

TURNING *point*



VOLUME 24 ISSUE 8

WOMEN CONSTRUCTION OWNERS & EXECUTIVES, USA

October 2007

Message from the President

By Deborah E.G. Wilder

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September and October were busy months for WCOE. Ginny Douglas is now up to speed as our new executive director and we had a fabulous meeting in New York City. Special thanks to Nancy Goshow for hosting the cocktail reception and board meeting. We had fabulous speakers and I know of at least two members that left the meeting with a good potential for contracts with our speakers from the entertainment industry. How great is that.... Come to a WCOE meeting and walk away with a contract!!!!

A special thank you also goes to Arnice Lamb for arranging for the speakers from the Walt Disney Company and NBC-Universal and to Caryn Boisen for arranging the speakers from the American Arbitration Association. More updates on the MidYear meeting in the next issue of Turning Point.

Be sure to Save the Date for **March 16-18 in Washington D.C.** for the WCOE, USA Annual Meeting. We are returning to the fabulous Willard Hotel and already have a great tentative agenda. Please come and bring a friend. D.C. is always a great place to visit.

Some new things on the horizon. WCOE is launching their Corporate Alliance Program (CAP) this month encouraging corporations to partner with us at a higher level (\$5,000-\$25,000). This includes a separate advisory board of CAP members to discuss greater contract opportunities with WCOE members and future growth of the association. If you work closely with any large corporations, please be sure to let us know (info@wcoeusa.org).

The WCOE Board of Directors also decided to launch a platinum level membership. Take a look for the article on platinum membership later in the Turning Point.

WCOE

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Quote of the Month

"I shall tell you a great secret my friend. Do not wait for the last judgment, it takes place every day. Millions long for immortality who do not know what to do with themselves on a rainy Sunday afternoon. "

Albert Camus and Susan Ertz

United States Department of State - Overseas Building Operations Industry Advisory Panel, September 20, 2007

By: Kristine Cook Lindsey

The Industry Advisory Panel to Overseas Building Operations (OBO), which meets quarterly, was put in place as a forum for the exchange of information between OBO (the agency) and industry. As background, OBO is the Bureau of the State Department that is charged with the day-to-day management of design and engineering, construction, operations and management, sale and acquisition, and planning and programming for properties owned and leased by the United States around the world. These properties number more than 17,000. Since 2001 Ret. Major General Charles E. Williams has headed OBO. During General Williams' tenure 52 new facilities have been constructed and almost 15,000 State Department employees have been moved into facilities aboard that properly provide for a safe and secure work environment. OBO has also gone to a Standard Embassy Design under General Williams' leadership. During this same time period OBO created the Industry Advisory Panel.

I attended my first Industry Advisory Panel meeting on September 20, 2007, as a spectator. I found the event interesting and worthwhile. I sat in the room with 49 other invited guest and watched the presentations and panel discussion between General Williams, other OBO staff members and eight (8) Industry Advisory Panelists. Each Panelist represents an Association that has a construction industry focus, for example AGC, AIA and WCOE have representatives on the Panel. Nancy Goshow our Northeast Regional Director currently represents WCOE on the panel. Ida Brooker, WCOE's immediate past President, was formerly a member of the Panel. As a spectator you take your lunch with the rest of the spectators in the cafeteria, which affords you the opportunity to network with others that are interested in OBO and doing work with them. As a member of the Panel you are assigned a topic on which to speak and present to General Williams and OBO staff that are participating and you eat lunch with General Williams and the OBO panelists and speakers.

The Panel session began with a presentation by General Williams followed by the presentations and discussion sessions on the various topics on the agenda. The topics discussed included: (1) What is new in HVAC systems; (2) What is new in value engineering; (3) What is new in sustainable and environmental design; and (4) What is new in property acquisition and disposition. Each of the agenda topics discussions begins with a presentation by OBO staff followed by a presentation by one or more Panelists previously assigned to the topic and ends with a questions and answer period. As a spectator you do not participate in the discussion or questions and answer periods. Most of the presentation materials were not available to the spectators during the session. However, the presentations of General Williams and OBO staff from the September 20, 2007 Panel are already posted on the State Department website.

These sessions are interesting if you are interested in doing business with OBO. This is one of the ways to research the agency. The presentations by the OBO staff members relate to their various initiatives within the department. They provide foresight into the direction that OBO is going on future building projects. They still have a lot of buildings to construct and many more to maintain. It is noteworthy that OBO does not do its own contracting. That is done by various contracting officers assigned to OBO in another branch of the State Department. The OBO staff that are involved in the Panel are responsible to issues relating to the creation of the performance specifications for OBO.

What did I learn from attending the Industry Advisory Panel? Among many other things, I learned that OBO wants to go "Green" and that they are focusing on certain methods such as LEEDs certification to get there and that they are changing to air-cooled from water-cooled HVAC systems. I also had some time to meet some new people in OBO and make come more industry contacts. All in all I felt it was time well spent.

