



2020-2021 Region Business Plan and Budget Report

HQ USE ONLY

Received date:

Region:

Approved:

Completed budget and financial information is due to National by December 15, 2020. Please address all requested sections.

Region Name: New England

Section 1: Business Plan

Please provide the following information based on your 2020 activities and experiences.

- 1) What were the overall challenges you faced (up to three) in 2020 and how did you address each?

Challenge	How Challenge was Addressed
Overall use and acceptance of DB in the region	We were scheduled to host a PDB course in March and had 10 public-sector owners committed to attend. The course was cancelled due to COVID-19 but will be rescheduled this year.
Member engagement and participation on the regional Board and Committees.	Outreach at our annual awards event in January resulted in 4 members volunteering to get involved on the Board and Committees. A similar outreach this year has resulted in several more potential committee members.
Membership	Need further input from National on value proposition- what is National doing to support Regions

- 2) What was the Region's major success in 2020 and why? Additionally, please explain how you measured success.

Awards Dinner continues to be major program to recognize Design build achievement in New England

- 3) While COVID-19 presented challenges for us all, it also presented opportunities for us to learn and grow. DBIA National discovered several ways that we can enhance operations in a post-COVID world based on changes forced upon us during COVID. Has COVID-19 provided any "lessons learned" for the Region that you believe will help you in a post-COVID environment? Better access comes at a cost of less opportunities for social interaction.

Section 2: Strategic Plan Implementation

Based on the 2019-2021 DBIA Strategic Plan (See Last Page), please list and organize the region's major plans/events for 2021 by the strategic objectives (Stimulate, Educate, Evolve). National would like to collate this information and utilize for future strategic discussions and initiatives.

- 1) STIMULATE
- ❖ Share success stories - Awards Dinner
 - ❖ Share success stories - Monthly Website

- ❖ Design Build Heros- Highlight Individual Achievements - Pioneers, Past Presidents list

2) EDUCATE

- ❖ Progressive DB – concern in the industry related to LS DB
- ❖ More collaboration with other regions – Monthly Travelling Virtual Event
- ❖ How and where is design build being taught at New England College Campuses?

3) EVOLVE

- ❖ Tracking of Future DB projects - Database – does National track this information.
- ❖ Design Build Data Base of Projects in New England, Largest Projects list
- ❖ Greater Collaboration with National Design Build Firms with presence in New England

Section 3: Region and National Synergy

To support and strengthen the partnership between National and the Regions, we would appreciate the opportunity to participate in an event for each region in 2021. Please list as many events as you would like and provide the following information to assist us in identifying the key opportunities to support your region and achieve this goal.

- Event name: Awards Dinner
- Event purpose: Recognize and celebrate design/build projects in the region.
- Date/location: January 2022
- *Staff/National Board Member Requested: Lisa Washington
- What role do you anticipate the national representative to play in support of your event? National Update

*We cannot guarantee the individual requested will be able to attend but will do our best to accommodate all request

Section 4: Region & Chapter Events

- 1) Please attach a list of events held in 2020. attached
- 2) Please provide a list of planned events for 2021. Under development

Section 5: Budget

Please provide the following information regarding the Region's budget and current financial standing. We understand the COVID-19 may have resulted in you officially reforecasting your approved budget. If your Board officially revised your budget as a result of COVID, please compare your "forecast" instead of your original budget, and compare your actual to your reforecast.

- 1) Region Board approved budget for 2021 (in Excel). Attached
- 2) Current year to date comparison of 2020 budget vs. actual. Attached
- 3) Statement of assets and liabilities. Our current bank account balance is approximately \$35,000 with no liabilities.

