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Exchange Executives

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The Construction Executives' Report is published by the International Builders Exchange Executives as a service to members.

Our website is: www.bxnetwork.org
Submissions, articles and other information for content is compiled from members of the organization.

Suggestions or submissions can be sent to :
INFO@bxnetwork.org / 877-788-4334

The CONSTRUCTION EXECUTIVES REPORT

www.bxnetwork.org

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December 2010

Mid-Year Meeting *Fast Approaching*



Join the IBEE executive and fellow members at the annual Mid-Year Meeting February 23-26, 2011 for hot sessions on a number of construction related topics front-of-mind in the industry, all while soaking up some much-needed sun at the Hilton Marco Island Beach Report and Spa hotel perfectly situated off the Southwest coast of Florida, directly on the Gulf of Mexico.

The Hilton Marco Island Beach hotel is a 4-Diamond deluxe 11-story resort with 12,000

square feet of total meeting and event facilities, and is only minutes from world-class golfing, the Florida Everglades National Park and some of Southwest Florida's best shopping, dining and recreational activities.

And despite the number of entertainment options to distract you at every turn, the quality of educational business sessions and seminars offered are sure to be first-class and attention-grabbing as well. Refer to agenda on Page 2 for all the details.

IBEE Mid-Year Meeting

Wednesday, February 23, 2011

8:00 a.m. – Noon **IBEE Board Meeting (Observers welcome)**

Afternoon Options: Golf Outing: Hammock Bay Golf and Country Club <http://www.hammockbaygcc.com>
Onsite: pool, beach, tennis, spa
Off Property Options: Marco Island Ski & Watersports www.marcoislandwatersports.com

6:00 - 8:00 p.m. **Opening Reception on the Deck**

Thursday, February 24, 2011

8:00 a.m. **Continental Breakfast in Meeting Room**

9:00 a.m. – 3:00 p.m. **(Sessions)**

Session 1: Association Management

Money Management – How do you invest your surplus?
What is the proper balance between safety and growth?

Session 2: Board Responsibilities: Where is the line?

Board job descriptions, board recruitment, and board communications

12:00 NOON **Lunch on your own**

Session 3: Human Resources and your Policy Manual

How is social media covered? Do you creep?
Flexible working arrangements?

Friday, February 25, 2011

8:00 a.m. **Continental Breakfast in Meeting Room**

Session 4: Virtual Planroom Realities

General Contractor websites, virtual bidding, public websites with prequalification, pay per view, and a presentation on the newest Canadian planroom.

12:00 NOON **Buffet Lunch in Meeting Room**

Session 5: Hotwash* (Wrap Up)

Update on IBEE plans going forward, Affinity Program discussion, overview of the IBEE Convention in Washington, DC.

*From Wikipedia: A **hotwash** is a military and government term used to describe the "after-action" discussions and evaluations of an agency's (or multiple agencies') performance following an exercise, training session, or major disaster.

HOTEL BOOKING

Accommodations: Hilton Marco Island Beach Resort, Marco Island, Florida
Hotel Rate: \$185 per night
Deadline: Rate block reservations must be made by **February 1, 2011**

CLICK HERE FOR ONLINE REGISTRATION ROOM BOOKING

IBEE Mid-Year Meeting Registration Hilton Marco Island Beach Resort

February 23-26, 2011

\$249 per IBEE Member
(\$100 per Spouse/Guest included)



Please register the following person(s) for the 2011 IBEE Mid-Year Meeting:

Name: _____

Organization: _____

Address: _____

City: _____ State/Province: _____ Postal Code/Zip: _____

Phone: _____ Email: _____

Spouse/Guest/Additional Member Name(s):

Total enclosed: \$ _____

☐ Register me for golf at Hammock Bay Golf & Country Club - February 23
Green Fees: \$125; Club rentals: \$55 (*Golfers will pay course separately)

Submit this registration form and payment to:
Builders Exchange of Rochester, Inc.
180 Linden Oaks, Suite 100, Rochester, NY, 14625-2837
Fax: (585) 586-1580 Phone: (585) 586-5460

[CLICK HERE FOR ONLINE REGISTRATION ROOM BOOKING](#)



National Planroom Service Set to Launch in Canada

A large group of Canadian construction associations are banding together to launch an online planroom service for their collective memberships across the country.

