

Annual Members' Meeting



23 September 2016

Agenda

- Welcome
 - Introduction of Board Members
 - State of the Association
 - Activities & Accomplishments
 - Initiatives
 - Workshops
 - Membership
 - Finances
 - Q & A
 - Reminders
 - Adjourn
- 

Welcome

- Purpose of the Annual Members' Meeting
 - Share information on what's going on
 - What we've accomplished
 - Where we are headed
 - Answer our members questions



Introduction of Board Members

- Paul Marston, *President*
- Mike Thompson, *Executive Vice President*
- Peter Braxton, *Vice President of Professional Development*
- Bob Hunt, *Treasurer*
- Greg Kiviat, *Secretary*
- Brian Glauser, *Past President*
- Dan Nussbaum, *Director*
- Rich Harwin, *Director*
- Jason Dechoretz, *Non-Aligned Director*
- Tracey Clavell, *Australia Director*
- Georges Teoglou, *Europe Director*
- Eleanor Bassett, *Region 1 Director*
- Rick Collins, *Region 2 Director*
- Nicole Sullivan, *Region 3 Director*
- Jennifer Flanagan, *Region 4 Director*
- Mike Doherty, *Region 5 Director*
- Rex Potter, *Region 6 Director*
- Kurt Brunner, *Region 7 Director*



State of Association: Activities & Accomplishments

- Executing 5-year strategic plan established in February 2015:

www.iceaaonline.com/about/#governance

- Stabilized Finances
- Revised Bylaws
- Senior Government Advisory Panel consulted before every board meeting
- New online Certification Exam Application
www.iceaaonline.com/application



State of Association: Activities & Accomplishments

Changes to PCEA and CCEA Certifications

Take Exam Part I  **PCEA[®]**

Take Exam Part I  Take Exam Part II  **CCEA[®]**

- Removed 5-year experience cap on PCEA award
- PCEA is not renewable by points accrual but can be awarded by taking and passing Part I again
- CCEA still renewable after 5 years with points



State of Association: Activities & Accomplishments

- Bibliography of Stephen Book's works
- Links to download articles or papers where available (more coming as permissions granted)
- Links to purchase Book's published books



www.iceaaonline.com/publications/stephenbook/



State of Association: Activities & Accomplishments

Formed a committee in 2015 to review, streamline and standardize ICEAA Awards

- Junior Analyst of the Year Award
- Technical Achievement of the Year Award
- Management Achievement of the Year Award
- Team Achievement of the Year Award
- Educator of the Year Award
- Association Service Award
- Frank Freiman Lifetime Achievement Award

www.iceaaonline.com/awards

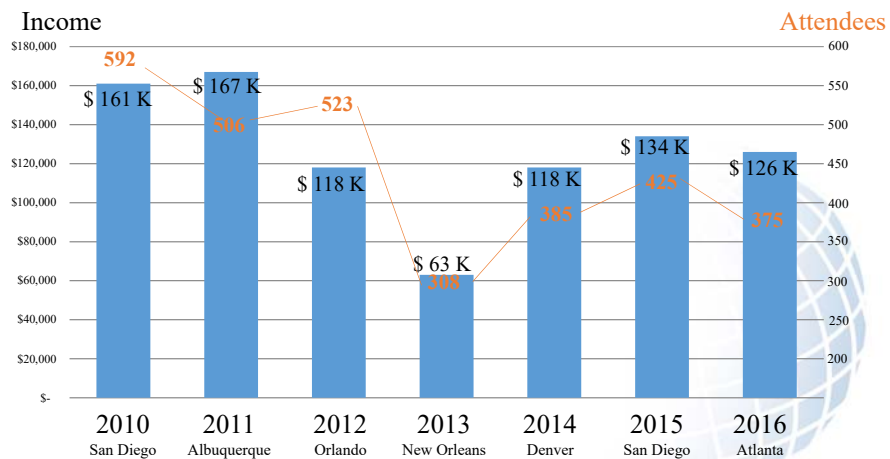


State of Association: Activities & Accomplishments

- Holding an International Workshop in Bristol, UK
- Working on a Software Estimating Certification and Parametric Certification Program
- Implemented new CEBoK Training License
- Stand-up of CEBoK 2.0 Task Force to begin update process



State of the Association: Workshop Income vs. Attendance



State of the Association:
Future Workshop Planning

IPM 2016 October 31 - November 2, 2016
Bethesda, MD

The premiere workshop on Earned Value Management

*From C/S2 to EVM to IPPM:
The Next Generation of Integrated Program Performance Management*

Presented by:



www.ipmconference.org



State of the Association:
Future Workshop Planning

ICEAA 2016 International Training Symposium
October 17-20, 2016 • Bristol, UK

Presented in partnership with:



www.iceaaonline.com/bristol2016



State of the Association: Future Workshop Planning



International Cost Estimating & Analysis Association
2017 Professional Development & Training Workshop
June 6-9, 2017 🌹 Portland, Oregon
Call for Papers
Abstracts Due December 1, 2016:
www.iceaaonline.com/callforpapers17

