



**ANNUAL MEETING**  
**January 17-19, 2017**  
*Preliminary Program*

**HYATT FRENCH QUARTER**  
**800 Iberville Street**  
**New Orleans, LA 70112**

***“Big Ideas in the Big Easy”***

### Meeting Dates:

January 17-19, 2017

### Meeting Fees:

BXNET Delegate \$410  
Spouse/Guest: \$260

### Meeting Rooms:

Board Meeting: Boardroom, First Level  
Reception: Garden Courtyard, Second Level  
Breakfasts and Lunches: Orleans B, First Level  
Meeting Sessions: Orleans A, Second Level

### Hotel Reservations:

\$195/night (plus tax)

Telephone reservations: 504-586-0800

Website reservations: <https://resweb.passkey.com/go/BXNETannual>

Check-in time: 4:00 PM

Check-out time: 12:00 PM

The BXNET room block is available until Monday, January 2nd.

Complimentary wireless internet in meeting space and guest rooms.

### Airport Information:

Louis Armstrong International Airport  
900 Airline Drive, Kenner, LA  
*Approximately 15 miles (25 minutes) from hotel.*

### Ground Transportation:

Transportation via taxi is estimated at \$60. The Hyatt does not provide shuttle service.

### Driving Directions:

Turn left onto US-61S Airline Drive. Take the I-10 E ramp to USBUS/Westbank. Keep left at the fork and merge onto I-10 E. Take Exit 235A to merge onto Basin Street/Orleans Avenue. Turn left on Conti Street. Turn left on Dauphine Street. Turn left at 2nd cross street onto Iberville Street.

### Weather:

The temperature in New Orleans can vary from 55–70 degrees in January. Please plan accordingly.

### Dress Code:

The dress code for the meeting is business casual. Group outings are casual. For golf please follow the dress code for the course.

### Group Outing:

This year our group outing will feature a New Orleans Scavenger Hunt through Watson Adventures. Included in the cost of registration, delegates and guests will participate in a Grab 'n' Go Scavenger Hunt in the French Quarter with team challenges including items to find and create, team photo challenges, surprise bonus challenges, and French Quarter location questions. Please indicate participation on your registration form. **Please note dinner is on your own and will not be provided on the Scavenger Hunt.**

### Golf:

Tee times (after 11: 00 a.m. ) are being held at Audubon Park Golf Club located just minutes from downtown New Orleans. Green fees including cart is \$50.00 and club rentals are \$55.00 including a sleeve of balls. Proper golf attire is required. Soft spikes only, no denim or t-shirts allowed.

Interested golfers must RSVP in advance on the registration form. Payment must be made directly to the course on Tuesday, January 17. Per the course, **RSVP's for golf must be made by December 17th.**

### Sponsorships:

In order to keep registration fees as low as possible, it was decided at the Boston Convention (1995) to solicit the membership for funds to help subsidize the cost of meetings. Below are the sponsorship opportunities for the upcoming meeting in New Orleans, LA. Your generous contribution will be greatly appreciated.

Sponsorships include the following:

Name and logo on all event signage, including membership reception, entertainment, business meetings, break-out sessions, etc.

Name and logo displayed on distributed meeting materials, including brochures, booklets, invitations, etc. Recognition in the BXNews (electronic newsletter.)

Platinum Sponsor \$1,000

Gold Sponsor \$500

Silver Sponsor \$250

Bronze Sponsor \$100

*Please indicate sponsorship type and include payment on the registration form.*

*This is a preliminary program. Schedule subject to change on site.*

**TUESDAY, JANUARY 17, 2017**

**8:00 AM - 10:30 AM**                      **Board of Directors Meeting**

**11:00 AM - 5:00 PM**                      **Golf at Audubon Park**

*Interested attendees please indicate attendance on the registration form.  
Payment should be made directly to the course.*