Link2Build™ is the new name and this national service will comprise of a single searchable website of construction project opportunities, hosted by construction associations across Canada. The site combines Ontario project information with that from Quebec, Alberta, Saskatchewan, Manitoba and all four Maritime provinces. B.C. is also considering the option. The offering parallels a similar service that 15 Ontario associations have provided to their members and the public for the past two years. The success of this partnership in overcoming many obstacles was a major incentive for the national service offering.

How Does It Work?

Link2Build™ employs a national aggregator that accepts real time feeds from each planroom service provider and populates a single national database. The database populates a new website which manages the user registration, and includes easy-to-navigate features including a search function. Each planroom provides a predetermined group of data on each project – just the basic info and no plans or specs – for the aggregator.



Public users are required to register, and then receive a password, to access Link2Build™ and this registration information is then provided to the partnering associations. Once a user has accessed the system they can review basic information on projects hosted across the country, but if they wish to obtain the complete project, they click an icon within the project and this redirects them to the host planroom.

The host planrooms can restrict access and require a user to either become a member OR offer a pay-per-view feature using PayPal. Most of the participants are favouring the pay-per-view option. In parts of the country there may be overlapping territories, however, Link2Build™ has not attempted to restrict duplicate project listings.

“I think the flexibility in this model, whereby planrooms can make determinations as to how their project information is shared, how much, if any, is charged for the pay-per-view option, and having access to the registration information has been a big factor in the widespread acceptance of the national system,” says John DeVries of the



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President's Message

Ron Hambley, Winnipeg Construction Association

I used to think the busier I was, the more productive I became – however, the last few months have surely tested that theory. Fall is normally a very busy time in this association and this year is no exception. Despite fears of a slowdown, we are actually seeing more project work than we did in 2009 and construction intentions for 2011 (according to our pre-bid service projections) remain solid. Our educational offerings, including our new supervisory training program, are sold out. Our safety group continues to expand its certification programs and new staff members are popping up like gophers.

We do our membership renewal at this time and it seems every committee is trying to squeeze in one more meeting before the holidays! On top of that somebody (probably me) decided we needed a new building. So if my IBEE work has slowed down a bit I apologize.

Our IBEE board has continued to hold talks on a monthly basis and many of us had the opportunity to meet face-to-face in Chicago in October. At that meeting we set a budget for the coming year, and spent a significant amount of time discussing staffing at the IBEE moving forward. In a nutshell, our plan is to bring on an association management person in a contract capacity rather than as a paid staff member. We are moving

forward with that. On the meeting planning side, this issue of CER has an overview of our upcoming Mid-Year Meeting at Marco Island, Florida, and I advise you to mark your calendars and book your rooms soon. Also, we have finally nailed down a 2011 Convention venue and that event will be held in Washington, D.C. June 22-25, 2011. Hopefully, the convention topics of interest can be identified at the February meeting, so if you want a say in that, be there!

Finally, if there is one item that we are probably not doing enough work on it's in providing information to members on the affinity programs offered through the IBEE. This issue of CER contains an update on the RS Means program and we will work toward delivering an update on each of these programs over the next several weeks.

If you have not done so yet, please renew your IBEE membership. We value your participation and support.



National Planroom Service

Continued from page 1

Ottawa Construction Association, one of the key players behind the project.

Collaborative Effort

The project, first hatched in 2009, received an early boost when the Canadian Construction Association approved \$17,500 under the Partnership Funding program towards its development. The application was co-sponsored by the Edmonton Construction Association and Ottawa Construction Association, with start-up costs estimated at \$35,000. Along the way, construction associations committed to the development of the product, and subsequently its ongoing operating costs.

WCA Executive Vice-President and current IBEE President Ron Hambley called the initiative a major step forward. "A service like this has been discussed for many years, and we certainly cannot be accused of moving too quickly on this, but I think we have something that can offer a real alternative to the so-



called web competitors springing up around the country."

Four key benefits of establishing a unified national planroom were determined to be:

Increasing the 'value added' service that planroom associations provide to public and private buyers of construction when communicating their project opportunities;

For associations offering tender distribution services, the service provides an AIT* compliant single source website Buyers would require;

Provides contractors and suppliers across Canada with a "construction only" one-stop-searching of bid opportunities on projects from coast-to-coast;

For association participants, the service provides the potential for standard-

ized messages to buyers, coordinated marketing efforts, raised standards in planroom reporting and enhanced staff training and professional development.

