

**CENTER FOR JOB ORDER CONTRACTING EXCELLENCE**  
**ALLIANCE FOR CONSTRUCTION EXCELLENCE**  
**ANNUAL BUSINESS MEETING**  
**February 1, 2006**  
**Arizona State University**

**Attendees:**

1. Gary Aller, ASU-ACE
2. Charlie Bowers, Sundt Construction
3. Ken Jayne, AIM
4. Rick Farrag, Kellogg, Brown & Root
5. Clint Owings, The Gordian Group
6. Carol Duval Greb, TCPN
7. Ron Ecker, 3DI
8. Dave Pinkerd, Nouveau Technology Services LLC
9. Allen Henderson, Texas State University
10. Phil Vilardi, 3DI
11. Bill Sweetser, Centennial Contractors
12. Rich Barrick, Basic Industries
13. Mike Ladino, Valley Metro Rail
14. David Carrithers, Centennial Contractors
15. William Kolster, Loudoun County Public Schools
16. Bob Gair, Reed Construction Data
17. Joe Martin, Northside ISD
18. Frank Norwood, TCPN
19. Martin Nowatkowski, Loudoun County Public Schools
20. Cindy White, City of Phoenix
21. Merry Schierhorst, City of Phoenix
22. Anthony Maturo, Centennial Contractors
23. Rick Reigel, Centennial Contractors
24. Lisa Cooley, Centennial Contractors
25. Effie Marinakis, Volmar Construction
26. Michael Marinakis, Volmar Construction
27. Greg Ohrn, Northern Arizona University
28. Jim Ernzen, ASU-DEWSC

**Meeting Minutes:**

1. The meeting was called to order by Charlie Bowers, Industry Chair at 8:00 a.m.
2. Charlie had the attendees introduce themselves and their companies.
3. Dr. Jim Ernzen, Interim Director, Del E. Webb School of Construction briefly updated the group on the status of the DEWSC; Director Search, Capital Campaign and interaction with the industry.
4. **Minutes** – The minutes from the November Business Meeting and the January Steering Committee Conference Call were reviewed by the attendees. **A motion to approve the November Business Meeting minutes, as written, was made by Clint Owings. Seconded by Ken Jayne. No Opposition. The motion to approve the November minutes passed. A motion to approve the January Steering Committee Conference call minutes, as written, was made by Ken Jayne. Seconded by Rick Farrag. No Opposition. The motion to approve January minutes passed.**
5. **Financials** – Gary Aller reviewed the financials with the group. As of December 2005, \$40,543.03 is in the CJE Account. Gary reviewed the outstanding 2006 membership invoices with the group. Galveston ISD was awarded a CJE membership at the South Padre Island event, September 2005. Their membership is through 2006. Ken Jayne will follow up with Greenway Enterprises, Clint Owings will follow up with Shaw Benco and ACE will follow up with Linco Contractors and RHJ-JOC, Inc. **A motion to approve the Financial Statement for CJE was made by Clint Owings. Seconded by Ken Jayne. No Opposition. The motion to approve the Financial Statement for CJE passed.**
6. **Nominations and Resumes for 2006 Executive Board** – Individuals who were nominated for Executive Board positions submitted their resumes for review and they spoke briefly to the group on their vision for CJE.

**2007 Industry Chair**

**Ron Ecker, 3D International**  
**Carol Duval Greb, TCPN**

The Election for 2007 Industry Chair was held by using written Ballots. The ballots were tabulated by Jim Ernzen and Jacki Houchens. Ken Jayne announced that **Ron Ecker will be the 2007 Industry Chair.**

**2006 – 2008 CJE Members at Large**

**Carol Duval Greb, TCPN**

**Bill Kolster, Loudoun County Public Schools**

**Mike Ladino, Valley Metro Rail**

The Election for 2006-2008 Members at Large was held by using written Ballots. The ballots were tabulated by Jim Ernzen and Jacki Houchens. Ken Jayne announced Mike Ladino as the new Member at Large.

Ken thanked everyone for their interest in the CJE Board positions and asked that those not elected and others to select a committee that they are interested in serving on for the next year.

