

Annual Members' Meeting



20 September 2018

Agenda

- Welcome
- State of the Association
 - Board Members
 - Committee Chairs
 - Board Election
 - Activities & Accomplishments
 - Workshops
 - Membership
 - Finances
- Q & A
- 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



2017-2019 Board Members

- **Paul Marston**, *President*
- **Mike Thompson**,
Executive Vice President
- **Andy Prince**, *Vice President of Professional Development*
- **Bob Hunt**, *Treasurer*
- **Greg Kiviat**, *Secretary*
- **Brian Glauser**, *Past President*
- **Erin Barkel**, *Director*
- **Tomeka Williams**, *Director*
- **Jason Dechoretz**,
Non-Aligned Director
- **Tracey Clavell**, *Australia Director*
- **Georges Teologlou**, *Europe Director*
- **Sanathanan Rajagopal**, *UK Director*
- **Arlene Minkiewicz**,
Region 1 Director
- **Rick Collins**, *Region 2 Director*
- **Nicole Sullivan**, *Region 3 Director*
- **Steve Glogoza**, *Region 4 Director*
- **William Metz**, *Region 5 Director*
- **John Deem**, *Region 6 Director*
- **Rich Harwin**, *Region 7 Director*

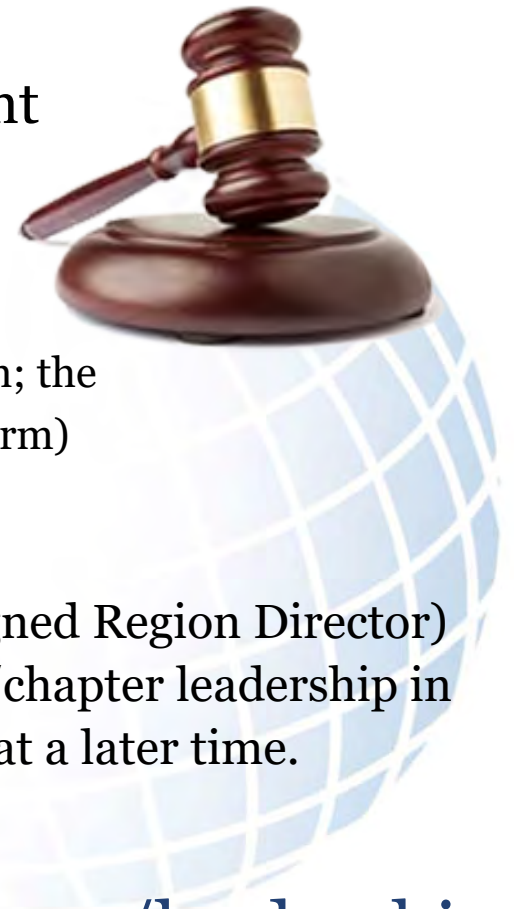
2017-2019 ICEAA Committee Chairs

- Budget Committee Chair: **Bob Hunt**
- Certification Committee Chair: **Peter Andrejev**
- Member Outreach Committee Chair: **Ellie Bassett**
- Governance Committee Chair: **Tim Anderson**
- International Awards Committee Chair: **Dave Stem**
- Marketing & Communication Committee Chair: **Christina Snyder**
- Professional Development Committee Chair: **Andy Prince**
- 2019 Workshop Chair: **Christina Snyder**
- Software Certification Committee Chair: **Brian Glauser**

Nominations for the 2019-2021 International Board due Nov. 15!

- President
- Executive Vice President
- Vice President for Professional Development
- Secretary
- Treasurer
- Immediate Past President (not an elected position; the last sitting President assumes this role at the end of their term)
- Elected Director (two positions)

Region Directors for the seven U.S. regions (and Non-Aligned Region Director) and international regions are nominated by the members/chapter leadership in their region and then elected by their constituents at a later time.



State of Association: Activities & Accomplishments

Cost Estimating Body of Knowledge Update

- Objective is to re-platform from current PowerPoint modules currently distributed on thumb drives to an online Wiki
- Update and expand content
- Support multiple national versions and languages
- Will make maintenance, distribution, and sale of modules easier
- CEBoK materials have been ported to a Wiki
- Will be contracting for professional editing and clean up
- Will be contracting for front end to manage access and sale

State of Association: Activities & Accomplishments

Software Cost Estimating Body of Knowledge

- ICEAA, in cooperation with **Nesma** (an independent international organization focused on software metrics and software measurement), are undertaking the development of a training and certification program for Software Estimation
 - Additional participation from **IFPUG** and **COSMIC**
- By bringing together experts from industry, government, and academia we are developing a world-class training and certification program for software estimation

State of Association: Activities & Accomplishments

- Plan is to offer two levels of certification
 - Professional Software Cost Estimator/Analyst
 - Certified Software Cost Estimator/Analyst
- Presented 14 draft modules at the 2018 Professional Development & Training Workshop in Phoenix
- Working to finalize all modules to offer first level of certification at the 2019 Professional Development & Training Workshop in Tampa

www.iceaaonline.com/phx18training

State of Association: Activities & Accomplishments

Membership Outreach Committee

Goal: Increase awareness of cost fields as interesting and lucrative careers for potential graduates (and the general public) to investigate.