Expected Launch

The aggregator service is now up and running; however, in September the management group elected to take some extra time and create a strong branding and communication strategy for the project. Montreal, Canada-based marketing company, TINK, was retained and developed the name, and is now just completing the micro-site and collateral materials. Once this work is completed, the service will be rolled out nationally via the participating construction associations.

Editor's Note: IBEE attendees of the February 23-26, 2011 Mid-Year meeting will be treated to a full presentation on Link2Build™ as John DeVries has agreed to travel from snow-bound Ottawa to sunny Marco Island to share all of the details!

*Canadian Agreement on Internal Trade

Out with the Old, In with the NEW

Online bidding is revolutionizing the construction procurement process.

Imagine the way you do business changing so drastically that it shaves off time, money, and even lessens the impact on the environment. Online bidding is making this dream a reality. Advancements in technology are bringing the construction procurement process to the World Wide Web, allowing bids/proposals to be submitted securely and completely online.

Barb Boroskae, Construction Information Services Manager for the Winnipeg Construction Association recognizes that online bidding is a natural progression from the Online Planroom and looks forward to a day when the industry accepts the new service as the standard way of doing business.

“Our members don’t have time to come to our physical planroom to view plans, so most of them use the Online Planroom. Once we launch Online Bidding, they won’t have to come in or send something in to bid on a project,” Boroskae explains.

The British Columbia Construction Association rolled out its BCCA Electronic Bidding System in September 2009 for use with BCCA’s Bid Depository, and has since closed nearly 50 projects with the high tech system.

“It’s the new frontier of construction project services,” explains Manley McLachlan, President of the BCCA. “It’s the last piece.”

Bidding Member

User ID:

Password:

[Forgot your password?](#)

Log In

[New to Bidding.com?](#)
[Sign Up Now!](#)

Bid Listing

[Letter from the City of Mississauga](#)

[Vendor Application](#)

[How to Reach Us](#)

[Related Policies](#)

- Accessibility Standards for Customer Service
- Mobile Technology Policy
- Respectful Workplace Statement
- Workplace Violence
- Certificate of Liability Insurance
- Letter of Credit
- Safety Acknowledgement Form

The City of Mississauga Purchasing Services

The City of Mississauga has partnered with Bidding.com to:

- Host its on-line Vendor Application Form - [Register Now](#)
- Issue Amendments
- Post Bid Advertisements
- Distribute electronic Documents
- Post Bid Results
- Award Contracts

About Bidding.com

Bidding.com is an online portal that connects suppliers selling various goods and services to 1000+ buyers in the Provincial, Municipal, Education, Crown Corporation, Housing, Construction and Healthcare sectors, and Private companies from across Canada.

Subscribe to Bidding.com and get access to other bid opportunities from 1000+ Government Agencies

Search bids by organization, location, bid name or bid # **Search Bids**

Total Found: 1 | Displaying: 1-6 | Results per page: **10** (Previous) 1 (Next)

Bid #	Bid Name	Closing Date	Date Posted	Days Left
FA-49.927-10	Tree Guard & Unit Paver Replacement for City Centre (Ontario / Canada)	12/14/2010 2:00:00 PM (EST)	11/24/2010	12
FA-49.879-10	Request for Proposal for Email Marketing Services (Ontario / Canada)	12/07/2010 2:00:00 PM (EST)	11/23/2010	6
FA-49.1102-10	Insurance Brokers & Risk Management Services (Ontario / Canada)	12/07/2010 2:00:00 PM (EST)	11/23/2010	6

Associations are facing a growing number of online competitors hosting bid opportunities, including this one based in Ontario, Canada.

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Construction Industry Technician Certification

CIT Certification Course Provides Insight into Industry

New to the industry or just looking to brush up on your construction knowledge?

