

# **Central Ohio Chapter Meeting #1: Risky Business**

February 27<sup>th</sup>, 2019

# Agenda

- 🕒 4:30 **Arrival and Welcome**
- 🕒 4:35 **Introduction, About Cogence**
- 🕒 4:40 **The Facts About Risk**
- 🕒 4:45 **Three Meeting Format**
- 🕒 4:50 **Table Top Discussion**
- 🕒 5:40 **Report Out**
- 🕒 6:15 **Plus / Delta**
- 🕒 6:20 **Questions, Housekeeping, and Next Steps**
- 🕒 6:30 **Networking: Light Hors D'oeuvres and Beverages**

# Mission + Purpose

**Cogence** *(Latin)*

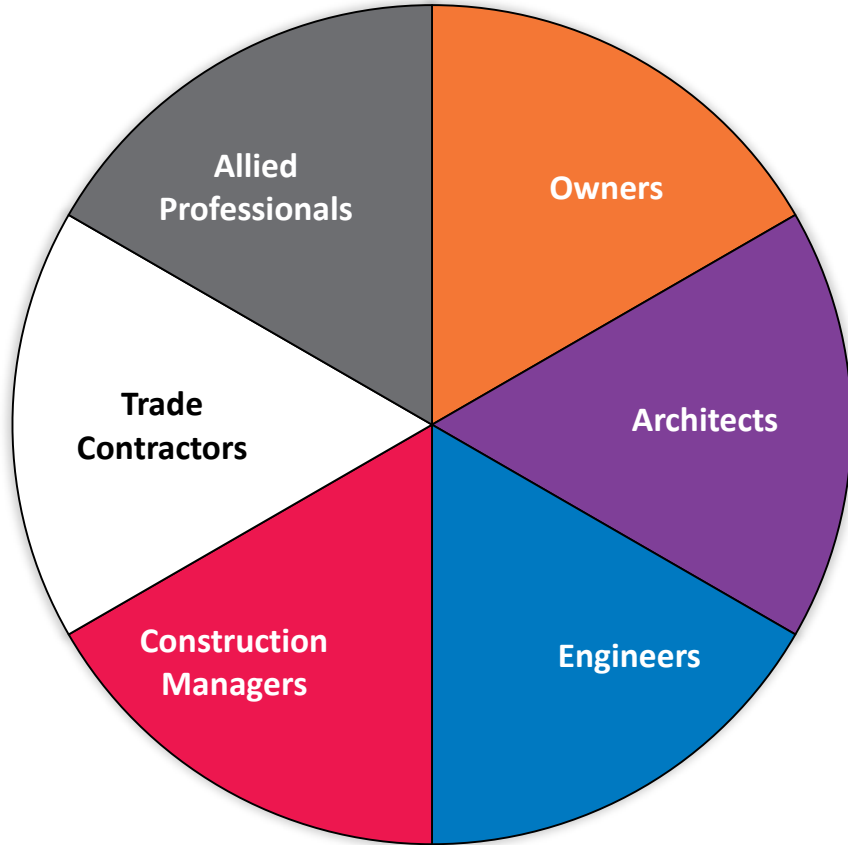
**“To drive together” or “Thinking that is well organized”**

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The purpose of the Alliance is to bring Owners and Developers, Architects and Engineers, Construction Managers and Contractors, and Allied Industry Professionals together to **advocate** and be a **resource** for improved project delivery.

