

January 7, 2016, 8:30am – 9:30am – QBS Meeting Minutes

<u>Attending:</u>	Brad Bobich	Colleen Merkel	<u>Not Attending:</u>	Bill Hawkins
	David Henkel	Brian Arterbery		Justin Perry
	John Lightner	Shari Hinds		Mike McBride
	Toby Church	Mike Obergfell (ACEC Bd Liaison)		Patrick Duncan

OLD BUSINESS

QBS E-Blasts: The latest stats of QBS emails to statewide officials were distributed. Out of 2,600 emails, 32% were viewed, 6% went on to click links in the email, & we had less than 100 bouncebacks. Additionally, ACEC member firms were added to the E-Blast list. The first December mailing was viewed by 77% of our members, with 12% going to links shared in the email.

Colleen continually updates these lists, and will request IACT's Newly Elected Officials Bootcamp list in order to “dump the old and upload the new.” IACC's Stephanie Yeager will likely have an updated list in the next month, in which Colleen will do the same.

In the Feb E-Blast – we plan to share a CASE STUDY, or a testimony outlining a QBS success. As always, please share visuals, stories, anything noteworthy or even humorous, in relaying our QBS message. We must keep a “stash” of this info on-hand as we share our messages monthly.

Authorization for Other lists: **Brad Bobich represents ASCE in Indiana**, and offered to forward our E-Blasts to their members. **David Henkel will check with ITE**, to possibly do the same. Our reason for wanting to send out emails from THOSE associations ---recipients are more likely to open emails from ITE or ASCE, over ACEC...not to mention, ACEC emails may show up as spam. These organizations will also hit some junior engineers, so it will help to educate them, as well.

LPAs Asking for Fee Proposals: We requested that committee members research the number or % of fee proposals received in 2015 – to determine how widespread and common this may be. Without calling out LPAs who use this process ☺, the general consensus was 5-10% of all proposals received are fee proposals. It was recently noted that INDOT was asking for fees (e.g. traffic data collection). **Colleen was going to make sure INDOT** – including executive officers, are on our QBS E-Blast list. Mike Obergfell chimed in that INDOT was previously trying to ask for new price items for NBIS (countywide bridge inspections) like field work, office work, travel time, etc --- but INDOT-ACEC Committee noted this is not comparing apples to apples; one cannot equally compare all the county inspections; this would entail more work on paper and in tracking for everyone; since then, INDOT has lessened their stance.

Regarding testimonials for QBS – Dave asked if it would be worthwhile to contact state of KY over the Ohio River Bridges (ORB) project. The Kentucky Transportation Cabinet (KTC) put out a design/build proposal stating 25% of the “bid” selection would be based on technical scoring. In this case, the low-bidder did NOT win. It was the technical score that put the winning team over the top. So this was not strictly QBS – it was 75% bid -- but the technical score was included. **Dave will check on this for possible “testimonial” use for QBS promotion.**

Additional Request for Testimony: In the next ACEC membership letter (or wherever there is good opportunity) --- **Colleen could request** our member firms to share an example of local QBS successes or failures. (All names would be changed to protect the innocent!) But these QBS experiences could be linked in an E-Blast. **Colleen will also check for national cases.**

ACEC ENGINEERING LEADERSHIP PROGRAM PRESENTATION

April 29, 2016 – Greenfield Mayor Chuck Fewell: Current leadership program is underway with 22 “students.” Mayor Fewell is on board with talking to this group, and QBS information was forwarded to him. **Brad, Colleen & Shari will follow-up on this topic** with Mayor Fewell.

Material to Cover: ACEC will help provide presentation materials for Mayor Fewell (we’ve already given him some points of interest back from our first meeting.)

