain insight into where contractors are seeing increased exposure, how regulators and insurers are

shifting responsibility downstream, and what proactive steps roofing companies can take now to protect margins, reduce liability and stay competitive in an increasingly complex operating environment.

**Presenter:** Trent Cotney, partner and construction team leader at Adams & Reese LLP, Tampa, Fla.