For more information visit us at [www.cogence.org](http://www.cogence.org)

# Drive Together



**Balanced Voice**

**As a partner of COGENCE Alliance:**

- **Affect and influence change in your organization and the market**
- **Work collaboratively and committedly with other Partners to meet the goals of change in the industry**
- **Avoid the promotion of special interest**
- **Not a Business Development Meeting**
- **Be a resource**

**To Be a Partner**



# FACTS ABOUT RISK

# XL Catlin's Design Professional Insurance



## Risk Drivers

**Two classifications of causes leading to a loss prevention file or a claim being made**

- 1) TECHNICAL**
- 2) NON-TECHNICAL**



# XL Catlin's Design Professional Insurance



## Proprietary Research

**7** out of **10**  
claims

have non-technical factors that contribute  
to technical errors

# Six Top Non-Technical Risk Drivers

1. Client Selection
2. Construction Phase Services
3. Project Team Capabilities
4. Communication
5. Negotiations & Contracts
6. Quality Management





# Highest claims count?

1. Client Selection
2. Construction Phase Services
3. Project Team Capabilities
4. Communication
5. Negotiations & Contracts
6. Quality Management

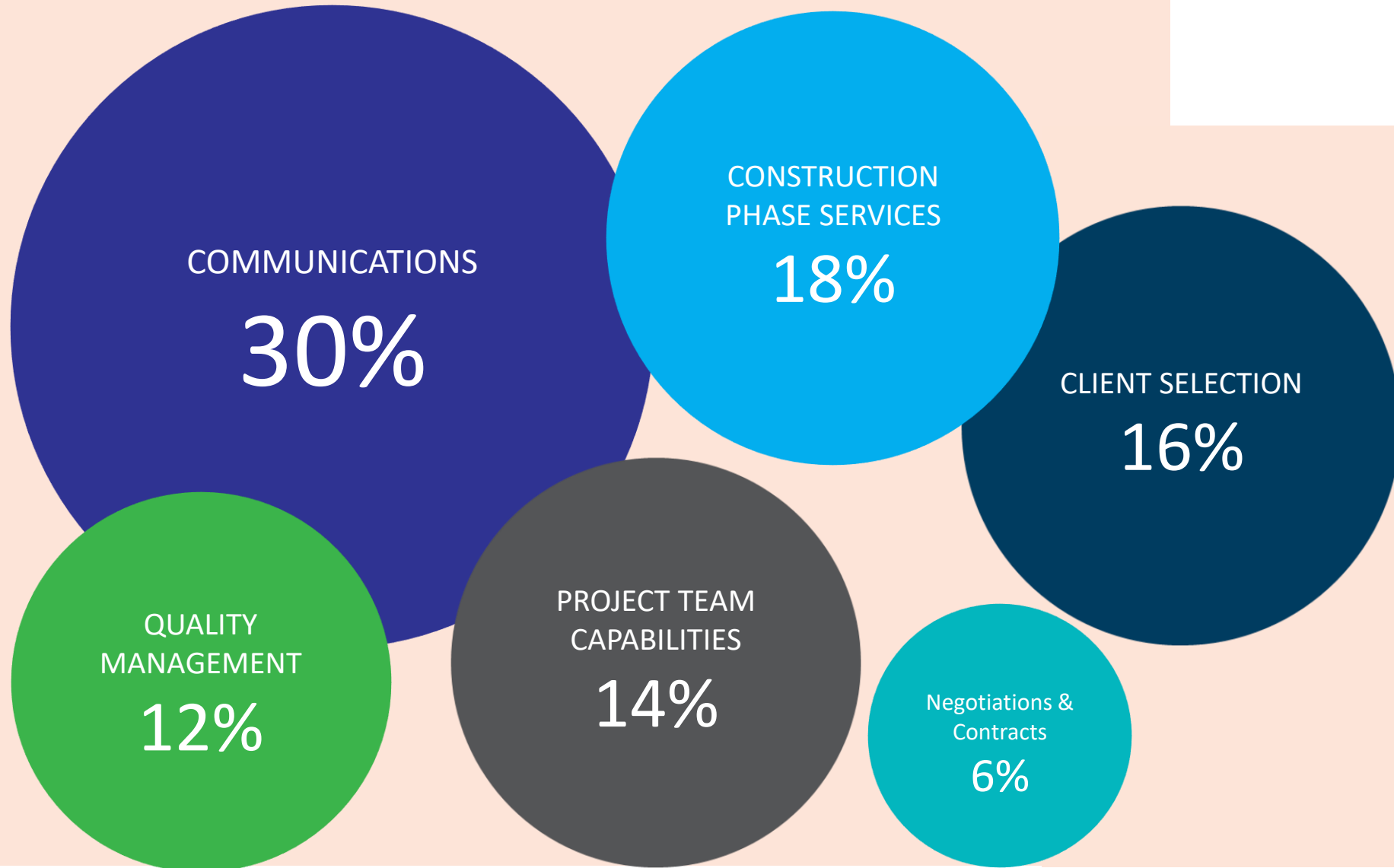
Which Risk Driver  
occurs most  
frequently?