Section 5: Region and Chapter Leaders Report

Please provide a current listing of ALL Region leader members with contact (email and phone) and term expiration information. **All volunteers must be members in good standing with DBIA*

Region Leadership

Region Executive

Position	Name	Term Expire	Email	Phone
President	Emad Elsakka	1/2022	eelsakka@nitscheng.com	857.206.8687
Vice-President	Andrew White	1/2022	Andrew.White@jacobs.com	617.532.4291
Secretary	Open			
Treasurer	Kurt Van Heiningen	1/2022	VanHeiningenKT@cdmsmith.com	860.808.2282

Region Committee Chairs

Committee	Chair Name	Term Expire	Email	Phone
Membership	Rod Shaffert	1/2022	rodshaffert@gmail.com	508.344.1937
Legislative	Matthew G Feher	1/2022		617.654.1818
Programs/Events	Brandon Graska	1/2022	bgraska@pda2000.com	617.756.4643

*Additional region leaders may be reported via attachment

Chapter Leadership

Please provide a current listing of ALL Chapter leader members with contact (email and phone) and term expiration information. **All volunteers must be members in good standing with DBIA*

Chapter Name:
Chapter Territory:

Chapter Leadership

Position	Name	Term Expire	Email	Phone
President				
Vice-President				
Secretary				
Treasurer				

Chapter Committee Chairs

Chapter standing committees have been listed below. Chapters may also establish ad-hoc committees to pursue objectives of the Chapter. Please use space provided to report chapter ad-hoc committee chairs to National.

Committee	Chair Name	Term Expire	Email	Phone
Legislative				
Membership				
Programs/Events				
Sponsorship/Financial				

*Additional chapter committee chairs may be reported via attachment

Chapter Name:
Chapter Territory:

Chapter Leadership

Position	Name	Term Expire	Email	Phone
President				
Vice-President				
Secretary				
Treasurer				

Chapter Committee Chairs

Committee	Chair Name	Term Expire	Email	Phone

Legislative				
Membership				
Programs/Events				
Sponsorship/Financial				

Chapter Name:

Chapter Territory:

Chapter Leadership

Position	Name	Term Expire	Email	Phone
President				
Vice-President				
Secretary				
Treasurer				

Chapter Committee Chairs

Committee	Chair Name	Term Expire	Email	Phone
Legislative				
Membership				
Programs/Events				
Sponsorship/Financial				

Chapter Name:

Chapter Territory:

Chapter Leadership

Position	Name	Term Expire	Email	Phone
President				
Vice-President				
Secretary				
Treasurer				

Chapter Committee Chairs

Committee	Chair Name	Term Expire	Email	Phone
Legislative				
Membership				
Programs/Events				
Sponsorship/Financial				

2019–2021 DBIA Strategic Direction

SEE THE DBIA DIFFERENCE

Continue moving DBIA forward as a high-performance organization committed to the advocacy of Design-Build Done Right™ across public and private market sectors and advancing collaboration and integration of all project teams.

Stimulate

Exalt the Critical Role of the Entire Team

- Highlight key success factors for designers, specialty contractors, consultants and suppliers.
- Define essential processes that support the single point of responsibility contract.
- Leverage design-build variations.

Drive Consistent Messaging

- Develop and package multiple methods for delivering our message.
- Engage Regions, Chapters and members in delivering the message and unify the voice of Design-Build Done Right.

Expand Markets Served

- Deliver market-specific value.
- Participate in key strategic alliances.
- Drive widespread and flexible legislative authority.
- Promote the use of design-build in the private sector.

Educate

Emphasize the Impact of Design-Build Done Right™

- Demonstrate how best practices facilitate success.
- Promote Design Excellence by establishing the broad range of successful outcomes above and beyond schedule and cost.
- Demonstrate real-world successes.

Distinguish Design-Build Approaches

- Clarify characteristics of design-build procurement options.
- Define success.
- Develop resources and tools to guide Owner decision-making.

Deepen Professional Development

- Provide tiered education ranging from basic to advanced.
- Increase university-level awareness and use of DBIA curriculum.
- Diversify the pool of approved instructors.

Evolve

Reinforce the Brand

- Be the "Design-Build Authority".
- Continually assess the business climate and trends (funding, technology, economy, environment, political landscape, workforce issues, etc.).
- Leverage market trends and studies to support the value of design-build.

Transform Membership Value

- Enhance member and customer satisfaction.
- Engage and grow student and young professional members.
- Define "Region success" and develop a roadmap by aligning Region, Chapter and National goals/strategies.
- Revise and streamline the membership dues structure.

Grow Owner Engagement

- Diversify Owner involvement.
- Influence Owners' preference for DBIA-certified professionals on project teams.
- Increase Owner participation at the Region and Chapter levels.
- Create innovative opportunities for Owner-to-Owner engagement.