Well, the Construction Industry Technician Certification course may just be the program for you. This efficient three-day crash course is aimed at familiarizing construction personnel with all aspects of the industry, from types of construction to contractual relationships, documentation, design and bid processes, and stages of construction. The International Builders Exchange Executives has been granted permission to administer this important program on behalf of its members, and most recently the Mid Atlantic BX hosted it in Harrisburg, Pennsylvania Nov. 17-20. *(Watch for the next scheduled dates to be announced in an upcoming issue of the CER).*

Course History

First developed by Clemson University, this course comprises of three days of instruction followed by a two-hour standardized exam. The standardized test is then sent to Clemson University for grading. Those who achieve a satisfactory score (75% or better) are granted the distinction of "Certified Industry Technician," allowing the use of the designation "C.I.T." after their name.



Who can apply?

This opportunity is open to anyone working in some form within the construction industry, and is ideally suited for employees new to the inner workings of construction, including marketing and administrative staff, as well as anyone interested in gaining a more complete knowledge of the construction industry as a whole. The course is open to members of the Commercial Construction community, including Owners, GC's, Subcontractors, Suppliers and Industry professionals. The C.I.T. certification acknowledges the accomplishment of attaining a higher professional level in the construction industry.

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CIT Certification

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Quality of Instruction

For the past eleven years, Richard Scheck, PE, has brought his technical knowledge and practical construction field experience to the CIT Certification Course. He has served as an instructor at the College of Engineering at Wayne State University and taught the Non-Commissioned Officers course while active in the U.S. Marine Corps and the U.S. Army Reserves. Mr. Scheck holds a Masters Degree in Civil Engineering from Wayne State University and has managed the construction process on a wide variety of projects. He is currently employed as a Project Manager for Frank Rewold & Sons Inc, a Michigan-based general contractor.

**With files courtesy Mid Atlantic BX Director of Marketing Frank Guerriero*

Curriculum Overview

I. Types of Construction: covers the various segments of the construction industry, which is composed of residential, commercial, institutional and civil construction.

II. Construction Trade Associations: identifies and reviews the differences between construction trade associations, professional societies, and institutes that influence the company.

III. Forms of Business Ownership: describes the different forms of business ownership, and explains the advantages and disadvantages of each type - sole proprietorship, partnership and corporations.

IV. Contractual Arrangements & Contract Agreements: analyzes the different types of contractual arrangements, as well as key individuals involved in a construction contract. Further discussion involves the differences between a competitive and negotiated bid, and dissects different types of agreements.

V. Construction Contract Documents: explains the components of construction contract documents, and differentiates between different types of drawings, including site plans, plan elevations, sectional views, and details.

VI. The Construction Process: reviews the stages in the construction process, from design to project close-out. Describes the activities involved in each stage of the process. Zoning laws, building codes and construction documents required during planning, construction and close-out will also be discussed.

VII. Construction Insurance & Bonding: identifies the types of risks involved in construction, and explains the concepts of risk management. Principles and concepts of insurance, bonding, and suretyship will be emphasized while identifying the types of business insurance contractors typically obtain.



Online Bidding

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The bid module component was developed by the Western Canadian construction associations together with Infinite Source, the same technology partner that provides several construction associations' online planroom platform. The group recognized that traditional email was not secure or reliable enough for bid submission and that an entirely new product was required. The system developed accommodates sub-contractors bidding to general contractors, general contractors bidding to the owner (or both in succession) and general contractors seeking pricing on trade packages. The bid "form" is developed by choosing from an extensive menu, and the submission process works much like purchasing an airline ticket online – you can't proceed unless mandatory fields are filled. It allows surety to be attached, and bids to be amended.

Other than construction associations, several provincial ministries of transportation are already using an online procurement process and accepting online bids, including the Ontario and Newfoundland governments.

Owner advantages abound with online bidding.

"We need owners and procurers to understand the inherent advantages to using online bidding," urges Boroskae. "Not only will the system increase the speed and ease of tendering a bid, it'll reduce the potential for bidders to submit non-compliant bids, and it'll allow owners and contractors to do a comparative analysis off all submitted bids in an easy to use format – immediately after closing."

Once contractors and subcontractors jump online, they'll experience several benefits to the new system, including time and cost savings, ability to submit tenders remotely, and the convenience of amending a bid up until the last minute.

According to Boroskae, WCA's bid module will accommodate for both members and non-members.

Companies such as Biddingo.com, SmartBidNet® and PennBid™ are already capitalizing on the e-procurement process, offering online bidding programs to public agencies and private firms. The PennBid Program in Pennsylvania claims that currently over 110 agencies and firms use the program for their bids and solicitations.

