

Center for Job Order Contracting Excellence
Quarterly Business Meeting
November 2, 2005
Tempe, Arizona

Meeting Minutes

Attendees

Gary Aller, ACE/ASU	Mike Ladino, Valley Metro Rail
Rick Reigel, Centennial Contractors	Ken Jayne, AIM
Rick Farrag, KBR	Bill Sweetser, Centennial Contractors
Tom Peeler, Mohave	Charlie Bowers, Centennial Contractors
Clint Owings, Gordian Group	Rich Barrick, Basic Industries
Greg Ohrn, NAU	Carol Greb, TCPN
Bob Gair, RS Means	Allen Cleveland, Estimating Systems
Ron Ecker, 3D International	Phil Vilardi, 3D International
David Carrithers, Centennial Contractors	

The Business meeting was called to order by Charlie Bowers at 11:00 a.m. Gary Aller presented Charlie with an engraved gavel for his year of service as Industry Chair of CJE.

Jacki Houchens verified those present at the meeting

Minutes

The conference call minutes from September and October, which had not been approved, were reviewed. There was a motion made to approve the September minutes by Clint Owings. Seconded by Rick Farrag. No opposition. Motion approved. There was a motion made to approve the October minutes by Ken Jayne. Seconded by Clint Owings. No opposition. Motion approved.

Committee Reports

Education Committee – Bob Gair

Bob stressed the importance of communication and exposure of JOC to the marketplace. RS Means has published a reference book that is available. It contains good overall coverage of JOC for the market to gain some knowledge. ***Gary asked Bob Gair if RS Means would donate some of these books to the DEWSC for class usage.*** Bob did not think that the request would be a problem and would take care of the request. Bob went over the RS Means, briefly. There is a lot of JOC exposure in the catalog. CJE is referenced on the RS Means website. Bob is working on two articles about JOC, one for Healthcare and the other for Building/Design/Construction. Gary and Tom Peeler wrote and an article for the recent publication "School Business Journal". Gary will get a PDF to all CJE members. David Carrithers mentioned the article that has been written for a Government Procurement Magazine. Information about JOC is getting out there. Bob discussed the change in CSI format structure. There are now 50 divisions. RS Means has a CD that will allow the ability to "toggle" from the prior 16 divisions to the new 50 divisions. 12 digit numbers are still utilized. Charlie asked if there was any information available regarding labor and material and the relationship to natural disasters. Bob stated that RS Means has information on their website about the volatility of the marketplace.

Membership Committee – David Carrithers

David reported that the event "Northwest Consumer Construction Council" had 50 attendees and was a good conference. CJE was a sponsor at the event. The South Padre Island event was also a good conference. CJE had a booth there that Charlie manned. A complimentary one year CJE membership was given to Hidalgo County at the event. NAUBCO conference, a virtual trade show, lists CJE on the website and David will forward brochures to members.

CEFPI at John Hopkins, again CJE sponsored. **David is working on three RFP's; How to Grow Membership, CJE Website Update and Promoting Research Study. He will get updates to the membership by November 11, 2005.** He is also collecting information, by State, as to laws and legislation about JOC. He would like to put this into a uniform document that can be readily available. To date, he has information on California, Texas and Washington. To help grow membership in CJE, the next step is to target specific companies and explain the value of a membership into CJE.

Election/Nomination Committee – Ken Jayne

The following have been nominated:

2006 Industry Chair Elect

Ron Ecker, 3D International
Carol Greb, TCPN
Bill Kolster, Loudoun County Public Schools

2006 Member at Large

Mike Ladino, Valley Metro Rail
Carol Greb, TCPN
Bill Kolster, Loudoun County Public Schools
Ron Ecker, 3D International

Resumes and statements from the nominees were included in the meeting handout.

The terms for the offices are one year for 2006 Industry Chair Elect and three years for Member at Large. The dates of service are January – December. **The slate of officers will be posted (emailed) to all members by Friday, November 11, 2005.** There is 1 vote/membership. **If someone would like to “write in” a nominee, that name needs to be sent to Ken no later than December 14, 2005.** A written ballot vote will be held at the Annual Business Meeting on Wednesday, February 1, 2006 at ASU. Members must be present to vote.

Financials – Gary Aller

Gary reported that CJE began the fiscal year (July 2005) with \$26K and currently the account balance is \$25K. If anyone would like the financials, please let Jacki know and she will email them to you.