- Many ICEAA members had mentioned they were unaware of cost estimating as a career until they found themselves in it
- Recorded interview-style footage of members talking about their experiences, what they love about their job, how they found it, and what attracted them to it
- Producing a series of YouTube videos from this footage

State of Association: Activities & Accomplishments

Membership Outreach Committee

First videos available now!



More coming soon!

Subscribe to our YouTube Channel!

Enter "international cost estimating"
in the search bar at youtube.com to find us.

State of Association: Activities & Accomplishments

Membership Outreach Committee

Goal: Increase awareness of cost fields as interesting and lucrative careers for potential graduates (and the general public) to investigate.

- Will be distributing the videos to colleges/universities with relevant programs for their use in career counseling and student placement
- Requesting to have cost careers included on university websites listing potential careers for graduates in those majors

We hope these videos will be helpful for member companies in their recruiting efforts and
encourage members to use them!

State of Association: Activities & Accomplishments

Membership Outreach Committee

Goal: Create collateral explaining the synergies between cost estimating and similar fields that use different terminology for the same core disciplines.

“I’m not a cost estimator, I do _____”

- Explain each phase of cost estimating with an acknowledgement of other job titles, phrases, and task descriptions that may not say “cost estimating” but have a basis in it
- By acknowledging other terms for the things cost estimators do, we can show how ICEAA is valuable regardless of which words are used

**Additional details will be
available in early 2019**

State of Association: Activities & Accomplishments

COEA[®] *Finishing School*
November 1-2, 2018 • Crystal City, Virginia

- ICEAA receives requests for in-person CEBoK instruction on a regular basis
- While some ICEAA members offer in-house training programs for companies looking to prepare their entire department for the exam, no comprehensive program geared towards individuals exists beyond the Workshop

CCEA[®] *Finishing School* Logistics

All participants will be required to:

- Own a CEBoK license
- Have prepared and be familiar with the contents and basic concepts laid out in Modules 1-6
 - The instructors will assume understanding of and will not stop to re-explain definitions or basic concepts that are assumed to be understood from study of Modules 1-6
- Have completed an application for and been approved to take either the PCEA or CCEA exams

COEA[®] *Finishing School* Logistics



Details:

- November 1-2, 2018 at the Technomics office in Crystal City
- Exam offering November 3
- Class size limited to 25 to maintain intimate environment
- Registration closes September 30 to reiterate the advanced study requirement

CCEA[®] Finishing School Pricing

Rate includes two days of instruction, breakfast, lunch, coffee

	Member Rate	Non-Member Rate
Course only	\$ 395	\$ 495
<i>For those who already own CEBoK, and have applied for, been approved, and paid for the exam</i>		
Add CEBoK	\$ 195	\$ 295 vs. \$235/\$335
Add PCEA Exam (pt 1)	\$ 100	\$ 225 vs. \$150/\$275
Add CCEA Exam (pt 2)	\$ 100	\$ 225 vs. \$150/\$275
Add Both Exams (pts. 1 & 2)	\$ 200	\$425 vs. \$300/\$475

State of Association: Activities & Accomplishments

Read abstracts and download presentations from past events:



The screenshot shows the ICEAA Archives website. At the top, there is a search bar and a navigation menu with links for ABOUT ICEAA, CONTACT, CAREERS, CERTIFICATION, ICEAA WORKSHOPS, WEBINARS, LOGIN, and HOME. Below the navigation is the heading "ICEAA ARCHIVES" and a graphic of two wooden mailboxes labeled "ICEAA" and "Archives". A search bar is present with the text "Search: function points". Below the search bar is a table of workshop proceedings. The table has columns for TITLE, AUTHOR(S), SUMMARY, YEAR, and TRACK. The first entry is "Agile and Function Points: A Winning Combination" by Daniel B. French, with a summary that discusses the use of Function Points in Agile development. The second entry is "An Update to the Use" by Michael, with a summary that describes an opportunity presented to a team in 2014.