According to www.penbid.net, the service is provided at no cost, without initial or recurring costs or subscription fees. Revenues are acquired from a capped fee (from 1/8 per cent to a maximum of 1/4 per cent) calculated to vendors who are issued awards. Once registered, companies can use the easy-to-use software system for managing an entire bid solicitation, from document distribution and vendor communication to bid tabulation and award.

With online bidding opportunities popping up all over the industry, Boroskae encourages other associations to jump on the online bidding bandwagon.

"Online bidding isn't just the future of construction associations – it's happening right now," she says. "We have to offer increasingly streamlined and easy-to-use services to our members."

IBEE RS Means Affinity Program

As a service to IBEE members, we will be featuring continued updates on the major IBEE Affinity Programs offered to members. The following update is provided by Jason Anderson, an IBEE Board member from the Builders Exchange of Tennessee.



As of Fall 2010, there have been some changes to the way in which RS Means is distributing its publications and this will have an impact on those Exchanges and Construction Associations that participate in the IBEE's resale discount program.

RS Means continues to directly publish and distribute its annual **Cost Data Publications**, such as Building Construction Cost Data, Heavy Construction Cost Data, Electrical Cost Data, Mechanical Cost Data, and many others. There is no change in the existing affinity agreement for these titles.

The publications that are affected by the recent changes are RS Means' line of **Reference** titles, such as the Illustrated Construction Dictionary, Builders Essentials series, and Estimating Handbook. These titles will be published and distributed by John Wiley & Sons and are no longer included in the RS Means Affinity Program.

RS Means Cost Data Publications

IBEE members that wish to participate in this affinity program are entitled to purchase **Cost Data** titles from RS Means at a 45% discount off the retail list price and resell the titles to their membership at a discount level of their choosing. At the end of each calendar year, IBEE will receive a report from RS Means detailing the purchases of participating Exchanges and Construction Associations, and IBEE will in turn invoice them for 5% of the retail purchase price of all titles purchased during the year as the IBEE Affinity Program fee. This leaves 40% of the retail price for the Exchange to divide between a discount to the purchasing member and income. A typical scenario is as follows:

- BX buys titles at 45% off retail price
- BX resells titles to its membership at 25% off retail price
- BX remits 5% of retail price to IBEE as affinity fee
- BX retains 15% of retail price as income

One final note: RS Means does allow participating Exchanges to return unsold titles at the end of the calendar year for a credit in order to encourage the maintaining of stock on-hand for sales. Exchanges can also opt to order titles on an as-needed basis.

Any IBEE member who wishes to participate in the **RS Means Affinity Program** should contact Paula Croke at RS Means by phone at 800-334-3509, extension 5117, or by email at pcroke@rsmeans.com.

Please be sure to mention that you are a member of IBEE in order to receive the appropriate discount on your purchases.

RS Means Reference Publications

Formerly, RS Means' line of Reference titles were included in the above affinity and discount agreement. As of Fall 2010, RS Means has transitioned the publication and distribution of their reference titles to **John Wiley & Sons**. IBEE members who wish to continue to purchase and resell these reference titles are free to do so by dealing directly with John Wiley & Sons. There is not a formal agreement in place between RS Means and Wiley to commute any former discounts on these titles, although Wiley has informally offered a 25% discount off retail prices. Additionally, there is not a formal Agreement in place between IBEE and Wiley regarding any kind of affinity program, so no affinity fees would currently be involved in IBEE members' reselling of these titles. Unlike the RS Means program, any titles purchased would not be returnable. Any IBEE member who wishes to resell these titles should contact John Wiley & Sons by phone at 201-748-8775 or by email at resellers@wiley.com in order to set up a reseller account. Please note that you must provide a copy of a resale certificate or tax exempt certificate to avoid local sales tax charges.

Impact of Changes

A brief poll of some of the BXs that resell the most RS Means titles revealed that very little of their sales were of the reference titles – the vast majority only sell one or two of these titles per year. Most polled felt that the low number of sales made the impact of this change negligible at best. Many indicated as well that they would not be pursuing some type of affinity agreement with John Wiley & Sons given the low volume/revenue potential.





New Legislation Passes in California

All public agencies must provide electronic contract documents free of charge

A new bill requiring all public agencies in California to provide a cost-free electronic copy of the contract documents for all construction projects financed with public funds when requested by a planroom service, was recently signed into law.