ICEAA International Cost Estimating
and Analysis Association

State of the Association: Future Workshop Planning

3rd Annual ICEAA Canada Workshop

ICEAA 🍁

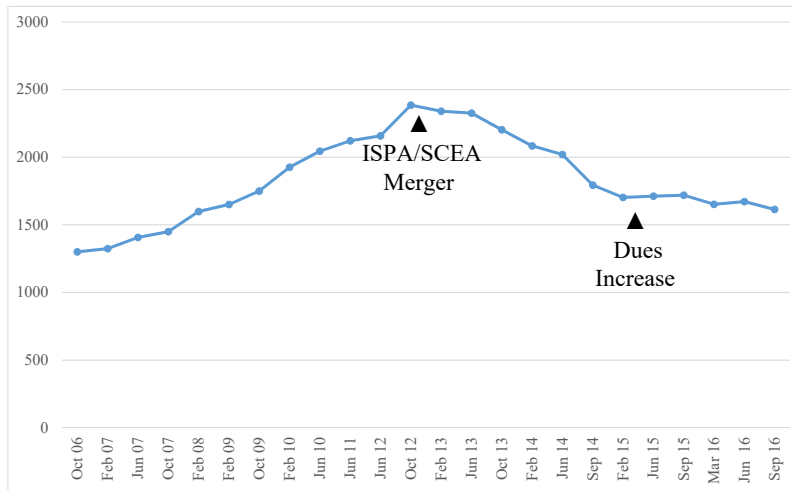
February, 2017

Ottawa, Ontario, Canada

Details and information coming soon

ICEAA International Cost Estimating
and Analysis Association

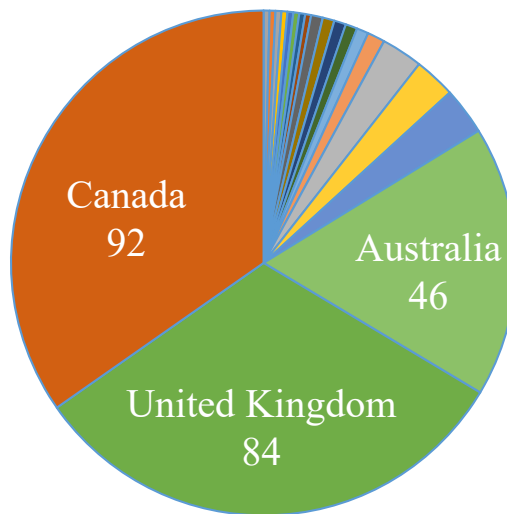
State of Association: Membership Trends 2006-2016



IOEAA International Cost Estimating and Analysis Association

State of Association: International Membership *as of September 6, 2016*

| | |
|--------------|----|
| Australia | 46 |
| Belgium | 2 |
| Brazil | 1 |
| Canada | 92 |
| China | 3 |
| Egypt | 1 |
| Estonia | 1 |
| France | 2 |
| Germany | 8 |
| Italy | 2 |
| Japan | 7 |
| Mexico | 1 |
| Netherlands | 7 |
| New Zealand | 1 |
| Norway | 2 |
| South Africa | 1 |
| South Korea | 2 |
| Sri Lanka | 1 |
| UK | 84 |



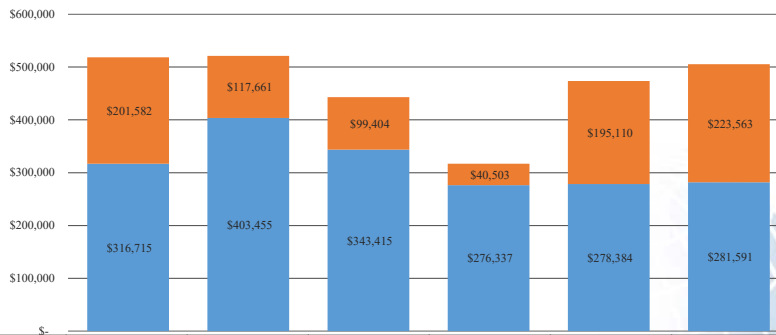
State of Association: 2016 Financial Status