Search past ICEAA Workshop Proceedings in the table below and click the title to access the downloadable files.
2014-2017 Workshop Proceedings available now and more are being added!

Show 50 entries

TITLE	AUTHOR(S)	SUMMARY	YEAR	TRACK
Agile and Function Points: A Winning Combination	Daniel B. French	Many users of Agile have an incorrect belief that projects do not need to adhere to proper project management practices. However, it doesn't advocate getting rid of metrics or processes. The most critical aspect of software development is software size. Function Points can be effectively used with Agile development and this presentation will demonstrate the benefits of using FP in many aspects of project management including estimation, schedule and product backlog.		Software Sizing
An Update to the Use	Michael	This presentation describes the opportunity that was presented to the team and how the	2014	Information

**ELEVEN YEARS
of Proceedings
from 2007-2018**

2019 Professional Development & Training Workshop

May 14~17, 2019

Tampa Marriott Waterside Hotel & Marina
Tampa, Florida



ICEAA Rate: \$209


30% of block at government
per diem rate

*So book early,
ye govvie swabs!*

www.iceaaonline.com/tampa2019



Special Earlybird Rates



	Before April 1:	After April 1:
ICEAA Members	\$ 960	\$ 1,060
Non-Members	\$ 1,065	\$ 1,165
Member & Government Employee	\$ 840	\$ 940
Non-member Government Employee	\$ 920	\$ 1,020
<i>For companies sending 5 or more paid registrants:</i>		
Member Group Registrant	\$ 905	\$ 1,005
Non-Member Group Registrant	\$ 1,010	\$ 1,110

Once selected, speakers will receive a coupon code for \$100 off registration valid until March 1, 2019



2019 Call for Papers Deadline

The workshop is a month earlier so all of the DEADLINES will be a month earlier too...

Upload your 75-word abstract summary by

November 1, 2018:

www.iceaaonline.com/cfp2019





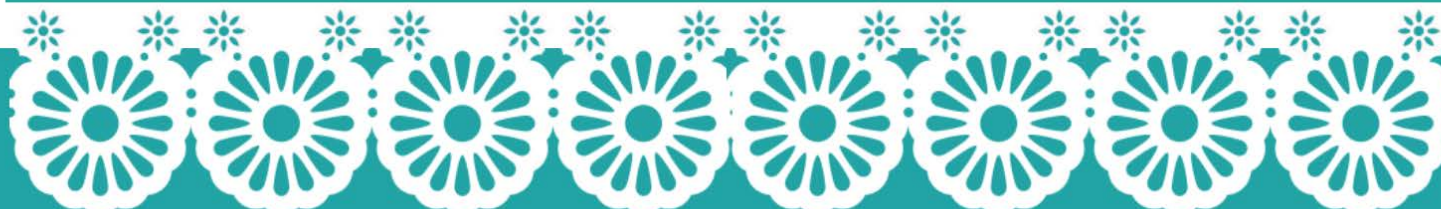
*International Cost Estimating
& Analysis Association*