**If you chose 4  
you are correct!**

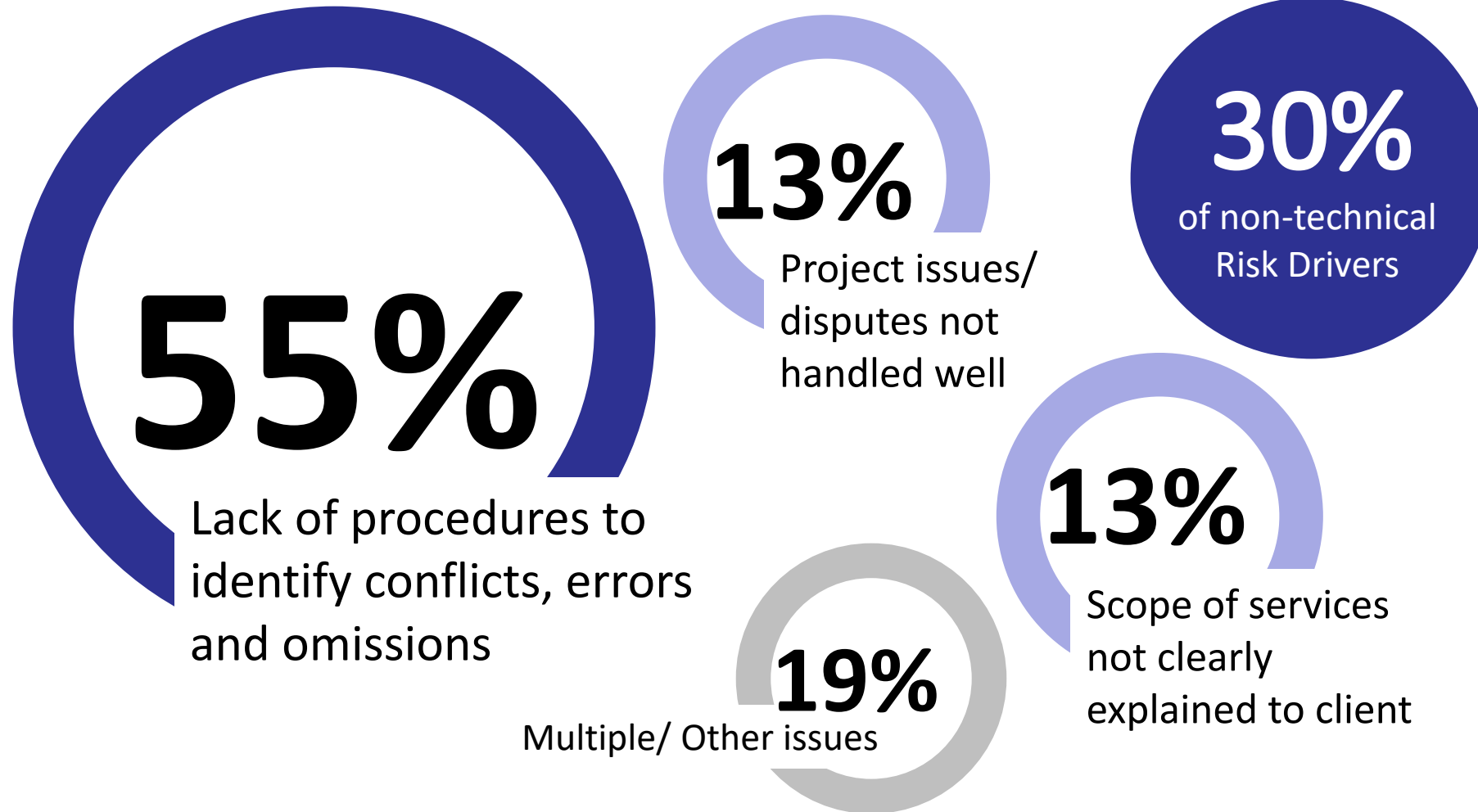
30% of claims are affected  
by Communication issues

