

**American Society of Professional Estimators**

**NE Regional Meeting Minutes**

October 13, 2012,  
Rev.1 November 13, 2012

Woodbridge Hilton Metro Park Hotel

Iselin, New Jersey

Call to Order: The meeting was called to order by NE Governor Bruce Schlesier CPE at 9:00am.

Location: Woodbridge Hilton Metro Park Hotel, Iselin, New Jersey

Attendance:

Bruce Schlesier - CPE, Chapter 61	Karla Wursthom – CPE (Past Pres), Chapter 61
Peter Ruffini - CPE (President), Chapter 26	Michael Lese – E, Chapter 61
Bill Manfredonia - CPE (Past Pres), Chapter 26	Earl Rosenow – FCPE, Chapter’s 76 & 82
Jeff Senholzi – E (1 <sup>st</sup> VP), Chapter 26	Paul Calvacca – E, Chapter 26
Walter Hager - CPE (Treasurer), Chapter 26	Milian Gowen – CPE, Chapter 15
Glen Selover – E, Chapter 26	Timothy J. Brown – CPE, Chapter 25
Phil Drill – CPE (Director), Chapter 26	Terry McGeehan – FCPE, Chapter 61
Richard Lemere – CPE (Nat. By-Laws), Chapter 26	Dexter Murphy – CPE, Chapter 60
Robert Sibilía – CPE, Chapter 26	Barbara Connolly, Chapter 25
Peter Wellstood – E (President), Chapter 10	John Boudarchuk - LEED AP CPE, Chapter 76
Carmen Rainieri – E (1 <sup>st</sup> VP), Chapter 10	Joseph John – E, Chapter 10
Dolores (Carmen Rainieri’s Guest)	

NE Regional Governor Discussion:

Reviewed previous meeting. Bruce Schlesier CPE, discussion on the Chapter Awards submittal forms:

- Chapter must submit Award Submittals to Tanya Graham two months in advance of review date.
- Must be On Time and Well Documented.
- Note that Dexter from the NE Region will remain on the Awards Committee.

Appointments: NE Governor Bruce Schlesier made the following appointments:

Robert Sibilía - CPE

Recording Secretary

Approval of Spring Regional Minutes:

The Meeting Minutes NE Regional Caucus held on July 14, 2012 was read and the following change noted:

NE Fall Regional Meeting Location Discussion: item C. spelling of Peter Wellstood name has been corrected.

The NE Regional Caucus meeting minutes as amended were approved.

Introductions/Chapter Reports:

- Chapter #10 –Peter Wellstood - Members growing slowly, finances are good, changed venue of meeting from local boardroom to local restaurant. Attendance low.
- Chapter #15 – Milian Gowen – Not much activity within the chapter. Chapter membership is currently under 10. Several long term board members have not renewed their membership. Bruce asked if you detect any reasons for the lack of renewals. Generally the economy, companies that previously paid for employees' membership that are no longer doing so cut back on supporting the organization, layoffs and too many years of inactivity.
- Chapter #21 – No Report
- Chapter #23 – No Report
- Chapter #25 – Tim Brown along with Barbara Connolly are representing chapter 25 today. – Membership currently is down to 27 members. We are still contacting members to see if they are interested in renewing their membership. We are anticipating with the increase in work in our area membership will start to increase again. Chapter 25 upcoming member events include this week sponsoring a networking event and in November we have a representative of CAM Tech who will speak about a recently completed project.
- Chapter #26 –**Peter Ruffini** – Monthly meeting average 25 to 30 members. Guest speaker each meeting. Maintain Chapter website. Incorporated. Holding joint meetings with Chapter 10.
- Chapter #37 – No report
- Chapter #41 – No report
- Chapter #42 – No Report.
- Chapter #60 – Dexter Murphy – Current membership is 35 members down from 43 from last year. Two potential members committed verbally. This will increase our member ship to 37. The chapter is in good finance shape. We had a successful golf outing with 42 golfers and 35 sponsors. The event raised \$6k net. We have a number of long term members who received their 20 year pin that includes Ken Russo and Dexter Murphy as well as 10 year members such as Deborah Brown – CPE (Chapter Pres)

- Chapter #61 – Michael Lese – Philadelphia Chapter is a 501c(6). Monthly meetings. Website up and updated regularly. Goal to add two CPEs this year. 42 members which is currently down. Preparing for national convention in Philadelphia
- Chapter #75 – No Report
- Chapter #76 – Earl Rosenow CPE – Membership 18 – 20, monthly meetings all with speakers. Incorporation in progress (discussion of requirement for physical address requirement for incorporation)
- Chapter #77 – No Report
- Chapter #82 – Earl Rosenow CPE – New Chapter. 24 members, high energy. Website and Incorporated. Chapter hosted the NE Spring Regional which included a speaker and academy. Focus to reach out to State Entities and Horizontal Construction.