**Installation of Clint Owings as 2006 Industry Chair,** Gary Aller swore Clint in as the 2006 Industry Chair.

**Installation of 2007 Industry Chair Elect and Member at Large.** Gary Aller swore in Ron Ecker as Industry Chair Elect and Mike Ladino as Member at Large.

Congratulations and Pictures.

7. **Bill Sweetser – Emeritus Member of CJE.** Gary Aller, Ken Jayne and Charlie Bowers presented Bill with an Emeritus Membership in CJE. Bill was presented an engraved clock and may attend any CJE event during his lifetime at no charge. Charlie and Ken then presented Ken with another award; “Golden JOC Supporter Award” for his lifetime commitment to JOC.
8. **2006 Industry Chair – Clint Owings** – Clint spoke briefly about his view of where CJE needs to focus over the next year. He felt that JOC needs to be captured in case studies that will be developed to put out information about the JOC process. He said that CJE needs to continue to work with Greg Ohrn, NAU, regarding the JOC survey. All CJE members always need to be passing along information and educating others about JOC and the benefits of using the process. And all members to help grow CJE...be an evangelist for “the cause”. Charlie added that every new member is another opportunity to network.

CJE Committees

**Education** – Bob Gair – Committee Chair. Carol Duval Greb, Bill Kolster, Ken Jayne and Phil Vilardi would like to remain/become committee members for 2006... The committee will begin to look at taking power point presentations online and available. Bob also discussed the various vehicles of communication/education for JOC; Trade Shows, Speaking Engagements, Training/Seminars and Dialogue with other associations. Ron Ecker suggested that an ftp sight would be a good place for owners & architects to give testimonials about the benefits of JOC.

**2006 JOC events are listed at the end of these minutes.**

**A.R.** The committee will create a “standard presentation” that can be used by members of CJE for speaking engagements. It will consist of an executive summary, benefits, etc.

**Legislation** – Mike Ladino – Committee Chair.

**Practice/Selection** – Gary Aller – Committee Chair. A manual of consistent terms and practices has been developed. Gary is unable to complete on his own. He will continue to be the committee chair, but will need some others to help finalize the manual. Clint will take the action to get other committee members to help Gary finish the manual.

**Membership** – David Carrithers – Committee Chair. Carol Duval Greb will continue to work with David on this committee and Rick Reigel would like to join the committee. In order to increase membership, the benefits of CJE Membership need to be fine-tuned to draw new member companies. New ways of growing CJE locally and nationally need to be formulated. As Charlie mentioned earlier, building relationships and networking is key to membership growth.

9. **Old Business**

- a. **JOC Research Effort:** Greg Ohrn reported that the survey has been out and about 4% has responded. He was notified that the server, at ASU, had been down for a few weeks and this may have hindered the receipt of some results; therefore the closing of Phase I of the survey will be extended one more month. He will touch base with Pam at ISSR (ASU) after the meeting today to make sure that things are running smoothly again. After the

close of Phase I, he will do an analysis and report his findings at the May Business Meeting. Michael Brown offered to help Greg with the survey analysis. Gary has received the concept for Phase II of the survey (this phase is not funded yet)...the idea is for owners to collect information on projects and have the data reviewed independently; compare to project costs (similar) and place into statistical analysis. Gary stated that there are 23 entities that are willing to participate in Phase II of the survey. Ken stressed that the same items need to be compared with all of the entities. Use the unit price book that the owner is using for comparison purposes; all unit price books need to be considered as some owners use their own. Greg stated that the data has to be defensible – must be random and credible. Clint Owings recommended that a Temporary Committee be formed to review the Phase II approach and help finalize the Phase II study to be presented to the Board. Clint asked Bill Sweetser to chair the Committee that includes Rick Farrag and Clint. Greg is to develop a proposal and schedule for Phase II and present his request to the Committee.

- b. **2006/2007 Regional Conference Schedule:** Bob Gair will forward Jacki all conference dates for 2006/2007.
- c. **CEFPI:** Charlie stressed the importance of the relationship that needs to be maintained with CEFPI. Charlie, Clint and Gary are scheduled to attend the CEFPI Symposium this weekend. A booth will be manned and literature about CJE will be available. There is another CEFPI event scheduled for September 2006 and Clint will help to pull together speakers for this event. Gary is scheduled to speak at this event. Again the Education committee will work on preparing a “standard” presentation that can be used at these types of events.
- d. **CJE Newsletter Status/Schedule:**
  - i. **June 2006 – Editor – Rick Farrag**
  - ii. **December 2006 – Editor – David Carrithers**The CJE website is current.