# Risk Drivers 2.0 by claims count

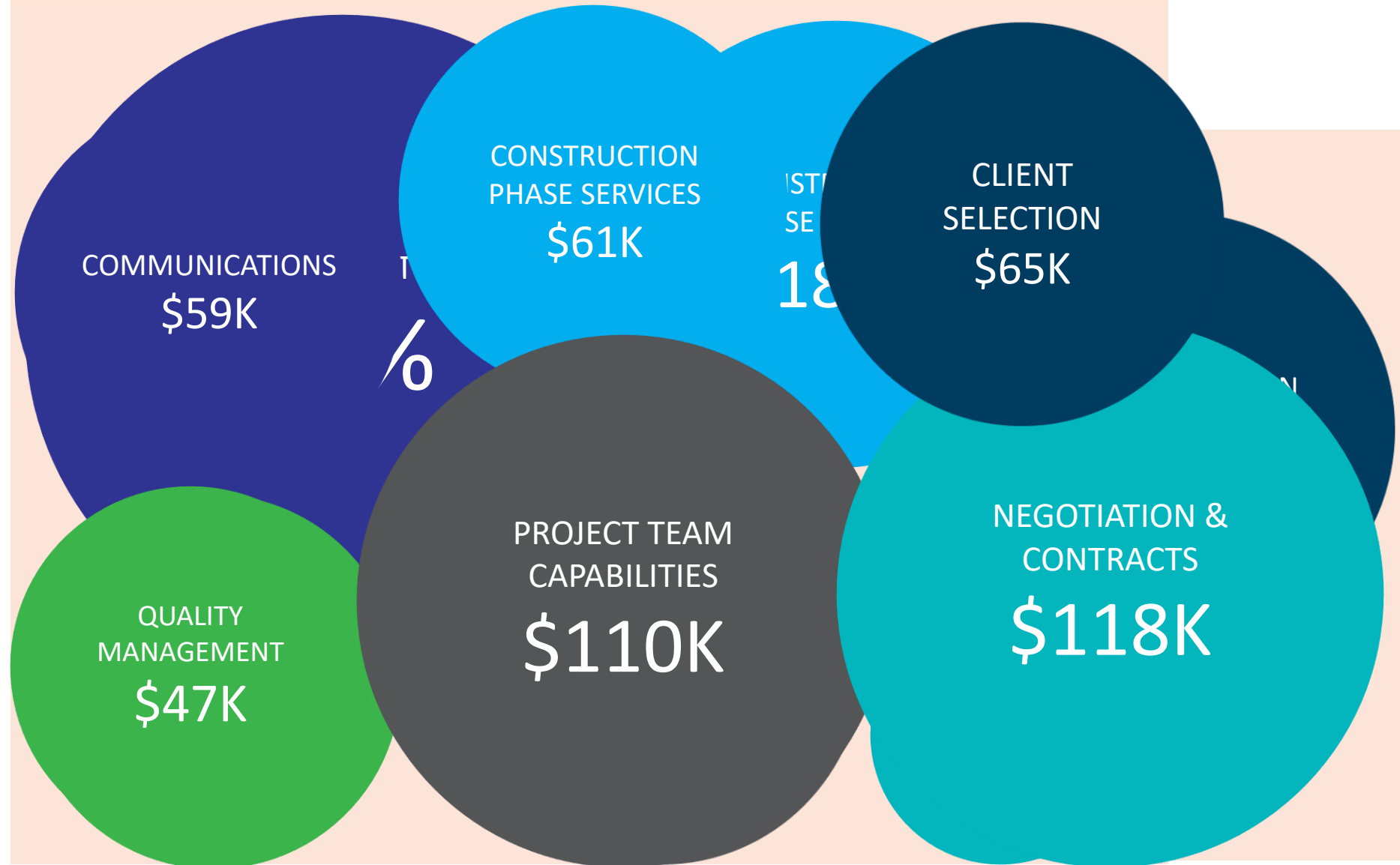


Risk Drivers (No. 1 by claims count)