Governor's Report: As follows:

- a. Within the NE Region there is a lot of openings in the national committees' that need to be filled. This would be an opportunity for CPE's to pick up credits needed to maintain your status in the organization. Some of the committees require a little more work than others and may need approval by the BOT. I would need to have this info before the next BOT meeting scheduled sometime around the 2<sup>nd</sup> week of November. As we go through the chapter reports if you or any one you know in your chapter has interest in filling these positions please send me an email and or I will speak to them directly regarding the openings.
  1. Member noted that Ron Kowinski asked about the sustainability committee. Bruce will follow up with Ron.
  2. Member noted John Stewart who is now out of the Phoenix chapter and is on the scholarship committee is a charter member of the Philadelphia chapter. Bruce noted when he spoke to John Stewart at the convention he stated he has no desire of giving up his Philadelphia membership. Bruce will follow up with John Stewart to see if he will continue with the Scholarship committee.

Treasurer Report: No Report

- a. Bruce noted at the governor's conference from his prospective tracking membership is down. However when he spoke with Patsy about the membership she felt historically membership renewal would pick up.

Committee Reports:

- a. Certification – No report.
- b. Education – Earl Rosenow is making the Educational report for Jim Hanna as follows: This past September's meeting in Nashville and as a whole the educational committee this past year was very successful. The educational academies' raised over \$37k. The committee met to discuss the educational academies at Philadelphia conventions and established a tentative agenda to include MEP estimating track to allow estimators get a better understanding of MEP components. Other titles Target Values Buying, BIM Estimating, De-scoping plumbing sprinkler, HVAC and electrical estimates. Motivational speakers' topics include ethics for general contractors and the National estimating form. The Education committee is looking to expand its education programs over the web. This past year Bob George returned to the educational committee as the west coast representative to elevate the on line web courses. We are looking at on line webinars both live and video, Bob George is very knowledgeable in these areas. The goal is to have a library available of online topics. The webinars cover basis estimating skills and current topics to attract a younger demographic to funnel the on line courses. We are asking the NE chapters to generate interest with their members for the upcoming Philadelphia convention educational academies as well as all of the educational academies'. As we finalize the topic for the Philadelphia Convention we will decimate the information to the chapters and members.
  - 1) Member asked where the \$37K was generated. Earl stated it's a combination of both the online courses and educational academies'.
- c. Standards – Bruce Schlesier update on latest Version of the 'Standard Estimating Practice'. Also noting that he has one year remaining on his term that will have to be filled by someone else since he will be the 2012-14 NE Governor.
- d. Bylaws – Richard Lemere – National Bylaws committee has been very active this year. Several conference calls were conducted and Bylaw procedures reviewed. Bruce asked Richard to review the issues raised during the 2012 convention. Richard reported during the 2012 convention the Board of Trustees voted on several changes to the Bylaws without following the procedures as outlined by the Bylaws. The Bylaws Committee found the BOT did not follow the protocol

established for proposing changes and approving Bylaw changes. The Bylaws Committee wrote a letter to the Board of Trustees outlining the correct procedures to be followed for proposing bylaws changes. Richard explained the three step process for proposing changes to the Bylaws as follows: The Board of trustees, any chapters or any member can submit proposed Bylaws revisions to the Bylaw Committee. The proposed Bylaw changes needed to be submitted to the Bylaw Committee by December 15<sup>th</sup>. The Bylaw Committee will review the proposed changes and works with the writer making recommendations and or changes. Second the proposed changes would be submitted to the Board of Trustees for their review and recommendations. The BOT would work with the writer of the proposed changes as well as the Bylaws Committee. The final step is to submit the changes to all of the chapter presidents by May 1<sup>st</sup>. The changes will be voted on during the Convention. What happened in 2012, the first two steps were not followed? Nothing was ever sent to the Bylaws committee for review and no dialog was conducted on the proposed changes. The Board of Trustees however did submit the Bylaw changes to the chapter presidents. The Board of Trustees during the 2012 Convention approved the changes to the Bylaws. In this case there were very significant changes made to the Bylaws.