It's Time For r3: Regulatory Review and Reform

By Thomas M. Sullivan, Chief Counsel for Advocacy, Office of Advocacy
U.S. Small Business Administration

At a price tag of over \$1 trillion annually, federal regulations now cost more per household than healthcare. And, small business owners bear the brunt of government mandates as they pay 45 percent more per employee than big businesses do. Now, there is a way to try to lighten that load.

The Regulatory Review and Reform (r3) initiative run by the Office of Advocacy of the U.S. Small Business Administration (SBA) encourages federal agencies to reduce the burden of existing regulations on small business. **The SBA wants to hear from you about what regulations need to be modified, changed...eliminated.**

A recent Government Accountability Office (GAO) report documented the need for more public participation and transparency in federal agencies' review of existing regulations. The report spotlighted agencies' compliance with section 610 of the Regulatory Flexibility Act (RFA), which mandates that agencies periodically examine their existing regulations and consider ways to minimize the burden on small business.

The GAO found that agency implementation of section 610 review often suffers from a lack of clear standards, insufficient public participation, and inadequate communication of the results to stakeholders.

The Office of Advocacy's r3 initiative addresses these issues by offering agencies training on implementation of section 610 of the RFA, soliciting recommendations from the small business community on rules to review, and providing public updates on the status of agency reviews.

We encourage small business owners to nominate federal regulations needing review and reform by reaching us through the r3 web site at www.sba.gov/advo/r3.

At over \$1.1 trillion per year, the cumulative burden of complying with federal regulations has reached a critical point. The Office of Advocacy is committed to doing something about it. With your help and r3 nominations, we will.

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Thomas M. Sullivan is the Chief Counsel for Advocacy, Office of Advocacy, U.S. Small Business Administration. He can be reached at (202) 205-6533.

Jennifer Dunn will be missed

By Ida Brooker

WCOE lost a cherished friend with the untimely death of former Congresswoman Jennifer Dunn, who died on September 5 after collapsing from a pulmonary embolism at her Alexandria, Virginia, home. She was 66.

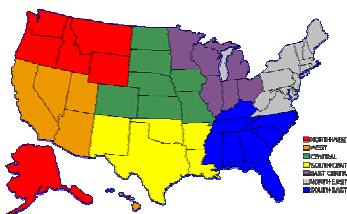
She leaves a legacy of historic achievements, including her ascension in the U.S. House to the highest ranking leadership post ever held by a Republican congresswoman, that of GOP Conference vice chair. Former Congresswoman Dunn was first elected to the U.S. House from Washington State's 8th Congressional District in 1992, which, by the way, is my district. She retired from that post at the end of 2005, when she joined a Washington, D.C. lobbying firm.

She not only supported WCOE on many of our issues but was actively supportive of women in politics as well as the business community. She has passed down many of her finest qualities and many of her positions on issues to her son, Reagan Dunn. Should he choose to transition from local to national politics he will be a welcome supporter to WCOE and the issues that we believe to be beneficial to women in business.

In lieu of flowers her family has asked that donations be made to the Jennifer Dunn-Thomson Fund for America's Future, which will be established in Washington, D.C. to provide scholarships to young political leaders. Donations can be sent to: The Jennifer Dunn-Thomson Foundation for America's Future, P.O. Box 40110, Bellevue, WA 98015

Former Congresswoman Dunn was an outstanding centrist Republican. She was a lifelong trailblazer and role model for American women, and she will be greatly missed by us all.

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Platinum Membership Category for WCOE Members

At the WCOE Board Meeting in New York this past week, the Board voted to establish a higher level of membership category for WCOE members who want more from the association. The platinum membership, level set at \$1,000 per member, will include an extra set of benefits:

- Logo and weblink service directly from the public section of WCOE website to company.
- Company featured on the WCOE Website
- One on one match-making opportunities with CAP partners.
- First option to attend overseas trade missions. (something that some members have now asked for)
- Recognition at WCOE events and at trade shows where WCOE has a booth (opportunity to market their company as a WCOE member)

Upcoming Events

Eco Build Conference- Dec. 10-13 - Washington DC

www.ecobuildfall.com

Discounts to WCOE members who register before November 9, 2007.

World of Concrete- Jan 21-15

Las Vegas, Nevada.

Stop by the WCOE Booth in the Exhibit Hall

ABC Annual Conference- Puerto Rico March 5-8

www.abc.org

SAVE the DATE

**WCOE Annual Meeting March 6-18
Willard Hotel Washington DC**

(If you know of events, that you would like to see added to this section of the TurningPoint, please email the information to Ginny Douglas, Executive Director at: info@wcoeusa.org)

New Marketing Services for All WCOE Members

WCOE will be expanding marketing opportunities for all WCOE members by providing the option of allowing members to post certain information on the “public section” of the webpage. Information will be distributed to members by email in the coming month. Whether you list your company information on the “public section” (as opposed to the members only section) of the website is purely at your option. Stay tuned for more information.