**6:00 PM - 8:00 PM**                      **Welcome Reception**

**WEDNESDAY, JANUARY 18, 2017**

**7:30 AM - 8:30 AM**                      **Breakfast Buffet/Opening Remarks**

**8:30 AM - 9:00 AM**                      **Annual Business Meeting**

**9:00 AM - 10:00 AM**                      **Bidding in the 21st Century - Owner's Perspective**  
*Jeff Byrne*

Jeff Byrne, recently retired Procurement Manager of the City of Ottawa along with his team oversaw an annual construction program of several hundred bid opportunities totaling \$500 million. Jeff will share with attendees his perspective on the changing landscape of public construction procurement covering subjects such as the shift to obtaining best value over low bid, contractor rating systems and the transition to electronic procurement. Attendees will have opportunity for open discussion as to the possible impacts of changing procurement on their plan room operation and hearing from Jeff how best to position your Exchange to work with a major Buyer on bid opportunity communication.

**10:00 AM - 11:00 AM**                      **Human Resources Roundtable**  
Facilitated by: *Ron Hambley*

*Topics including the interview process, searching for employees and dealing with difficult employees will be discussed. Please come prepared with your personal experiences and questions.*

**11:00 AM - 12:30 PM**                      **Workforce Development Presentation**  
*Joe Benedict*

*During this presentation Joe Benedict from Construction Exchange of Buffalo and Western New York will give an overview of a Workforce Development project they are currently utilizing at the Construction Exchange of Buffalo and Western New York.*

**12:30 PM - 1:30 PM**                      **Lunch Buffet**

WEDNESDAY, JANUARY 18, 2017 (continued)

**1:30 PM - 2:30 PM**                      **Open Forum on Competition**  
*Exchange competition will be discussed during this open forum session.*

**2:30 PM - 2:45 PM**                      **Coffee Break**

**2:45 PM - 3:45 PM**                      **Exchange your Exchange/Program Overview**  
*This session will be an open discussion requiring full participation from the attendees. Please come prepared with your questions and comments.*

**5:00 PM - 7:00 PM**                      **Grab 'n' Go French Quarter Scavenger Hunt**  
*Dinner on your own, not provided with Scavenger Hunt.*

THURSDAY, JANUARY 19, 2017

**7:30 AM - 8:30 AM**                      **Breakfast Buffet**

**8:30 AM - 9:30 AM**                      **Stop the Erosion! Plan Issuers vs. Planrooms**  
*Lynn Stetson*

**9:30 AM - 10:30 AM**                      **Selling the Value of Your Organization**  
*Denise Horan/IMS Consulting*  
*Selling price does not work! Members need to experience the value of your organization. In this short seminar we will touch on a few tips to help you attract and retain members. How do we attract new members? What are the key questions we need to ask a prospect? Do you really know your value proposition? How should we ask for payment? Join us for this lively, interactive discussion on what attracts and retains our most valuable assets - our members!*

**10:30 AM - 12:30 PM**                      **What's Our Value?**  
*Brenda Romano*  
*This session is a Workshop style team exercise to help identify the challenges facing plan room operations today and help craft our response to them. What can we tell owners and design professionals sets us apart from the crowd? Join your fellow executives in a fun and entertaining exercise to find answers to that question.*

*Please sign up in advance so we know how many participates plan to attend. See registration form to indicate attendance.*

**12:30 PM - 1:30 PM**                      **Lunch Buffet**

**1:30 PM - 3:30 PM**                      **What's Our Value? (session continuation)**  
*Brenda Romano*

## WELCOME TO THE FRENCH QUARTER (VIEUX CARRÉ)

The French Quarter, also known as the Vieux Carré or the “Quarter” to locals, sits on a crescent in the Mississippi River on some of the highest ground in New Orleans. Not only is it the city’s cultural hub, but it is also a community where residents take time to welcome visitors in the streets. Intimate and unique, New Orleans’ oldest neighborhood has exerted a spell over writers and artists since the time of Mark Twain, Lafcadio Hern and John James Audubon.

### Architecture

French Quarter architecture blends Spanish, French, Creole and American styles together in an idyllic, enchanting setting. Walled courtyards, perfect for French Quarter parties, are a gift of the Spanish influence. Cast iron balconies were added to many masonry buildings after 1850, when Baroness Pontalba included them on her fashionable row houses near Jackson Square. These lacy galleries, along with plentiful stoops and porches on younger buildings, make the Quarter a great place for people watching.