- 1) Jeff Senholzi, asked what were the significant Bylaw changes made by the Board of Trustees (BOT), that the Bylaw committee objected too? Richard stated the significant Bylaw changes were the description for officers in the SBO were eliminated in the Bylaws. For example instead of having an executive director or a director of administration it all got put into a policy and procedures manual. This allowed changes to be made at the SBO where you have an executive director and assistant executive director thereby creating new positions. Those changes were made and people were hired in those capacities'. We disagreed with the BOT for making the changes to the Bylaws without following the proper procedures that are currently in place. The Bylaws committees concern is that if the BOT doesn't have to follow the Bylaws procedures it sets precedence where by making the Bylaws Committee mute. The Bylaws Committee has recommended to the BOT to submit to the Bylaws Committee by December 15<sup>th</sup> the changes to the Bylaws in order for it to be voted on in 2013.
- 2) Richard stated in 2010 the Bylaws re-write committee rewrote the society and standard chapter bylaws. All chapters technically are to have copies of their chapter Bylaws at the SBO and approved by the Bylaw committee. Since they re-wrote the Bylaws in 2010 no chapters have complied with this requirement, making all chapters in default. The Bylaws Committee through the SBO issued letters to all Chapter Presidents notifying them of this requirement and to submit standard, modified or their own Bylaws.

- 3) Richard noted as of today we have only received modified Bylaws from Chapter 7 Chicago. The Bylaws committee is working with Chapter 7 on finalizing the changes. The 2010 standard chapter Bylaws were updated to include electronic balloting on a chapter level. The updated 2010 Bylaws were issued to Chapter President.
- 4) Richard noted as of last week additional changes were made to the Standard Chapter Bylaws consisting mostly clerical in nature. Richard explained the 2010 Standard Chapter Bylaws will again be modified and sent out within the next couple of weeks. These recent modifications include recommendations by Chapter 7, whereby allowing unemployed members actively seeking work to retain their membership. The current Bylaws as written prohibit members who are unemployed. The proposed change includes employed or previously employed and unemployed actively looking for employment will be able to retain their membership.
- 5) Terry McGeehan - noted that he was not able to attend convention and takes issues with the BOT proposing a vote of a dues increase without first notifying all Chapters. The current Bylaws do not require the BOT to notify the Chapters of a vote of a dues increase prior to the Convention. The member stated that he will propose a change to the current Bylaws requiring the BOT to notify all Chapters of a dues increase with ample time given to the chapters in order for the chapter and its members to vote. This will allow for the chapters delegate to know how to cast their vote. The member will write a proposed change to the Bylaws and submit to Richard before December 15<sup>th</sup>.
- 6) Earl Rosenow is proposing the following Bylaw changes:
  - i. Members who belong to multiple chapters and are dully appointed by each of the chapters as there convention delegate can cast ballots for each chapter as directed by the respective chapter. This will allow for small and or underfunded chapters to be represented at convention. However the personal vote is only to be counted once, under the premise of one person one vote. Member interjected agreeing with Earl and further stipulating if another member from the same chapter as the multiple chapter members is present at the convention, the multiple chapter members is to relinquish the chapter delegate position to the member of the same chapter.
  - ii. Current Bylaws as written allow for MAL to cast their vote if they go to convention. The proposed Bylaw change will allow the regional governor and or another person dully designated by the MAL to represent the MAL and carry the proxy vote. This

would need to be accomplished if the MAL fills out the proxy vote for the Governor and or representative, submit it to the Business Office before the conventions. Bill questioned what if there is an MAL consisting of 20 members and 10 vote yes 10 vote no. How do they vote? Earl replied 10 yes and 10 no. Member raised the question why should the MAL who doesn't send a member to the Convention be allowed to vote when the Chapter who doesn't send a representative not be allowed to vote? Shouldn't there be a similar requirement that will allow proxy voting for chapters who do not send representative? Earl stated we stop short of saying that a chapter can assign a proxy from another chapter to carry the vote. Another member brought the issue; won't there be less of an incentive for Chapters not to attend the convention? Earl said that he doesn't believe so, because and having all chapters votes represented would be more democratic. In the cases of small struggling chapters who do not have enough money in their treasury will be represented.

