



San Diego Building Engineers Association

Monthly Board Meeting Agenda

Date: June 6th, 2017

Time: 4:00 – 5:30 p.m.

Location: ABM San Diego / 3585 Corporate Court

Attendees:

| | | | | | | | | | | | |
|---|------------------|---|---|---------------------|---|---|------------------|---|---|----------------|---|
| X | Ray Trent | O | | Wayne Harris | E | | Steve Denny | A | | Mike Broyles | A |
| X | Bob Jones | O | X | Jeffery Feist | E | | Michael Cancel | A | X | Mark Scott | A |
| X | Jack Bennings | O | X | Thor Emblem | E | X | Michael Curl | A | X | Sabrina Hansen | A |
| X | Mike McNamara | O | X | Jessica Kalloch | A | | Brian Bloker | A | X | Anita Bertain | A |
| | Wes Dymek | E | | Brooke Laskowsky | A | X | Nicole Nicoletti | A | X | Melanie Bamba | A |
| | Ernie Matteotti | E | X | Barry Garson | A | X | Christy Gramann | A | | | |

Community Outreach:

Chair Person: Jessica Kalloch

22 spots remaining for Feeding America on July 22nd. Sabrina posting to Social Media.

Spots almost filled after push from social media and IFMA partner. 8 spots remaining.

Committee is reaching out to BOC recipients to volunteer/they are required to serve once for the scholarship.

Jessica and Melanie reaching out to assist with Feeding America.

Website:

Chair Person: Mike Broyles

Review Caldiatech IT database migration to Timberlake AI responsive WordPress.

Review of migration seems like it will not achieve needs of association.

Triple bid RFP for new website and possible automatic billing avenues.

Sending to timberlake and star.

Classes posted through August.



Education:

Chair Person: Robert Jones

May, June and July classes have been added to the website. Constant Contact should be set monthly.

Bob Jones to begin sending constant contacts to make sure response is met.

All applications sent out to Andrea Clayton of CAL FIRE. Need follow up, training and test dates.

Bob and Ray to follow up with Cal Fire to complete.

Need to better entice engineers with marketing for classes. PHLS BBQ? Lunch Trainings?

BOC Level 1 start October 3rd.

Registration sent out to trade members.

Treasury:

Chair Person: Jack Bennings

Financial outlook:

Quick books seems to be working well for electronic billing. Feedback?

Anita and Jack have quickbooks working. Good for collecting and sending bills.

Do we need and can we afford additional part time assistance with anything?

Not required at this time with Anita assisting.

Events:

Chair Person: Brian Bloker

December 5th at Tom Ham's for Holiday party. Contract signed....

Feedback for food, drinks, raffle prizes and organization of event all very very good!

Golf tournament winners and sponsors email was an excellent add to 2017 tournament.

Feedback to include more engineers. Ideas on how to do this?

Vendors will need to sponsor and reach out to customers directly.

Feedback that some members paid benefits were not met. Specifically, Albireo.

Announcement and names need to be posted.

Potential building tours?

Nothing solidified.

SeaWorld – Mike McNamara reaching out for availability.

SALK – Mark Scott reaching out for potential interest.

Intuit – Barry Garson reaching out for potential interest.

Partner Sponsors:

Chair Person: Wesley Dymek

Melanie is updating Annual Sponsor Benefits Flyer for 2018 w/new photo and more pro look.



Ray received Melanies flyer, modified and sent out for distribution.
 Need general email sent out to all Allied Members thanking them for their support and participation.
 Nothing done by Wes at this time.

Membership:

Chair Person: Mark Scott

Member user names and passwords for those that don't have them.

Nicole has started this process.

Write up new membership level for "training package" category and cost. After approval of outline and costs for training package, we will need to add to website and potentially make modification to by-laws.

Campaign... Hotel Association has dissolved. Hotel engineers should know about SDBEA opportunities.

Barry unable to make any progress at this time.

Secretary Update:

Chair Person: Mike McNamara

We will need to identify who has interest in becoming new secretary. Anita or Melanie temporarily.

Ray taking notes for now. Derek Flanders is good candidate.

If you know anyone else who may be interested let us know. We need more engineers on the board.

Communications Committee:

Sabrina posting Feeding America event to social media.

New Business:

What engineers are interested in becoming board members?

Derek Flanders

Mike Baldelomar

Al Luna

John Gibson

Derek Lawrence

David Gutierrez

| | | |
|---|---------------------|----------|
| 1 | Albireo Energy | PLATINUM |
| 2 | Jackson and Blanc | PLATINUM |
| | | |
| 1 | Applied Restoration | GOLD |



| | | |
|----|--------------------------------|--------|
| 2 | Barrett Pump | GOLD |
| 4 | Countywide Mechanical | GOLD |
| 7 | HARBRO | GOLD |
| 8 | Hawthorn Power Systems | GOLD |
| 9 | J&M Keystone | GOLD |
| 10 | MIC Treatment | GOLD |
| 11 | Pacific Rim Mechanical | GOLD |
| 12 | Pipe Trades | GOLD |
| 13 | SDG&E/SEMPRA | GOLD |
| 14 | SD Mechanical Energy | GOLD |
| 15 | Siemens | GOLD |
| 16 | Trane | GOLD |
| 17 | Western Fire Protection | GOLD |
| 18 | Western Speciality Contracting | GOLD |
| 19 | Yardi Systems | GOLD |
| | | |
| 1 | ABM Onsite Services | SILVER |
| 2 | A. O. Reed | SILVER |
| 3 | Bill Howe Plumbing | SILVER |
| 4 | Paragon Engineering | SILVER |
| 5 | Regency Lighting | SILVER |
| 6 | SI Testing | SILVER |
| 7 | Steele Plumbing | SILVER |

| <u>2017</u> Revenue | <u>2016</u> Revenue | <u>2015</u> Revenue | <u>2014</u> Revenue | <u>2013</u> Revenue | <u>2012</u> Revenue |
|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|
| 2 Plat 19 Gold | 1 Plat 16 Gold | 1 Plat 13 Gold | 2 Plat 14 Gold | 1 Plat 11 Gold | 1 Plat 4 Gold |



| | | | | | |
|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| 6 Silver | 9 Silver | 5 Silver | 6 Silver | 5 Silver | 6 Silver |
| Total: \$48.3K | Total: \$45.1K | Total: \$35.5K | Total: \$43.4K | Total: \$31.5K | Total: \$18.4k |

