

Annual Report 2005

This past year we welcomed a new sponsoring organization to our board, Colorado Association of Geotechnical Engineers (CAGE), is represented by Joe Cesare, PE. We appreciate their support, insight and dedication.

The first QBS presentation given was early in 2005 in conjunction with CTL Thompson to the Colorado Springs Purchasing Department. Our board member educated the attendees with our informative PowerPoint presentation and answered many questions. The feedback received was quite favorable.

We also participated in the annual Winter Conference sponsored by the Colorado Association of School Executives (CASE.) Unfortunately, we did not have good booth visibility resulting in poor traffic/interest. This was the third year we took booth space with CASE and it was decided that continuing with that conference is cost prohibitive.

A presentation was made to a joint meeting of the Northern Chapter of the Professional Engineers of Colorado (PEC) and the members of the Northern Branch of the American Society of Civil Engineers (ASCE). There was great interest expressed and many questions by the audience.

The Board agrees that presentations to smaller, professional organizations is significantly more productive than obtaining booth space at conferences and trade shows. Securing those presentation times is a challenge and we continue to make those contacts.

Through the generosity of our Directors and their companies QBSColorado had a presence at the following conferences: Rocky Mountain Governmental Purchasing Agency, Special District Association, SW Regional Conference of the National Society of Professional Engineers, American Public Works Association's Managers Conference and the Colorado Association of School Boards.

QBSColorado is watchful of RFP's that include bids. When one is found we immediately send our educational notebook, *Successful Projects*, along with an explanatory letter to those organizations requesting bids. Those mailings are followed-up with a telephone call. We have contacted a number of agencies including: the City of Arvada, City of Pueblo - Public Works, Arapahoe County - Dept. of Finance/Purchasing, Auraria Higher Education Center, City of Grand Junction - Purchasing, City of Federal Heights, Architectural Resource Consultants for Summit County School District, Colorado Springs Utilities and the City of Brighton.

We have an ongoing list comprised of agencies and municipalities that "do and don't" practice Qualifications Based Selection. It was requested of each of our sponsoring organizations to poll their members, via email, in order that we have the most complete list available. Responses were added to our list and one of our goals for 2006 is to begin contacting the "offenders."

QBS*Colorado* advertisements were placed in the ACEC Colorado annual directory, the AIA Colorado annual directory and the Colorado Municipal League annual directory. In addition, we have space in the premier issue of *Case Magazine*. These publications will reach the desks of over 6000 Colorado design professionals and decision makers.

In keeping up with the ever changing world of technology and eye catching graphics we redesigned our brochure, business cards, letterhead and are currently working on display boards and our website.

We did a mass mailing of our new brochure and newsletter in 2004. The targeted audience was over 700 Public Works Directors, Utilities Directors, Purchasing Agents, County Engineers, Commissioners and Managers. To keep our name and mission in front of those individuals a second mailing of our brochure and 2005 newsletter to new/replacement employees and elected officials took place in late fall of 2005.

Each year we give our QBS*Colorado* award to a deserving county, city, municipality, public or private agency who show exemplary commitment in practicing Qualifications Based Selection. The 2005 winner was Weld County.

QBS*Colorado* will continue to educate on the merits of choosing design professionals based on their qualifications, not on the lowest bid. We thank each of our sponsoring organizations for their financial contribution as well as in-kind support.