- iii. Richard noted during the convention there is a meeting with the Bylaws committee to vote on any proposed Bylaw changes. There needs to be a system in place that would allow for the assigned delegates to vote on the proposed Bylaws in accordance with the wishes of the MAL and or Chapters they are representing. This could be accomplished by electronic conferencing? Richard noted that the assigned delegate and or proxy vote would need to confer with the MAL and or Chapter they are representing and receive direction on how to cast their vote. Richard noted that he doesn't want to see the proxy have the power to cast a vote's for MAL's or Chapter's without receiving direction on how to cast the vote.
- iv. Richard noted the Standard Bylaws proposed change is for chapter news letters to be disseminated to all the chapter presidents, regional governor & society business offices. The purpose is to get the chapter newsletters shared to others.
- e. Membership – Greg Williamson no report.
- f. Nominations – Open position. Bruce asked if anyone is interested in filling this position to contact him.
- g. Fellows, Industry Awareness – no report

- h. Scholarship - Bruce noted that this position is shown on the spread sheet received from the SBO as an open position, however he will check first with John Steward FCPE– and update to follow in his newsletter if this position is filled or not. If anyone has any interest in filling this committee please let Bruce know.
- i. Sustainability – no report. Karla mentioned Ron Trawinski expressed interest in this committee. Bruce will follow up with Ron and carry it to BOT meeting.
- j. Awards Committee – Dexter Murphy CPE –
  - 1) Committee is looking to improve the scoring sheets for the awards. This past year several chapters did not get there award info in by the deadline. This is extremely important to have all necessary information submitted on or before the due date as indicated. Information received after the deadline will not be accepted. Each chapter should realize that putting together the award package takes a lot longer than expected. Chapters need to preplan the process since it is a very tedious process.
  - 2) Bruce stated that there was a lot of discussion at the convention about meeting all of the requirements for the awards and getting the information submitted on time. Bruce noted sources for chapters to use as previous award winners' submittals on line, delegate handbook and guide lines on the national website.
  - 3) Best Chapter Website – Chapter #61 Philadelphia
  - 4) Best Chapter Educational – Chapter #61 Philadelphia
  - 5) Best Chapter Fundraiser – Chapter #60 Nutmeg
- k. Strategic Planning – Bruce Schlesier
  - 1) Growing new membership. Looking to possibly form new chapters and or consulting a couple of MAL's into a chapter.
- l. Chapter Development – Greg Williamson – Focus to tap into Non-Member CPEs in our region.
- m. Investigation Committee – Open position /new committee, 5 year term staggered. NE will be ending July 2013, so who ever fill this position maybe in a 6 year term. The BOT is looking for a seasoned CPE with a minimum experience



of 5 years. Bruce asked for the chapters' to bring this to the attention of its members to see if anyone is interested and notify him as soon as possible.

- 1) Bill noted with regards to a CPE's violating one of the cannons the BOT cannot take away the certification. The certification committee is the only committee that can provide disciplinary action against a CPE's. The certification committee is separate and autonomous from the BOT. Richard noted there may be a conflict with the Bylaws regarding Professional Discipline under the Investigation Committee and Certification Committee regarding disciplinary action for members. Richards expressed his concern if the certification committee takes away a CPE the person can go back to the Society and make a claim through the Investigation Committee's professional discipline branch stating that the Bylaws were not followed. This will be reviewed further.

n. Special Committee – Terry McGeehan

Congratulations go out to Earl Rosenow who was recognized and made a Fellow at this past convention.

Lew Finkel who shares the Fellows Counsel sent out emails to all of the Fellows asking if anyone would like to serve on the Fellow Counsel. There were thirteen (13) people who submitted names expressing interest for five (5) positions. Lew sent out a letter notifying the Fellows of the good turnout and suggested holding a vote for the five (5) positions. As a result of the vote the following people were selected to the Fellow Counsel: Lew Finkel, Bob Pratt, Frank Young, John Steward and Terry McGeehan.