#### 10. **New Business**

- a. **2006 Meetings/2007 Annual Conference/Steering Committee Conference Calls**
  - i. **Wednesday, May 3** – Quarterly Business Meeting – 7:30 – 11:00 a.m. at Arizona State University
  - ii. **Wednesday, August 9** – Quarterly Business Meeting – 7:30 – 11:00 a.m. at KBR in Arlington, VA.
  - iii. **Wednesday, November 1** – Quarterly Business Meeting – 7:30 – 11:00 a.m. at Arizona State University
  - iv. **Tuesday, January 30, 2007** – Annual Training Conference – 7:30 – 4:00 p.m. at Arizona State University
  - v. **Wednesday, January 31, 2007** – Annual Business Meeting – 7:30 – 11:00 a.m. at Arizona State University
  - vi. **2006 Steering Committee Conference Calls** – Second Monday of each Month, March 13, April 10, June 12, July 10, September 11, October 9 & December 11.

#### 11. **Other Business:**

- a. Ken Jayne proposed that an outreach fund be created for education for owners to assist them with JOC. Clint preferred to table this discussion to the March 13 conference call. Ken will send details to Jacki about his proposal to forward to the steering committee prior to the call.
- b. The laws/legislation/litigation surround JOC in Texas could have a negative impact on other states...again it was stressed that the industry needs to work together.
- c. Gary briefly discussed the “new face” of ASU. CJE is a part of ACE, DEWSC and ASU. President Mike Crow does not know anything about CJE. There is an opportunity with the DEWSC Capital Campaign for CJE to become visible to President Crow. CJE has an opportunity to fund a professorship within the DEWSC. The cost for a professorship would be \$500,000 over 5 years. This would dedicate a professor to JOC. He asked that all members forward comments and thoughts to me in the near future.

- 12. **11:00 a.m. Clint thanked everyone for attending the meeting. A motion to adjourn the 2006 CJE Annual Business Meeting was made by Charlie Bowers. Seconded by Bill Kolster. No opposition. The motion to adjourn the meeting was passed.**

CENTER FOR JOB ORDER CONTRACTING EXCELLENCE (CJE)  
2006 ACTIVITIES to EDUCATE the MARKET

Show                      Location                      Date                      Sponsor

Trade Shows

|       |             |               |                   |
|-------|-------------|---------------|-------------------|
| CEFPI | Phoenix     | Feb 1-3       | ACE/CJE           |
| TFM   | Chicago     | April 10 – 12 | Means             |
| AIA   | San Diego   | June 8 – 10   | Means             |
| NASFA | Miami       | June 24 – 28  | The Gordian Group |
| ASHE  | Boston      | July 9 - 12   | Means             |
| TCPN  | San Antonio | Dec           | TCPN              |

Speaking Events

|       |           |              |       |
|-------|-----------|--------------|-------|
| TASBO | Ft Worth  | Feb 20 - 24  | AIM   |
| TFM   | Chicago   | April 10 –12 | Means |
| IFMA  | San Diego | Oct 8 – 10   | Means |

Training Events

|                |                     |            |
|----------------|---------------------|------------|
| San Diego      | Jan 19/20           | Means      |
| Orlando        | Mar 22/23           | Means      |
| Washington, DC | 2 <sup>nd</sup> Qtr | Centennial |
| Anaheim        | May 11/12           | Means      |
| Bethesda       | June 22/23          | Means      |
| Austin         | June 27/28          | Means      |
| Tidewater Area | 3 <sup>rd</sup> Qtr | Centennial |
| Phoenix        | Nov                 | Means      |
| San Antonio    | Dec                 | TCPN       |
| Seattle        | Dec                 | Means      |
| Atlanta        | Dec                 | Means      |

Association Initiatives

|     |  |
|-----|--|
| CSI | Interest in developing a JOC Price Book set of standards                                       |
| AIA | Communicate the value of Job Order Contracting as another Delivery Method to their membership. |