AB 2036, sponsored by the Associated General Contractors of California and carried by Assembly member Bill Berryhill of the 26th Assembly District, was given the official okay by California Governor Arnold Schwarzenegger in late September, and is considered a big win for planrooms operating across the State.

According to Jim Ryan, AGC San Diego Executive Vice-President, the legislation comes at a particularly good time because a growing number of public agencies were charging non-refundable fees for their contract documents to all general contractors, subcontractors, and material suppliers, as well as the 25-plus contractor planroom services located throughout California.

Further concerns, Ryan said, arose when it appeared certain large reprographic firms were entering into construction document distribution agreements with some public agencies. These agreements gave the reprographics firm “exclusive” rights for the distribution of the plans and specifications for each project. The repro firm would charge, with the permission of the public agency, a fee of about \$100-\$500 or more for each project.

“We were informed by several public agencies that this practice helped the agency pay the overhead for their engineering or facilities department,” Ryan noted. “Nevertheless, contractors were flipping the bill, even simply to look at the project, in order to determine if they wanted to bid.

“For instance, if five subcontracting firms all wanted to bid on a project that contained their work, each firm was required to purchase the documents,” Ryan explained. “In this market, it often requires submitting 10 or more bids to be the successful bidder on just one project. The agency and the repro firm ended up collecting thousands in fees because of the large number of contractors and subcontractors that bid against one another on these projects.”

AB 2036 puts a stop to all of this. The agencies are now

required to give an electronic copy of the plans and specs and other contract documents in electronic format to any planroom service that requests a copy. Again, there are over 25 of these planroom services in the State, including the AGC San Diego Planroom. Contractors and specialty/subcontractors will now be able to download the projects through planroom services.

Instead of spending between \$100-500 or more per project, contractors can now align themselves with a planroom service and avoid the fees that were once required.

“We are confident AB 2036 will allow more bidders to gain access to public sector construction documents, leveling the playing field to help small and emerging firms bid on projects,” Ryan said. “This legislation also better allows certain trades to download only their portion of the work rather than the entire document, unless reviewing the entire document is a project requirement.”

In recent years, contractor planroom services throughout California have invested in technology that is equal to or better than the technology owned by the repro firms. These services will be able to provide the industry with complete access to the documents, and this will ensure low cost, efficient, and effective distribution of the plans and specifications for public projects.





The IBEE's Mission, Vision and Strategic Goals

IBEE MISSION

The International Builders Exchange Executives (IBEE) serves as a catalyst for the exchange of ideas and experiences to advance and enhance the role and effectiveness of construction association and plan room executives and their organizations. The IBEE also aims to assist the construction industry in obtaining information, services, and support at the local level.

VISION

The IBEE is a representative organization of Construction Association Executives and their organizations, dedicated to the pursuit of excellence in Construction Association and Plan Room services through cooperation and participatory action.

IBEE STRATEGIC GOALS

- Increase awareness and enhance the image of Builders Exchanges and their services among owners and design firms;
- Provide a forum for managing executives to share information, enhance management skills, develop professional standards and explore new methods;
- Provide tangible services, resources and support that will improve Exchange operations and member service at the local level;
- Identify common problems and seek solutions that benefit IBEE members and the construction industry they serve.



www.bxnetwork.org
INFO@bxnetwork.org / 877-788-4334

MARK YOUR CALENDAR

IBEE CONVENTION & ANNUAL MEETING 2011

JUNE 21-26, 2011

Omni Shoreham Hotel

2500 Calvert Street NW, Washington, DC

*Room block not yet open



**CAPITOLIZE ON
OPPORTUNITY**
WASHINGTON, DC

Get ready to do and see things in DC! While in Washington, visit a few must-see museums, monuments and memorials, explore DC's distinctly local neighbourhoods, and attend one of the many fun and free festivals.

The Omni Shoreham Hotel in Washington, DC has played host to presidents, world leaders and inaugural balls, making it one of many historic Washington landmarks. Nestled on 11 acres in picturesque Rock Creek Park in northwest Washington, DC, the four-diamond luxury hotel offers a resort atmosphere and a personal taste of politics, culture, art and music at its best.



**REGISTRATION
COMING
2011**