Lew followed up with a letter to all of the Fellows and asked what could the Fellows do to better serve the society? The response was to be more active in an advisory capacity without infringing on any of the current Bylaws and procedures in place. The Fellows will submit to the BOT for their consideration once a year a white paper outlining issues that would improve the Society. As an example keeping home email addresses of members on file, to insure that the members are receiving all correspondence from the Society.

o. Professional Recognition – Bill Manfredonia

Currently ASPE has received recognition with the GSA, Postal and Veteran Administration. We are working with the US Army Core of Engineers to get there recognition. Chapter 26 developed the work product that both California and Oklahoma used as a guide to receive their State recognition. Copies of Chapter 26 work product is available from **Tanya who has it on digital media for other states to use as a guide.** Bill mentioned he was just appointed to the recognition committee. Richard noted his recent experience looking for

employment using on line applications process do not recognize CPE as professional affiliations. The on line applications recognized Professional Engineers, Professional Scheduling, Project Management Professional but not CPE. Richard recommended to Bill someone from the Certification Committee should look into what firms are preparing the on line applications to see if CPE's can be included on the employers applications as part of the professional affiliations. Bill will bring it to the attention of the Certification Committee.

- p. Speakers Bureau –Member noted, upgrading a list of speakers and programs the ASPE can provide to outside entities, chapters and societies. There is discussion with tying this into the Education Committee. Their goal is to provide a library of programs and a list of speakers that will be willing to travel and present programs having their expenses paid. If you have program material that you can present on behalf of the Society the speaker's bureau would be interested.

NE Regional Meeting Discussion:

- a. Member Emeritus - Roy Standers has been approved as Emeritus by the BOT.
- b. Speakers Bureau – Open position for the NE looking to be filled. Bruce asked if anyone is interested in this position and or knows of anyone please let him know so he can contact them regarding the position.
- c. Every effort should be made to fill the open committee positions and all chapters are encouraged to speak to their members, list the open committee positions in your newsletters and websites.
- d. Incorporation – The current President is looking to have all Chapters in compliance with the 2008 directive to become incorporated. Chapters that have not moved forward have no excuses since the Society along with its hand book and web site offer suggestions and examples on how to proceed with the process. The president had established a time line for chapters to meet having the following criteria: Employer Identification number (EIN) by August 1, Incorporated by October 1<sup>st</sup> and submit for 501c(6) recommended or (3) by the end of this year.
  - 1) Earl noted the one problem with Chapter 76 is that they need to have a permanent address. Walter suggested using your home address. Bruce offered there are services available within the state that provides Registered Agent services. The chapter would pay a fee and are able to use the services of the Registered Agent. Paul suggested maybe for

small struggling chapters National could pick up the fee for the first couple of years for the registered agent.

- 2) Questions rose should a chapter file for **501C6** or C3? Member noted National prefers for chapters to file for **501C6**. The reasoning, having all chapters file the same will align with National. Bruce offered if any chapters need assistance to know where their chapter stands with this he has a list from National regarding the status of all chapters.
- e. Chapter Reports – Bruce Schlesier
    - 1) Bruce reviewed the Society business office needs the current chapters' officers' report that should include the names, email, phone and address to be forward to the Society business office, in addition copy Bruce. Please be cognitive of the deadlines for submitting the chapter reports to National.
  - f. Governor Fund - Bruce Schlesier
    - 1) Bruce asked the chapters if they can contribute to the Governors' Fund through the SBO would be greatly appreciated. The fund is set up for Governors to visit chapter and attend meetings such as this or requested. There is no set amount or time line for contributions. Bruce noted that he funds most of his expenses himself. Bruce also mentioned that as of recent he is no longer in the region so getting to the meetings are and expense. Bruce also suggested as a way of reducing expenses appointing someone as the regional representative to the Governor. This person would be willing to attend requested meetings and report back to the Governor.
  - g. Membership Retention in Down Economy – Bruce Schlesier
    - 1) National Budget is year is based upon 2,387 members. Currently membership is 1,744 that is 643 less that originally budgeted. However in speaking with Pasty historically, she is expecting more members to renew. This will certainly impact the overall budget depending upon final renewal numbers.
  - h. Membership Recruiting –
    - 1) Bruce noted Greg is not present and asked if any members want to share their success.
      - i. One of the problems in looking at the rosters and renewals there were at least 6 members in a chapter who just joined 3 months ago. They paid their bill and then got hit with the new yearly bill. This did not sit well with the members. Member noted the 1<sup>st</sup> bill should have been prorated.