QBS AWARDS AT INDUSTRY PROGRAMS

ACEC Engineering Excellence Awards – March 3, 2016: We want to get QBS out and revived. We agreed we would be hard-pressed to announce a QBS Award winner THIS year, but agreed Scott Hornsby should give a 60-second blurb on QBS at the luncheon, and announce that a QBS Award (or awards) will be given out next year. (**Colleen to provide this script to Scott**). October is when the 2017 Call for Entries comes out – **so the Committee has 6 months** to determine the criteria for the entry form, and how we base our winning selection(s). This could possibly require an extra paragraph how QBS benefited a project (which could be used for future promotional materials) – with the LPA providing validity (have them explain their QBS process). Entry form may have a checkbox – 1) Did you use QBS? 2) Was price / a fee required? 3) Do you want to be considered for QBS Award? (Make the questions simple.) **Colleen will check for criteria (& details) of the QBS Awards, when the QBS Coalition was together.**

Other contacts that might be helpful: **Shari will call Steve Craney** – to inquire his role when he was the full-time QBS promoter. (**Shari emailed Steve & is awaiting response**). **Mike O. & Shari will also contact former Mayor Huck Lewis**, who is now an IACT Ambassador – and see if he would help promote this, as well.

Other Events for QBS Opportunities: We opted out of Road School this year – but Brad Bobich recommended **CEPDS** (Civil Engineer Professional Development Seminar) – a one-day event on **November 17, 2016**. INDOT people attend - we could do a presentation. **Brad will contact Bob McCullough**, to make sure it is an option. **Brad emailed Bob and is awaiting response.**

ASCE Indiana Sectional Annual Meeting – April 20, 2016 – Presentation possible? Over 300 people expected, of which 100 are Rose Hulman students. At least provide QBS materials, tri-fold in agenda packet, and a few E-Blasts. **Brad to investigate. Presenting at the annual meeting was very well received and is a 95% sure thing. April 20 is right around the corner – need to have the presentation (& presenter) solidified before our next meeting.**

ITE – Midwestern / Great Lakes District Annual Meeting – June 26-28, 2016 – Chicago

(I found this on ITE Website – not sure if this is the day-long conference in which nearly 100 people attend, with 15-20 city engineers and INDOT. Good opportunity for leaving QBS info or tri-fold & E-Blasts in agenda packet.) **We need a volunteer to spearhead this effort.**

MPO Policy Board Meetings – NE Indiana – Brian Arterbery mentioned these monthly meetings as opportunities to share QBS with mayors and council attendees. **Brian will talk with NE Director**, and if approved, we can equip the MPO with speakers / presentation in whatever time frame is allotted. If we can get this started up north, it may give us grounds to get in other MPO technical & policy committee settings statewide.

IWEA / AWWA / IRWA – opportunity for QBS presentation? Marty Wessler is past Chair for AWWA – this would be good quest for **Toby Church to check in with Marty** on finding us a speaking slot for QBS in their 2017 conference (we are too late for their annual conference this month). Other associations (IWEA & IRWA) would also be worthwhile contacting. **Volunteers?**

Toll Road – Could this be an opportunity to talk QBS? As a private entity, they low-ball. But change orders have been hurting them quite a bit lately. 3 people are involved in selections – **David Henkel to send Colleen their email contacts** for next round of QBS E-Blasts – and potentially bend their ear.

*Does National ACEC have a QBS Expert? **Colleen will check on this.** Sometimes people pay more attention to someone coming from out of state, especially for bigger conferences.*

*Do we have an UPDATED tri-fold flyer available for QBS --- to have handy at conferences / gatherings? **Colleen and Shari to work on UPDATED VERSION.***

ACEC UPDATES

January 11, 2016 – ACEC Legislative Lunch with Sen Boots & Rep Beumer **(PAST)**

January 25, 2016 – Local Road Funding Day – ACEC partners with BIC; briefing is held at BIC's office in the morning; everyone walks to the State House together, connect with legislators, and promote transportation & infrastructure funding – concludes with having lunch with willing legislators.

February 16, 2016 – RPR training – more details after today (A meeting is taking place with DPW's Rick Brost, and is similar to training in previous years.)

February 22 – 26, 2016 – National Engineering Week – Volunteer effort as you pair up with CEG, DPW, or INDOT – go to a local middle school or high school --- promote engineering as potential major & / or career. Great learning & fun experience.

February 4, 2016 – Volunteers for National Engineering Week meet for orientation lunch at CEG's office; This is a great opportunity to interact with clients from CEG, DPW, INDOT. You can receive tips, resources, activities, and ideas to fill up a 50-minute classroom time – and determine paired partner. (INDOT, CEG, or DPW)

March 3, 2016 – ACEC's Engineering Excellence Awards Luncheon - Marriott North

NEXT MEETING DATE – April, 2016 (Likely 2nd week) **Colleen will send out invitations.**