Old Business

DEWSC Update – Gary Aller

Gary reported that Bill Badger has stepped down as Director of the school and will be back January 2006 to teach and work with PBSRG. Jim Ernzen is the Acting Director of the school until a permanent replacement is found. The interview process is almost complete and it is possible that a replacement could be in as soon as January 2006 (spring semester). Jim Ernzen is one of the candidates. Dean Peter Crouch is also moving on to another position. When the new DEWSC Director is hired, Clint needs to schedule a meeting to discuss CJE and how it fits with the school. There are other changes ahead; the school is working on a Capital Campaign to raise \$40M for a new building.

JOC Survey Update – Greg Ohrn

The JOC Survey, Phase I, was to have officially gone out on October 31, 2005. Phase 1 should have been sent to approximately 7400 email addresses. Greg will update the group on the return. Greg will check with ISSR prior to leaving the ASU campus as to exact date. The survey was sent to all CJE Board members to review and test. There was additional documentation that was prepared to accompany the survey in October 2005. Clint stated that he had not seen the cover letter as he would need this forward the survey to his contact list. Other members in attendance stated they had not seen it either. Clint felt that it should have been approved by the board prior to sending to any contacts. Greg was under the impression that this had already been completed. Phase 1 is basically an “opinion poll” directed at the Project Delivery Method level and Phase 2 is “data driven and a comparison” and is directed at the Job Order level. Bill Sweetser stated concern that the objective for Phase 2 is not clearly defined. It was suggested that a sub-committee be created to help Greg. Gary stated that the

initial presentation, by Craig Barnes, stated that a sub-committee would be welcomed for assistance. Greg would welcome any and all help. ***Charlie mentioned that he has a "comparison spreadsheet" that he uses and he offered to forward that to Greg for his use. Greg stated that he would also better define Phase II and report to the group.***

Regional Training Sessions – David Carrithers

The Northeast conference is going to be postponed until spring 2006.

Ken again stated that the TCPN conference at South Padre Island was a good conference and there was a good turn out. The CEFPI conference in Texas was a good event also and was attended by approximately 1800 attendees. Charlie again emphasized the importance of the relationship between CJE and CEFPI. Ken also reminded the group to join CEFPI and register on their speaker database.

New Business

Newsletters

December 2005 Issue: David Carrithers, Editor

This issue will include an article from Charlie, JOC Partnering, CEFPI article/interview, Company (Basic Industries) overview, marketing tips of JOC, JOC in the News, Conference Ads. It should be complete and out prior to Thanksgiving. It will be posted to the website and emailed to all CJE contacts and members.

June 2006 Issue: Rick Farrag, Editor

December 2006 Issue: David Carrithers, Editor

CJE Training Conference Planning

The agenda was reviewed and changes were made. ***Jacki will re-type with all the changes and forward to Clint to review. There will need to be changes made to the conference brochure. All present will send ideas to Jacki and she will forward to membership for approval.***

Capital Campaign for DEWSC

Gary introduced Mike Remedi, Development Officer, Ira A. Fulton School of Engineering. Mike discussed the Capital Campaign that is currently ongoing to raise money to build the new building for the DEWSC. There are three methods being considered:

1. Public Private Partnerships
2. \$20M from the State Legislature (Highway User Revenue Fund), David Martin, AGC with this. There are two stipulations; it must be Industry driven and funds must be matched by Industry.
3. Traditional Fund Raising ("Naming" donation \$8-10M)

There are also other ways to donate; CJE Professorship - \$5K or Chair - \$2M.

Mike handed out some information about the campaign to all present.

CJE Calendar

Next conference call will be Monday, December 12, 2005

2006 Conference Call Schedule

All calls will take place on the second Monday of the month

January 9, March 13, April 10, June 12, July 10, September 11, October 9 and December 11.

Meetings

Annual Business Meeting – Wednesday, February 1, ASU

Quarterly Business Meeting – Wednesday, May 3, ASU

Quarterly Business Meeting – Wednesday, August 9, KBR

Quarterly Business Meeting – Wednesday, November 1, ASU

There was a motion to adjourn the Quarterly Business Meeting by Ken Jayne.

Seconded by Clint Owings. No opposition. The meeting was adjourned by Charlie Bowers at 11:00 a.m. Minutes prepared by Jacki Houchens.