### Shopping

From antiques and books to clothing and accessories, the French Quarter is full of boutique shopping. Browse the treasure trove at the French Market, once a 1920’s Italian Market. The space is now filled with funky shops and grassroots art galleries. Stroll down Royal Street for a glimpse at galleries featuring antiques and work by local artists, or meander down Chartres Street for a look at clothing, shoe, and accessory boutiques.



### Dining

From fine dining to casual local eats, the French Quarter is the best place to sample Creole and Cajun cuisine and truly has something for every taste. Dine in classic white tablecloth splendor at Antoine’s or Galatoire’s. Munch on a muffuletta from Central Grocery, the original home of this Italian delicacy. And definitely don’t miss the iconic Café du Monde, home of the famous beignet, or French doughnut.

### Attractions

Besides its obvious architectural distinction, the Vieux Carre offers visitors a plethora of different experiences. Take a stroll or a carriage ride through Jackson Square as you enjoy street performers and local artistry. This picturesque square and dramatic garden, sitting just in front of the iconic St. Louis Cathedral, offers a charming and intimate French Quarter view. A picnic in Woldenberg Park provides a great view of the Mississippi River and passing barges and steamboats.



In addition to these famous New Orleans sights, the French Quarter is also home to several historic houses and small museums. Do not be fooled by the common interpretation of the French Quarter, because it is so much more than anything you could expect.

## REGISTRATION FORM

*Complete and return by Monday, January 2.*

Organization: \_\_\_\_\_

Street Address: \_\_\_\_\_

City: \_\_\_\_\_ State/Province: \_\_\_\_\_

Zip/Postal Code: \_\_\_\_\_ Country: \_\_\_\_\_

Delegate Name/Email: (\$410 USD per person)

\_\_\_\_\_

\_\_\_\_\_

Spouse/Guest Name: (\$260 USD per person)

\_\_\_\_\_

\_\_\_\_\_

Member Sponsorship: \_\_\_\_\_ \$1,000 \_\_\_\_\_ \$500 \_\_\_\_\_ \$250 \_\_\_\_\_ \$100

**Payment:** Please make check payable to “Builders Exchange Network” or pay by credit card.

Card Number: \_\_\_\_\_ Exp. \_\_\_\_\_

Total Amount: \$ \_\_\_\_\_

Signature: \_\_\_\_\_

**To guarantee accurate counts kindly indicate ALL the events you plan to attend.**

Tuesday, January 17:

# \_\_\_\_\_ Board Meeting

# \_\_\_\_\_ Reception

# \_\_\_\_\_ Golf\*

Wednesday, January 18:

# \_\_\_\_\_ Breakfast

# \_\_\_\_\_ Lunch

# \_\_\_\_\_ Scavenger Hunt\*\*

Thursday, January 21:

# \_\_\_\_\_ Breakfast

# \_\_\_\_\_ What’s Our Value?

# \_\_\_\_\_ Lunch

**\* Golf RSVP’s must be made to the Executive Office by December 17th in order to hold tee times. Payment for golf must be made directly to the course at time of play.**

**\*\* Dinner not provided.**

### RETURN COMPLETED REGISTRATION FORM TO:

Builders Exchange Network (BXNET)

One Regency Drive, P.O. Box 30, Bloomfield, CT 06002

Telephone: 855-719-0733 Fax: 860-286-0787

Email: info@bx-net.org Website: www.bx-net.org

**BUILDERS EXCHANGE NETWORK  
ONE REGENCY DRIVE  
P.O. BOX 30  
BLOOMFIELD, CT 06002**

**TELEPHONE: 860-243-3977 • TOLL FREE: 855-719-0733 • FAX: 860-286-0787  
EMAIL: [INFO@BX-NET.ORG](mailto:INFO@BX-NET.ORG) • WEBSITE: [WWW.BX-NET.ORG](http://WWW.BX-NET.ORG)**