Professional Development & Training Workshop

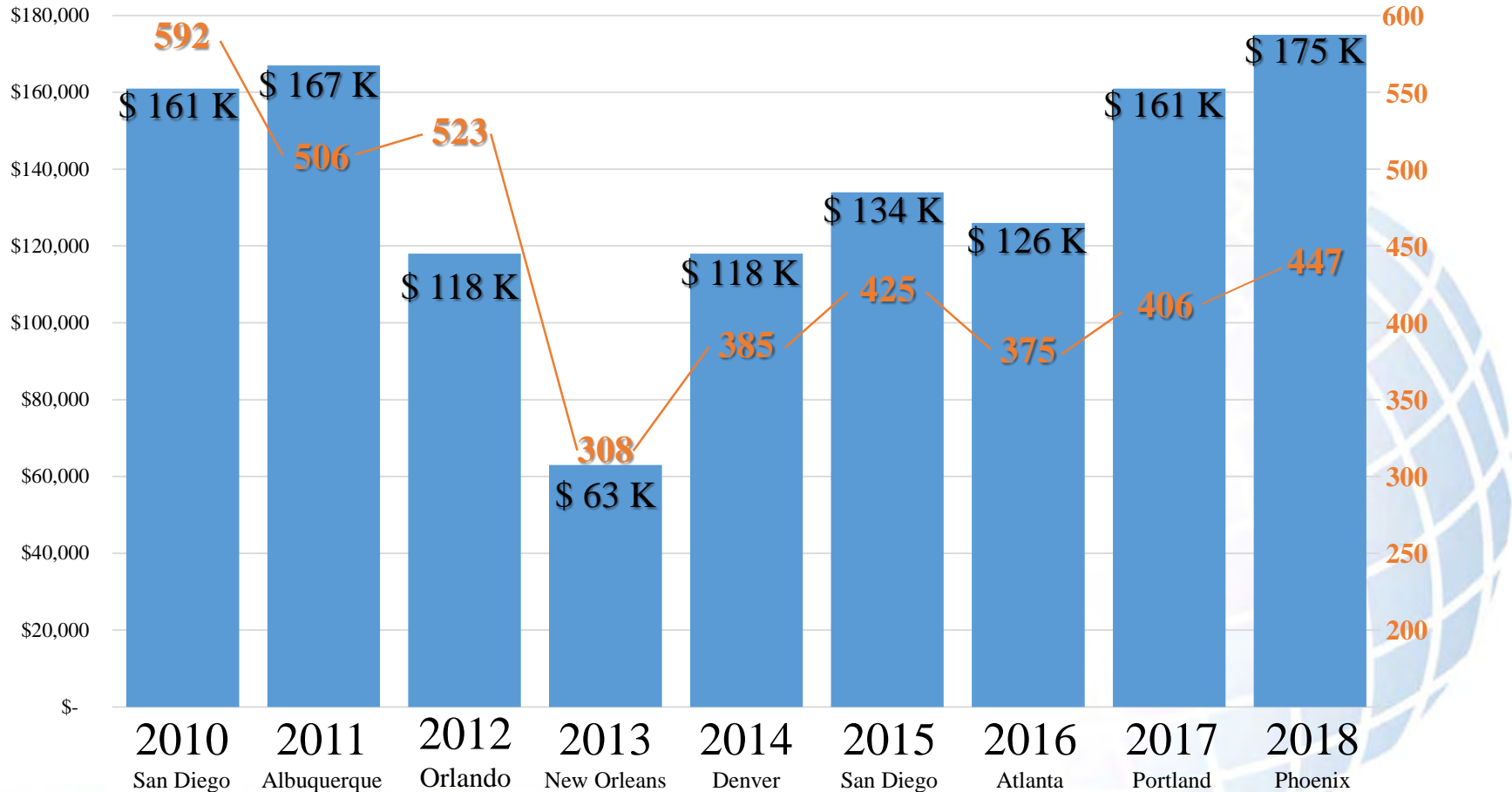
May 12-15, 2020

*Hyatt Regency San Antonio * San Antonio, Texas*



State of the Association: Workshop Revenue vs. Attendance

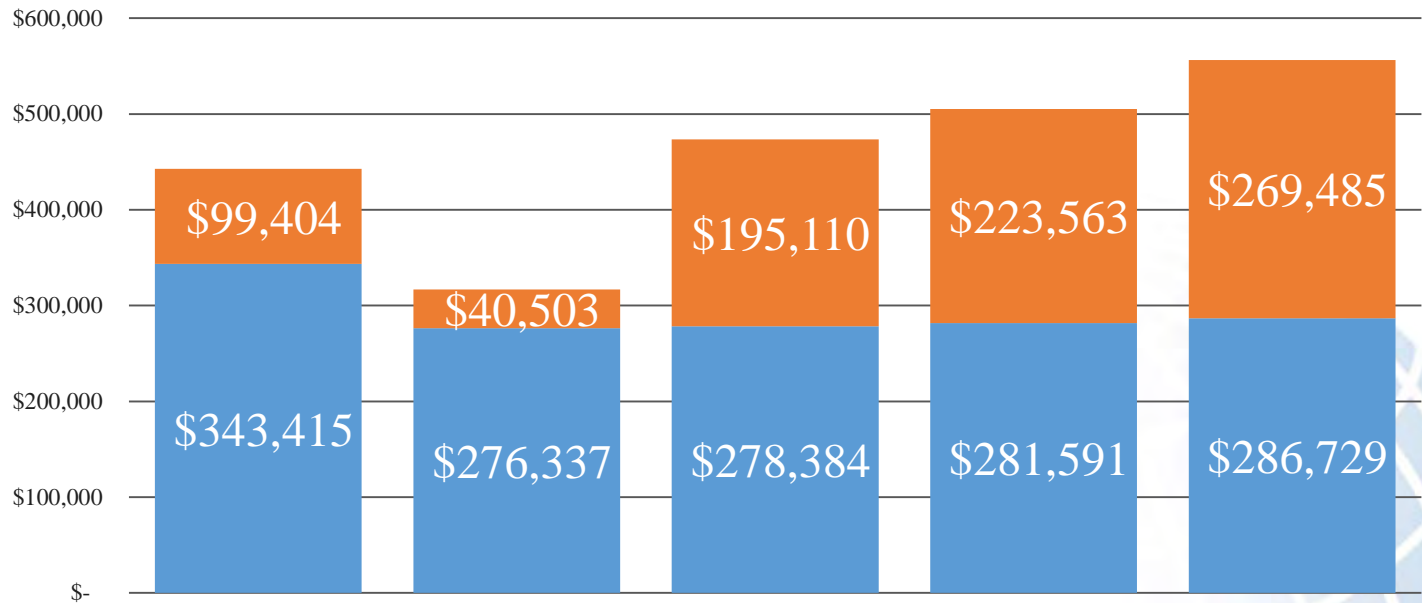
Net Revenue



State of Association: 2018 Financial Status

	2018 Budget	2018 Estimate at Completion
ICEAA Workshop & IPM Workshop	\$180,000	\$210,000
Certification Program & CEBoK	\$55,000	\$55,000
Publications	(\$38,000)	(\$50,000)
Membership Dues & Support	\$101,000	\$101,000
Chapter Support	(\$5,000)	(\$3,000)
Advertising, Interest & Misc.	\$16,000	\$16,000
Staffing & Operations	(\$325,000)	(\$325,000)
TOTALS	(\$16,000)	\$7,000

State of Association: Total Asset Changes 2013-2017



	2013	2014	2015	2016	2017
Investments	\$343,415	\$ 276,337	\$ 278,384	\$ 281,591	\$ 285,040
Bank Accounts	\$99,404	\$ 40,503	\$ 195,110	\$ 223,563	\$337,409
Total	\$442,819	\$ 316,840	\$ 473,494	\$ 505,153	\$622,449

Member-Submitted Questions

*State of the cost estimation discipline/industry.
How is our discipline represented in the industry? What
are the newest trends happening in our
discipline/industry?*

Estimating guidelines for Agile development?

- Great ideas for papers in Tampa!
- Check the ICEAA Archives for some of the latest research in the industry

Member-Submitted Questions

I've seen the advertisements for the Finishing School in DC. I think it's a great idea. Any plans to expand that type of offering in other parts of the country?

- We are constantly looking for new innovative ways to serve our members
- We recognize the demand from our members for more training and certification opportunities
- The Finishing School is our latest experiment and we anticipate it's success will be duplicated in many more places

Member-Submitted Questions

*The Workshop in Bristol UK seemed to be a huge success.
When will you do another conference in Europe?*

- Bristol was a huge success, exceeding our expectations significantly
- We would like to do another in Europe in the near future
- Our objective has been to do a Workshop outside the US every four years

Member-Submitted Questions

Based on the membership numbers I've seen, ICEAA's international membership seems to be the fastest part of the organization. What are we doing to serve members outside the US better?

