



**Meeting Date: February 21, 2018**

**Location: Webber's Inn**  
3050 Jackson Road, Ann Arbor, MI  
(734) 769-2500

**Time: 6:00 to 6:30 PM, Registration, Networking**  
**6:30 to 7:15 PM Dinner**  
**7:15 to 8:15 PM Program**

Cost: \$25 for Program and Dinner. **Students are FREE!**

**Reservation: Email [aacegreatlakes@gmail.com](mailto:aacegreatlakes@gmail.com) denoting on-site or Web Ex attendance**  
**Please RSVP before noon on February 16, 2018.**

**Joint Meeting with Washtenaw Contractors Association**  
**Delivering Predictability through Earned Value Management on Target Price Contracts**  
**Presenters: Neal Dreisig and Brennan Cagney**

Neal Dreisig is a Project Controls Manager for Consumers Energy in their Major Projects group. Neal is a graduate of Michigan State University with a degree in Construction Management, is a certified Project Management Professional (PMP) and is currently attending graduate school for a degree in Management and Finance. He has over 11 years of experience in project controls and project engineering performing estimating, scheduling, risk analysis, and cost engineering duties within the utility, commercial and automotive sectors. Neal has experience from both the contractor and owner's perspective.

Brennan Cagney is a Director for Administrative Controls Management, Inc. He holds a degree in Mechanical Engineering from Michigan State University and is a Certified Cost Professional (CCP). He has spent the majority of his career supporting large capital projects and outages in heavy industrial settings including refineries and power plants. Brennan has over 12 years of project controls experience in cost, schedule, and risk management.

A primary objective of cost engineering is to provide predictability in the face of uncertainty. In the time sensitive environment of many industrial companies, projects must proceed in the face of this uncertainty to meet customer demands such as predictable completion and cost reduction. It is in these circumstances that the target price contract proves an effective tool to incentivize cost reduction through innovation and productivity improvement. A target price contract with an incentive fee functions in a similar manner to a time and material contract except an incentive bonus is adjusted based on the final cost of the project relative to a target price. This type of contract requires meticulous earned value planning which drives the key performance indicators necessary for critical decision-making during execution and predictable forecasting. This presentation will outline the target price contract structure, the benefits and drawbacks of this contracting strategy, and how to optimize the use of earned value management to deliver world-class cost engineering results. The information is based on empirical data from real world experience. The results show astonishing predictability when earned value management is planned and executed properly on a target price contract.

**Attend utilizing your computer, tablet or smartphone.**  
<https://global.gotomeeting.com/join/607023509>

**You can also dial in using your phone**  
United States: +1 (786) 535-3211

**The Web Ex will begin at 7:15 pm.**

**Access Code: 607-023-509**  
First GoToMeeting? Try a test session:  
<http://help.citrix.com/getready>

**GREAT LAKES  
GIVEAWAY**

**Each meeting attended gets you  
one (1) entry into the raffle for a  
\$200 Visa gift card.**

**The winner's name will be drawn  
and the prize given at the Season  
End meeting in April 2018**

**AACE Great Lakes PSP Prep Class**

**When: February 24 & March 3**  
**Where: ACM's Ann Arbor Office**  
**Cost: TBD**

**If you are interested, email [aacegreatlakes@gmail.com](mailto:aacegreatlakes@gmail.com).**



## GREAT LAKES SECTION

### 2017-2018 Officers and Directors

President – Brennan Cagney, CCP

Vice President - Alex Olson, CCT, CST

Treasurer – Matt Ambrosi, CAPM, CCT, CST

Secretary – Bill Nosseck, PSP

#### **Directors**

Scott Barton, PSP

Dale Burke

Kyle Chudzinski

Kristine Ostermiller, CCP, PSP

Jason Marentette, PE, CCP

### 2017-2018 PROGRAM

#### September 20, 2017

Proper Scheduling from a Legal Perspective -  
A Panel Discussion  
Jim Krebs, ACM  
R. Ed Boucher, Kotz Sangster  
at Weber's Inn, Ann Arbor

**SUCCESS**

#### October 18, 2017

Schedule Validation Through  
Metrics and Historical Data  
Kurt Winkel, Marathon Petroleum Corp  
Tony Packo's Toledo Oh

**SUCCESS**

#### December 6, 2017

Holiday Social Event Everyone is Welcome!  
at Wolverine State Brewing Company  
at 2019 W. Stadium Blvd, Ann Arbor

**SUCCESS**

#### January 24, 2018

Joint Meeting with American Society of Professional  
Estimators  
Panel Discussion – The Current Challenges  
Opportunities Facing the Estimating Industry  
Weber's Inn, Ann Arbor, MI

**SUCCESS**

#### February 21, 2018

Joint Meeting with Washtenaw Contractors  
Association  
Delivering Predictability through Earned Value  
Management on Target Price Contracts  
Neal Dreisig, Consumers Energy and Brennan  
Cagney, ACM  
at Weber's Inn, Ann Arbor, MI

#### March 21, 2018

BI (Business Intelligence) Use in Project Controls  
Edward Wernich, Walbridge  
at Weber's Inn, Ann Arbor, MI

#### April 18, 2018

DTE's New Generation Facility  
Combined Cycle Plant  
Dennis Decatur, DTE  
Detroit, MI – Location TBD

**(subject to change)**

## WHO WE ARE

As the Association for Total Cost Management, **AACE International** is the largest organization serving cost management professionals: cost managers and engineers, project managers, planners and schedulers, estimators and bidders, and value engineers.

Since 1956, **AACE International** has provided its members with the resources they need to enhance their performance and ensure continued growth and success.

Organized in 1962, the Great Lakes Section has served the membership located in lower Michigan and Northwest Ohio.

#### **Meeting Specifics**

6:00 to 6:30 PM Registration and Networking  
6:30 to 7:15 PM, Dinner  
7:15 to 8:15 PM, Program

Cost: \$25.00 for Dinner and Program

#### **NEW MEETING PAYMENT FEATURES**

by PAYPAL at <https://glsaacei.org>  
or by credit card at the meeting

Please visit the AACE International Website at <http://www.aacei.org> or at <http://www.cost.org> or call 800-858-COST or 304-296-8444 for more information.

Please visit the Great Lakes Section website at <https://glsaacei.org>