## Communications

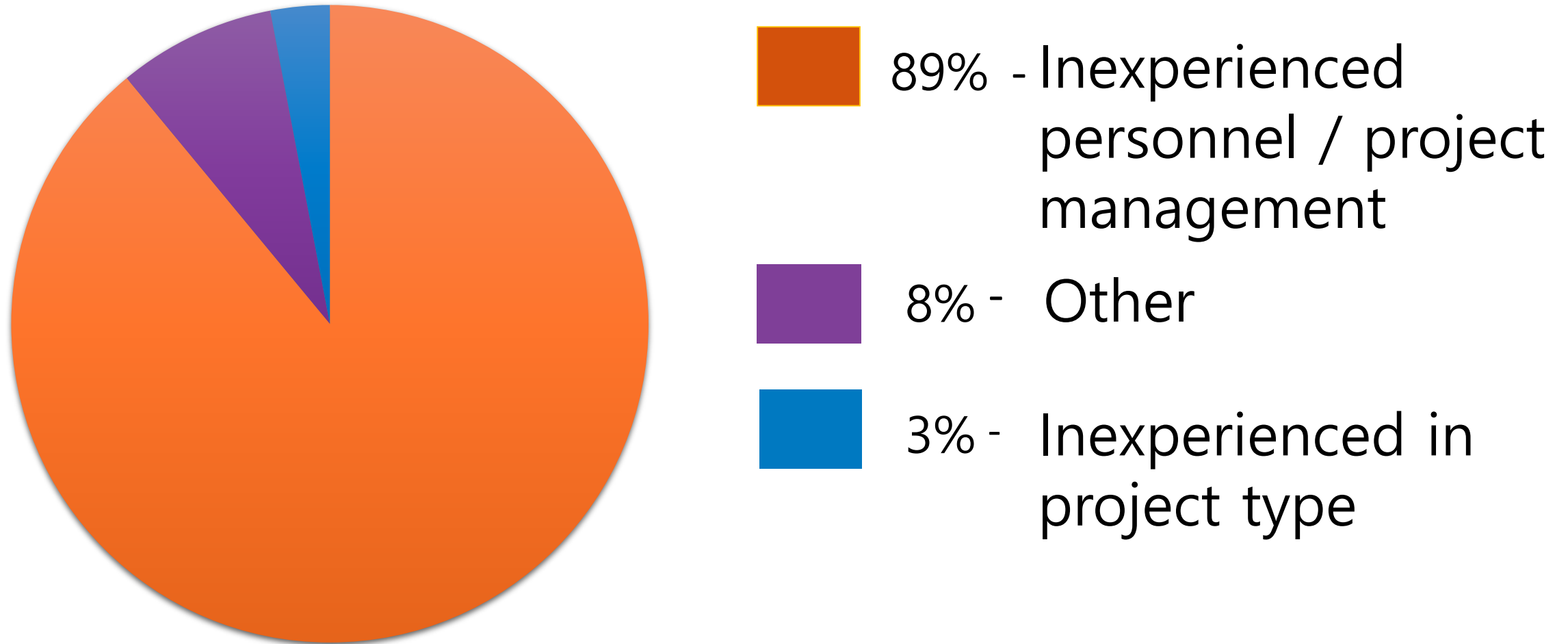


# Risk Drivers by mean cost



Risk Drivers (No. 2 by mean cost)