- Absolutely correct. Our chapters and regions in Canada, UK, Europe, and Australia have grown significantly.
- While we think our basic service offerings – CEBoK, Certification, Workshops, the Journal, *ICEAA World*, the website, and the International Business Office are all relevant.
- We recognize that we have work to do. CEBoK needs to be less US-centric, need more training and workshops outside the US, and more collaboration with sister organizations

Member-Submitted Questions

*The ICEEA NW Chapter is inactive.
Is there a plan to revive it?*

- Members of any inactive chapter or from areas with inactive chapters are encouraged to reach out to the ICEAA Business Office
- We are here to help all chapters, active or inactive, with providing the best value for members in your area

Member-Submitted Questions

What plans does ICEAA have for developing training for new / innovative cost analysis methods such as machine learning?

- ICEAA is developing several new training programs and will announce each new topic or our availability to develop more
- Contact iceaa@iceaaonline.org to volunteer in any training program development efforts

Anyone interested in participating in a discussion group on machine learning, please email us!

Member-Submitted Questions

What plans does ICEAA have for engaging early career professionals?

As an assistant professor, I am interested in providing my business students opportunities to find out about and prepare for career opportunities in Cost Estimating. -Thank you!

- Look forward to the release of more videos and materials throughout the rest of the year and into 2019!

Helpful links:

ICEAA International Bylaws & Constitution:

www.iceaaonline.com/about/#govdocs

International Board of Directors meeting minutes and supporting slides:

www.iceaaonline.com/leadership

Chapter Bylaws & Constitutions, and chapter-related policies & procedures:

www.iceaaonline.com/chapters

Review previous years' All-Member Meeting presentations:

www.iceaaonline.com/membership/townhall



Adjourn

Next Annual Meeting – September 2019

www.iceaaonline.com

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