

**Quarterly Meeting of the
Center for Job Order Contracting Excellence**

Location: ASU, Tempe, Arizona

January 24 – 26, 2000

Monday, January 24, 2000

An Introductory meeting was held in conjunction with dinner to initiate the next day's planning meeting.

Tuesday, January 25, 2000

Attendance

Barrick	Rich	Allied Surety
Jayne	Ken	Applied Innovative Management
Kashiwagi	Dean	Arizona State University
Raza	Syed	Arizona State University
Sharmani	Ziad	Arizona State University
Kline	Clay	AssetWorks, Inc.
Benton	Rich	Centennial Contractors Enterprises, Inc.
Sweetser	Bill	Centennial Contractors Enterprises, Inc.
Cleveland	Allan	Estimating Systems, Inc.
Cleveland	Karen	Estimating Systems, Inc.
Davis	John	PI Construction
Shannon	Jim	PI Construction
Coffey	Robert	The Gordian Group, Inc.
Pinkerd	David	Williams-Russell & Johnson, Inc.

Business Meeting:

1. The meeting was called to order by Bill Sweetser at approximately 8:50 a.m.
2. The October 1999 quarterly meeting minutes were reviewed and approved without change by consensus.
3. The Industry Chair asked each in attendance to state what they wanted from CJE. The following was stated:
 - Centennial Contractors Enterprises, Inc. (Bill Sweetser)
 - Owner surveys each year to allow benchmarking of Centennial's performance to other contractors, both CJE members and non-members
 - A platform to educate owners about the value of JOC/SABER/DOC
 - The Gordian Group (Robert Coffey)
 - Information on how to make JOC better for clients
 - Survey data concerning price books and software
 - Arizona State University (Dean Kashiwagi)
 - Strategic alliances (e.g., IFMA, BOMA, APPA) with organizations to allow educational efforts about performance-based contracting and JOC/SABER/DOC

- Allied Surety (Rich Barrick)
 - Credibility from association with performance-based contractors
 - Continued promotion of performance-based procurements
 - Make Allied Surety better
 - PI Construction (Jim Shannon)
 - Expand performance-based JOC/SABER/DOC by educational efforts with special emphasis on state governments
 - Credibility with customers by association with other performance-based focused companies
 - Networking with other performance-based companies
 - AssetWorks (Clay Kline)
 - Educate clients on JOC/SABER/DOC
 - Develop critical contract clauses (e.g., Non Pre-priced coefficient, what's in a coefficient, how to handle option years)
 - Use CJE to foster alliances with industry associations benefiting from JOC/SABER/DOC
 - Williams-Russell & Johnson, Inc. (Dave Pinkerd)
 - Educating clients on JOC/SABER/DOC
 - Eventually performance surveys
 - Applied Innovative Management (Ken Jayne)
 - Expand overall JOC/SABER/DOC market that brings more revenue to CJE and members
 - Educational assistance to potential users/clients
 - Have strategic alliances with industry associations
 - Improve member's performance through benchmarking from surveys, education, and sharing of best practices
 - Improve IDIQ industry as a whole through education and promotion of best value selection
 - Estimating Systems (Allan Cleveland)
 - Self education of Estimating Systems about JOC/SABER/DOC from CJE members
 - Educate CJE members about Estimating Systems
 - Expand JOC/SABER/DOC market
4. After much discussion it was agreed by consensus that:
- Have only one official CJE business meeting to be held early in the calendar year at ASU in conjunction with a PBSRG course
 - Reserve at least one hour in each PBSRG course to educate attendees about performance-based JOC/SABER/DOC
 - If a CJE member is sponsoring an educational seminar on performance-based contracting, an informal gathering/dinner could be arranged for members to gather, network and provide mutually beneficial support
 - E-mail events to Dean Kashiwagi who will maintain a calendar of events
 - CJE will investigate the use of a listserv to disseminate information and questions among members
 - CJE will post JOC/SABER/DOC related articles on the CJE website

5. Possible next gatherings were as follows:

- Gordian Group organized training in Chicago April 18-19, 2000
- PBSRG training for the State of Georgia May 30 – June 1, 2000 at Atlanta
- Last week of June at Amelia Island is a meeting of HBCU/MI presidents
- GSA Trade Show May 20 – 25, 2000 at San Diego
- SAME Annual Conference May 16 – 19, 2000 at San Diego
- AssetWorks Annual User's Conference May 20 –23, 2000 at San Antonio
- CEFPI National Conference in September/October in San Diego

6. Dean Kashiwagi provided what he estimated a minimal CJE budget would be:

- Educational seminars (2 each) \$2,000
- Performance Surveys \$6,000
- Maintaining CJE website \$6,000

Year 2000 minimal budget \$14,000

7. The business meeting adjourned at approximately 5:10 p.m. to allow sufficient time to travel to the FAB12 facility at Chandler and take a tour.

Wednesday, January 26, 2000

The agenda was followed with 11 individuals in attendance, counting presenters. See attachment two for the listing of attendees.

Attachments

1. Agenda
2. Listing of Attendees

Agenda
Center for Job Order Contracting Excellence
January 24-26, 2000
Arizona State University
Tempe, AZ

Monday, January 24, 2000

(Venue: *NEW PEKING* Restaurant, 1850 West Southern Avenue, Mesa, AZ)

7:00 Working Dinner for CJE Members and Guests

- Initiation of Planning for the Year 2000

Tuesday, January 25, 2000

(Venue: Udall Room, *Best Western*, 670 N. Scottsdale Road, Tempe, AZ)

8:00 - 5:00 Business Meeting & Continuation of Planning

- Review and Acceptance of Previous Meeting's Minutes
- Continuation of Planning for the Year 2000
- Review of Budget for the Year 2000

6:30 Tour of Intel's Fab12 Facility, 4500 S. Dobson Rd, Chandler, AZ
(Map to be provided at meeting)
(Tour members must wear a hard hat, safety glasses and hard soled shoes)

Wednesday, January 26, 2000

(Venue: Packard Room, *Best Western*, 670 N. Scottsdale Road, Tempe, AZ)

8:00 Intel's Experience in Procuring Construction Services

- Paul Roessler, Southwest Purchasing Construction Supervisor
- James Larson, P.E., Senior Contracts & Materials Manager

9:00 Group Discussion of Best Practices
moderated by Ken Jayne

10:00 Break

10:30 Performance-Based Contracting
Dean Kashiwagi, Ph.D., P.E., Arizona State University

CJE Meeting Attendees

January 26, 2000

<u>Name</u>	<u>Organization</u>	<u>Phone Number</u>	<u>Fax Number</u>
1. Ken Jayne	Applied Innovative Management	713/964-6720	713/622-5513
2. Dean Kashiwagi	Arizona State University	480/965-4273	480/965-4371
3. Syed Raza	Arizona State University	480/965-4273	480/965-4371
4. Clay Kline	AssetWorks	210/301-1701	210/301-0299
5. Mark Bailey	Centennial Contractors Enterprises, Inc.	253/912-1910	253/912-1950
6. Rich Benton	Centennial Contractors Enterprises, Inc.	703/287-3044	703/287-0009
7. Bill Sweetser	Centennial Contractors Enterprises, Inc.	703/287-3040	703/287-0012
8. James Larson	Intel Corporation	480/715-0632	480/715-0845
9. Paul Roessler	Intel Corporation	480/715-????	480/715-0845
10. Robert Coffey	The Gordian Group	800-874-2291	864/233-9100
11. David Pinkerd	Williams-Russell & Johnson, Inc.	404/853-6820	404/607-8890