- ii. Bruce noted the national website has some good ideas and resources for members and all members are encouraged to log on and review the website.
- iii. Bill noted Earl **Rosenow**, Mark **Puente** and he have gotten in evolved in the mentoring program with Chapters 82 of Virginia. They are providing two estimating workshops with the local High Schools to get the high school students interested in estimating.
- iv. Bruce reviewed at the last two conventions they made a real point for an ageing society on how to communicate with the younger generations. The assistant directors and the vice president are approaching schools and universities attempting to have them put in place some type of recognition for the estimating programs.
- v. Members noted that the CPE status is virtually unknown in the industry and that more need to be done to promote the legitimacy of CPE's.
- vi. Earl spoke of the concept of reverse mentoring and provided the following example: If a younger member in a chapter has the newest IT skills the younger members can teach the older members and or members lacking the current skills the new methods. This would certainly open up dialog and encourage the newer members to become active in the society.
- vii. Bruce asked how we can better promote ourselves and our organization to other venues, originations or events.
  - 1. Robert offered the ASPE could provide lunch and learns seminars' to Architects & MEP firms. Whereas the ASPE becomes certified to offer topics that provide CEU's for specific topics and approach local AIA chapters, Architects and MEP firms. These professionals need continuing education credits in order to maintain their credentials. We can provide insight as how estimators prepare and complete estimates. In addition from an estimator prospective the pitfalls they see during the estimating process that may lead to change order down the road. The seminars can be on various topics. From these meetings networking connections can be made that would allow both the Architects and Engineers to be invited to speak at ASPE meetings and possibly retain several as members continually marketing ASPE. Bruce asked if the process for accreditation was known.

Robert will follow up the specific with the requirements for the State of New Jersey.

- viii. Bruce noted LinkedIn is a very effective way of communicating with members and networking within the construction industry. If a member who is on LinkedIn are of a certain group such as project managers they can let the group know of your local ASPE meetings, fund raiser, etc. it an easy way to get information out to the network. Bruce noted Gregg has formed a NE Regional ASPE group on LinkedIn, and encourages members to review the site for postings as well as post notices such as meeting dates, golf outing, fund raisers, etc.
- ix. Bruce is encouraging anyone who wants to submit a paper on a topic and share it with our society generally counts 3 credits towards your continuing accreditation.
- i. Web Sites – Chapters that do not have chapter web sites, they are fairly easy temples available on line on creating a websites. The costs are reasonable, some sites are better and more reasonable then others. One such site is Google.
- j. Fund Raisers – Golf outings, clam bakes as previously mentioned were very successful.
- k. National Awards – National Convention, National Awards please review all the information early and submit before the deadline. Bill noted that San Diego and St. Louis has a person who handles there newsletters. Every year either San Diego or St. Louis receives the awards for the newsletters. Bill noted that he doesn't think it fair to the other chapters that don't have a staff of writers and or are less funded, stand a chance at winning the awards. Bruce noted that he was a member of San Diego Chapter 4 for a about year and as of the first of the year they already have in place strategic plan in place for the awards that includes reviewing previous winners works, booklets, proposals, etc. One suggestion offered was possibly adding chapter size categories.
  - 1) Member noted the time frame when the awards need to be submitted has been shortened over the years making it more difficult for Chapters to submit on time.
  - 2) Member commented why the award submission need to go the BOT when we have an Awards Committee? The Awards Committee should make the decisions.

I. National Meeting –

Bruce noted the focus was on creating new opportunity areas for ASPE chapters but also focusing on energizing floundering chapters keeping them active.

- 1) Bill noted PWC, Professional Women Construction are very active and successful. This is a good organization to align ourselves with when opportunities arise.
  - 2) Several years ago Chapter 26 provided estimating training through the State of NJ for WBE and SBE. The course ran 16 weeks and was partially funded by from large general construction companies & NJ Transit. Rutgers University in Newark provided classrooms. The retention rate was excellent with 70 people enrolled in the course. Bill will provide a copy of the curriculum to Bruce.
- m. National Convention – Bruce brought up during the caucus meeting Gregg Williasom had suggested the SBO consideration hosting a webinar for the National Convention. Bruce asked the members for there opinion. The members motion a vote if meeting in person in lieu of meeting via electronic media. Paul asked for an option to have both. The webinar should be available for people who cannot make the meeting for monetary, location or other reasons but want to be a part of one or several of the group topics. Bruce mentioned the Richmond Chapter is hosting GotoWebinars for their monthly chapter meetings. Members suggested the regional meeting agenda topics be time specific so if people are interested they can call in or log onto the meeting in order to review specific topics without having to wait on line for hours. Members also expressed concerns about costs.
- n. Spring Regional Meeting – Bruce asked if any chapters would be interested in hosting or co-host the spring regional meeting. Bruce noted that both Baltimore & New York were in contention for the Convention. Bruce will contact Baltimore to see if they are interested in hosting the spring regional.
- o. Assessment – Bruce reviewed two major items from the Convention the assessment and the dues increase. The reason the BOT put forward for the assessment was in order to preserve the reserve fund, not knowing the future. After much discussion during the convention the thirty five dollar (\$35.00) assessment was voted on and passed. A member clarified that there are two separate issues being discussed, the assessment and the dues increase. The BOT has the right to assess a fee without having it brought before the convention floor for a vote. The BOT instituted the onetime assessment fee of thirty five dollars (\$35.00) in the spring of this year.
- 1) Jeff brought up the issue that the BOT has taken away from the member’s reviewing the yearly budget and voting privileges on same. Previously members were allowed to review the budget and