# Project Team Capabilities



# Negotiation and Contract Issues



- 46% - Unclear or inappropriate scope
- 26% - Contract not reviewed, executed, and/or understood by team
- 16% - No formal project evaluation
- 7% - Other
- 5% - No contingency fund



**ENGAGE.  
TRANSFORM.  
WIN.**



## Meeting #1 DISCOVERY

Work in Silos

Identify Risks

Categorize Risks

## Meeting #2 ASSESSMENT

Work in Silos

Identify When Risk  
Occurs

Identify the  
Importance of the  
Risk

Prioritize Risks

## Meeting #3 SOLUTIONS

Work  
Collaboratively

Identify Ways to  
Reduce or Eliminate  
Risks

### **Deliverable:**

- White Paper on Findings and Recommendations

## Meeting #1 DISCOVERY

Work in Silos

Identify Risks

Categorize Risks

**Identify the risks your organization/firm has experienced and discuss examples of how these risks present themselves – what keeps you up at night?**

*For consistency, assume a mid-sized project using CMR delivery method*

# Report Out

## Meeting #1 DISCOVERY

Work in Silos

Identify Risks

Categorize Risks

## 8 Risk Categories:

1. Leadership
2. Communication
3. Failed Expectations
4. Contract Issues
5. Financial
6. Project Management
7. Quality
8. Other?

# Plus / Delta

# Many Thanks!

## Central Ohio Formation Committee

- Tom Garske, Borrer Construction Co.
- Jennifer Horvath, DesignGroup
- Ed Keener, Korda/Nemeth Engineering
- Stephen Metz, SMBH Engineers
- Sherm Moreland, DesignGroup
- Jeff Ortman, HAWA Engineers
- Randy Sleeper, Bruner Corporation
- Monica Wangler, Hammes Company
- Tim Gusler, Messer Construction
- Angela Kolosky, DesignGroup

# Being a Partner, What Do You Get?

- ◉ Bi-monthly Partner Roundtables
  - » Substantive, Challenging, Honest Dialogue
- ◉ Larger Seminar Events
- ◉ Guest Facilitators
- ◉ Access to Industry Experts
- ◉ Influence Industry Change and Improvement
- ◉ Committee Opportunities
- ◉ Emerging Leader Development Opportunity
- ◉ Access to Resources



<https://cogence.org/>

# When Is The Next Meeting?

## **COGENCE Central Ohio Chapter Meeting #2, Risk Assessment**

Wednesday May 1<sup>st</sup>, 2019

4:30pm -6:30pm

(Light hors d'oeuvres and drinks following the program)

The Idea Foundry (TBD)

421 W State Street, Columbus, Ohio

# Central Ohio Chapter

## 2019 Meeting Schedule

February 27

**Risk (Discovery)**

May 1

**Risk (Assessment)**

July 17

**Risk (Solutions)**

September 18

**TBD**

November 20

**TBD**

### Potential Future Topics:

- Leadership
- Culture of Communication
- Failed Expectations
- Contracts
- Teamwork
- Budget Management
- Project Management
- Quality

All meetings are 4:30 PM to 6:30 PM, tentative location = The Idea Foundry, Columbus, Ohio

# **What is the Cost of Membership? How Do I Join?**

**Annual Dues = \$500**

- 1. Fill out the Commitment Letter on your table**
- 2. Give the form to Bonnie (or a member of the formation committee) before you leave**
- 3. You will receive an email with the ability to pay annual dues on-line**

# How Do I Serve?

## Future Structure

- BOD Oversight
- Communication Committee
- Program Committee
- Resource Committee
- Partnership Committee
- Advocacy Committee

**If you would like to support the mission of Cogence by serving on a committee, please see a member of the Formation Committee**



**THE  
FUTURE  
DEPENDS  
ON US.**