

**The Center for Job Order Contracting Excellence (CJE)**  
**The Alliance for Construction Excellence (ACE)**  
**PO Box 870204**  
**Tempe, AZ 85287-0204**  
**Annual Meeting**  
**March 7 – 8, 2002**

**Attendance**

Aller	Gary	Alliance for Construction Excellence
Astle	Richard	The Gordian Group, Inc. (abstained from voting)
Barrick	Rich	Allied Surety
Jayne	Ken	Applied Innovative Management
Pinkerd	David	Pinkerd & Associates
Sweetser	Bill	Centennial Contractors Enterprises, Inc.

**Business Meeting – March 7:**

1. The meeting was called to order by Dave Pinkerd at 1:00 p.m.
2. The 2001 meeting minutes were reviewed and approved.
3. The financial report was reviewed and approved.
4. By mutual agreement of the outgoing and incoming Industry Chairs, the installation of the incoming Industry Chair, was postponed until the morning session on March 8.
5. Bill Sweetser made a motion that the election of the new Industry Chair-elect be tabled until the next meeting. The motion was seconded by Ken Jayne and passed.
6. A discussion was conducted, led by Dave Pinkerd on the ACE/CJE relationship, the dues structure, and attracting more members. Various ideas were discussed, but action was tabled until the morning session.

**Business Meeting (continued) – March 8:**

1. Rich Barrick was installed as the new Industry Chair and chaired the rest of the meeting.
2. As a follow-up to the March 7 discussion, Ken Jayne made a motion that CJE function as an entity within ACE with dues the same as ACE. ACE would credit 50% of dues from CJE for CJE support. Members to include Contractors, Consultants, Subcontractors, Vendors, and Owners. CJE members would be ACE members, and ACE members could become CJE members at no additional cost. The new dues structure would be:
  - Sustaining Members - \$2,000.
  - Full (Corporate or Equivalent) - \$1,000.
  - Public Agency - \$500.
  - Individual - \$250. (I am not sure about this dues structure, please correct as necessary.)The motion was seconded by Dave Pinkerd and passed.
3. Improved outreach to smaller JOC contractors, facility owners, and service providers was discussed. It was felt that the new organizational and dues structure would assist in providing the members with the benefits, as per the CJE trifold brochure, of an updated and current website; quarterly newsletter with an annual report; performance lines (research to be subcontracted from PBSRG); a clearing house for JOC solicitation opportunities; educational seminars; and local chapters where appropriate.
4. After a discussion of the benefits of local chapters, Bill Sweetser made a motion that we establish chapter in the Greater DC - Baltimore area. The motion was seconded by Dave Pinkerd. The desirability of additional chapters was discussed and the consensus was that a “pilot” should be done first. The motion passed. Gary Aller asked that all members review the CMAA “Regional

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Chapters Manual” and consider its use as a guide for our own manual. Comments to be given to him by Friday, March 15. Members in the DC – Baltimore area should contact potential members for the chapter. Ken Jayne will contact George Williams at NIH, Bill Kolster at Loudoun County Public Schools, and Bill Ryals at Baltimore District, COE.

5. Actions that would help to grow the market and the industry were discussed. Ken Jayne made a motion that the Practice and Selection Committee should work with AIA in developing AIA contract documents, forms, and general conditions supplements for JOC. Seconded by Bill Sweetser and passed. Rich Barrick appointed Dave Pinkerd, Ken Jayne, and Rich Benton to the committee. Chairman to be selected by the committee members. (Rich Benton is the favorite, if he can/will take it.)
6. Other actions to assist in growing the market and industry were discussed. Gary Aller will get a JOC article written for appropriate publication.
7. Goals and objectives for the coming year were discussed and will be generally those actions discussed during this meeting. They will be reviewed during the next meeting.
8. Seminars were discussed and it was agreed that we should have one in the DC area in conjunction with establishment of the chapter. Time to be determined.
9. In addition to the appointment of the members of the Practice and Selection meeting, the current membership of the other committees will continue unless modified by the Industry Chair.
10. The next meeting will be 1 – 5 PM, Monday July 15 and 7 – 11 AM Tuesday July 16 at ASU. The Chair asked all members to recruit additional members and bring them to the next meeting.
11. The meeting was adjourned at 10 AM.