more importantly vote on the budget. Additionally the BOT has made the decision to no longer publishing in printed form the ASPE Membership Directory & Buyers Guide. As of this year the Estimating Today Magazine printed version was halted and only available through electronic publication. This leaves members scratching their heads wondering what value are they receiving from being a member of ASPE? This also makes it more difficult to market to potentially new members if they are not receiving anything for the dues? Obviously the members are paying more and receiving less value for the increased yearly dues.

- 2) Member continued - From a member prospective this year alone we have seen a dues increase, onetime assessment, monthly magazines and the directory, printed version eliminated, additional staff hired at the SBO office to help them do their jobs better, declining membership enrollment all with decreased benefits to the members? Other trade associations we belong still print their monthly magazines. Having the magazine is an effective marketing tool since we place the magazines on our magazine table in our office for people to review. With the electronic copies of the magazine no one knows we even have them. The bottom line, this is being done strictly for the convenience of the SBO.
- 3) Member continued - What is the SBO doing to help pick up new chapters, increase membership and retain membership? The BOT and SBO is asking its fellows and members to develop new chapters and increase membership voluntary. This is being done while reducing benefits' along with increase costs to its members. It makes you ask yourself is it still worth while even being a member?
- 4) Member referenced the email Phil sent to Tina asking why was the directory was being canceled? Her response was that as soon as it's printed its outdated. Is the electronic copy going to be continually updated? The SBO should publish a list of member benefits and distributed to all members.
- 5) Members ask is the budget is transparent line item by line item? Bruce replied yes. Bill commented, previously all members always received the budget that was reviewed by the members and voted on. Now this privilege has been taken away from the members.
- 6) Members requested BOT issue to the chapters an audited financial report and further asked the process of approving the budget be transparent for all financial disclosure for members to review. Bruce will deliver the message.

**p. Open Forum –**

- 1) Web Site Meeting Minutes - Members questioned the minutes posted on the web site that are called summary of action as they do not appear to be the complete meeting minutes? Bruce said that he will compare the minutes he received from Patsy against the web site version and if there are differences will follow up.
- 2) Governors Meeting – Member asked who besides the governors are on the phone conference during the Governors meeting? Bruce said Patsy and or Christian and the 1<sup>st</sup> VP are on the conference call. The member stated the intent when these meeting were first set up was to have the governors discuss the issues amongst themselves allowing them to form a united front before attending the Conference. Having Patsy, Christian & the 1<sup>st</sup> VP privy to the governors meeting is counterproductive to the society and should not be allowed. The meeting is not to be monitored to mentored buy anyone other than the Governors'. Members objected to having anyone other than the Governors' attend the meetings and recommended to Bruce to object to having them present. The governors meetings need to be atominous from the BOE & SBO.
- 3) Philadelphia Convention – Chapter 61 member noted some of the wives of the members of chapter 61 are in the process of putting together a program for families and members visiting the Philadelphia Convention. Some of the programs will include museums, exhibits and attractions mostly in walking distance. Once it becomes available it will be distributed to all the chapters.
- 4) Participates of today's meeting, recognize and thanked Bruce for hearing out the members issues and encouraging free and open discussion during today's meeting.
- 5) Motion to adjourn. Meetings adjourned.

The meeting minutes were prepared in accordance with the recording secretary understanding of the events, comments , notes and recording of the meeting. Please review and submit any corrections to the meeting minutes to the NE Regional Governor no later than 10 days after receipt.