| | 2016 Annual Budget | | | July Actuals | | | End of Year Estimate: |
|---------------------------|--------------------|------------------|-------------------|------------------|------------------|-----------------|-----------------------|
| | Revenue | Expenses | Net | Revenue | Expenses | Net | |
| ICEAA Workshop | \$353,149 | \$219,992 | \$133,157 | \$362,186 | \$235,592 | \$126,594 | \$126,594 |
| *Bristol Workshop | | | | \$5,700 | \$0 | \$5,700 | \$5,700 |
| *Canada Workshop | | | | \$4,299 | \$1,729 | \$2,570 | \$2,570 |
| IPM Conference | \$30,000 | \$0 | \$30,000 | \$30,629 | \$0 | \$30,629 | \$30,629 |
| Certification Program | \$30,402 | \$826 | \$29,576 | \$24,145 | \$1,062 | \$23,083 | \$38,472 |
| CEBoK Sales & Training | \$23,868 | \$0 | \$23,868 | \$15,311 | \$0 | \$15,311 | \$25,518 |
| Publications | \$13,004 | \$49,350 | (\$36,346) | \$12,774 | \$28,380 | (\$15,606) | (\$33,226) |
| Membership Dues & Support | \$87,717 | \$2,786 | \$84,931 | \$50,790 | \$1,404 | \$49,386 | \$82,310 |
| Advertising | \$5,000 | \$0 | \$5,000 | \$2,145 | \$33 | \$2,112 | \$3,521 |
| Interest & Misc. Income | \$3,465 | \$0 | \$3,465 | \$3,931 | \$0 | \$3,931 | \$6,552 |
| Chapter Support | \$0 | \$10,000 | (\$10,000) | \$0 | \$2,445 | (\$2,445) | (\$4,000) |
| Staffing & Contractors | \$0 | \$201,457 | (\$201,457) | \$0 | \$111,813 | (\$111,813) | (\$186,355) |
| Office Operations | \$0 | \$94,590 | (\$94,590) | \$0 | \$52,663 | (\$52,663) | (\$99,104) |
| TOTALS | \$546,605 | \$579,001 | (\$32,396) | \$511,911 | \$435,121 | \$76,789 | (\$819) |

July net income status indicates a better than budgeted outcome for 2016



State of Association: Total Asset Changes 2011-2016



| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|---------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Investments | \$ 316,715 | \$ 403,455 | \$ 343,415 | \$ 276,337 | \$ 278,384 | \$ 281,591 |
| Bank Accounts | \$ 201,582 | \$ 117,661 | \$ 99,404 | \$ 40,503 | \$ 195,110 | \$ 223,563 |
| Total | \$ 518,297 | \$ 521,106 | \$ 442,819 | \$ 316,840 | \$ 473,494 | \$ 505,153 |



Q & A:
Online CCEA Recertification Point Tracker

“Update on online tracking and renewal for CCE/A certification”

- Possible for 2017 or 2018
- Would require additional staff, training investment

Q & A:
New Specialty Certifications

“Certification status, future plans, etc.”

“The certification that ICEAA has been working on with NESMA.”

“Will there ever be more focus applied to building membership from the commercial estimating community? Will there ever be specialized certifications that will NOT require passing all the subjects covered in the CCEA? For instance, a software estimator does not cover anything that a hardware estimator would cover.”

Q & A: New Specialty Certifications



- By bringing together experts from industry, government, and academia we plan to design a world-class training and certification program for software estimation for the benefit of organizations worldwide
- Developing the Table of Contents and list of Testable Topics
Target Completion Oct 14, 2016
- Curriculum Development
Target Completion TBD in 2017



Q & A: New Specialty Certifications

"Attracting, training and retaining the next generation of cost analysis talent. The plan to modernize and update CEBoK. Increasing the quality of papers and research."

- ICEAA plays a supporting role to organizations that employ cost analysis talent
 - By being visible and relevant, we may help attract new analysts to the field
 - Our training, certification, and support to cost community helps keep people in the field
- CEBoK 2.0 Task Force formed: Members are Neil Albert, Christian Smart, Karen Ritchey, Diane Butler, and Tim Anderson
 - Still early stage, but have a plan in place and are executing



Q & A: Membership

“Membership in ICEAA seems to have declined over last couple years. Why do you think this is, and is there a plan to correct the trend?”

- There has been a decline and would attribute it to a number of factors
 - At our peak, our member's database reflected inflated numbers
 - Budget restraints in both government and industry impacted professional membership funding and prevented workshop attendance for a few years, which negatively impacted membership
- We have responded with increase outreach to government and other constituents. Need to do more with industry
- We're sharpening our message on ICEAA's value proposition
- Despite financial pressures, we've increased – and will continue to increase the services we provide to attract more members



Q & A: Membership

“Are Chapters an antiquated concept? Have you thought about a different business model?”

- Some of our chapters are very healthy and very active. Others are struggling.
 - Still believe chapters are the backbone of the association; in large part, they are the entry point to bring new members in
 - We are working hard to provide more support to chapters and chapter presidents, so that we don't suffer negative impacts when new leadership starts up.
- We recognize that things have changed. Younger members interact more readily electronically.
 - Improving the website, providing more online events, updating CEBoK, and exploring new ways to serve our members are all ways we are trying to adapt.
 - Continue chapter model, but expand new ways of delivering member services.



Reminders:

2017-2019 ICEAA
Board of
Directors 
Nominations Due November 15


February, 2017
Ottawa, Ontario
Canada

**International
Training
Symposium**

October 17-20, 2016
Bristol, United Kingdom

International Cost Estimating
& Analysis Association
2017 Professional Development
& Training Workshop
June 6-9, 2017  Portland, Oregon

The ICEAA Business Office is Moving!
New Address and Phone Number in 2017!

 International Cost Estimating
and Analysis Association

Adjourn

- Next Annual Meeting
 - Survey & Assessment
 - Virtual, at workshop or something else
 - TBD

 International Cost Estimating
and Analysis Association