



Table Talk

Consultants Roundtable Monthly Newsletter – Jeff Freers, Editor

OCTOBER 7 MEETING

Discussion Chairman Tom Dobson led the interactive group in a discussion concerning difficult client situations, and members were encouraged to share their successful and unsuccessful experiences in this area. Discussion questions covered such areas as handling clients whose pre-conceived solutions are both correct and incorrect, advocating unpopular solutions, selling the idea of the consultant's independent judgment, and creating uniqueness in the marketplace.

OCTOBER 21 MEETING

Leigh Morris, INDOT Deputy Commissioner, Toll Road Oversight presented the program that explained the reasoning behind the lease of the Indiana Toll Road and the initiatives that have been undertaken since the lease has been executed. The 75 year, \$3.8 billion, lease has provided up front funding for delayed highway improvement projects as well as creating a \$500M trust fund for transportation funding in the future. In addition, the Indiana Toll Road Concession Company has spent millions in road improvements and the installation of electronic tolling that were lease stipulated, as well as assuming all risks of future operations and improvement funding. Replacement of the travel plazas is planned when the current lease with the vendors ends. A recent initiative has been undertaken, initially in conjunction with the NW Indiana Regional Development Authority to explore using the Toll Road as an asset for economic development. The creation of an Economic Development Corridor using existing unused Toll Road property is underway with the creation of a fiber optic corridor as being one of the initial projects.

NOVEMBER 4 MEETING

Tom Dobson will lead the Roundtable in a discussion on identifying and addressing client needs during difficult economic times. Creating a system to monitor how those needs are progressing will also be discussed.

NOVEMBER 18 MEETING

The November program is Dorinda Heiden, Executive Director of the Elkhart County Economic Development Corp.

NEW MEMBER

Please welcome Dick Wooden who is a Consulting Director with Marshall and Poe and President of CRM Consulting, Inc. His company specializes in consulting in the area of Customer Relations Management. Welcome, Dick!

"If a man will begin with certainties, he shall end in doubts, but if he will be content to begin with doubts, he shall end in certainty." - Francis Bacon

"If two people agree on everything, one of them isn't thinking" - Bruce Meyer

Jeff Freers Secretary / TABLETALK Editor
CONSULTANTS ROUNDTABLE