



VIP

VIBRANCY IMPACT PROFESSIONALISM



GEOPROFESSIONAL
BUSINESS
ASSOCIATION

ANNUAL CONFERENCE
APRIL 23-25, 2026

SHERATON GRAND AT WILD HORSE PASS
PHOENIX, ARIZONA



Lessons worth Sharing



WHEN 97.5% ISN'T GOOD ENOUGH



Bryce Moore

Director of Construction Services
Blackburn Consulting

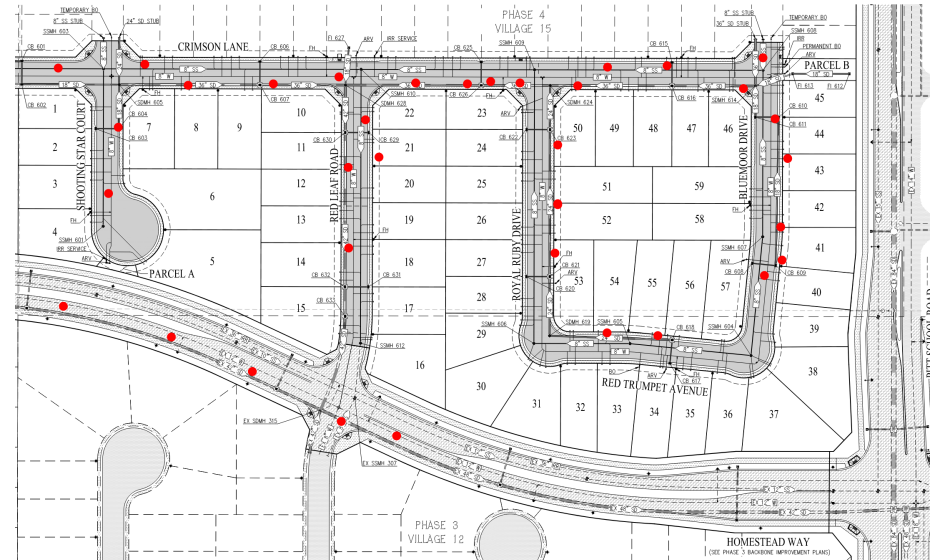
The Numbers

- 282

- Tests Performed

- 97.5%

- Pass Rate



Ten Months Later

- **Settlement**

- Ground surface and sidewalks settling over sanitary lines

- **Three Locations**

- Homes already occupied
- More under construction



The Choice

- **Dig In**

- “Not our fault”
- Lawsuits, finger-pointing
- Years of litigation
- **\$150,000-\$200,000+**

- **Step Up**

- Investigate thoroughly
 - Fix the problem
- Make the client whole
- **\$8,000**

The Investigation

- Senior leadership convened
- All 282 tests reviewed
- New borings drilled
- Truth discovered:
- **72% to 100% density**



Four Months Later

- **ZERO**

Claims Filed

- **FIVE**

New Projects



The Real ROI

- Investment:
 - **\$8,000**
 - (8x original profit)
- Litigation avoided:
 - **\$150,000+**
- Client lifetime value:
 - **\$5-25 Million**



Key Lessons

1. On-Call ≠ Full Coverage

- Spot checks miss the story between the snapshots

2. Experience Matters

- Senior eyes catch what junior staff miss

3. Act Fast, Think Deep

- Convene leadership, research thoroughly

4. Build Relationships

- Praise the team. Create goodwill.

5. Loop In Your Insurer

- Early guidance prevents claims

6. Invest Strategically

- \$8K investment = \$5-25M return

Your Move

- **The 97.5% Challenge**

- This week, pick one project where you're relying on numbers alone.
- **Go see it with your own eyes.**

- **Start Monday**

1. Review one on-call contract for scope clarity
2. Schedule a senior site visit this month
3. Call your PLI provider before the next crisis

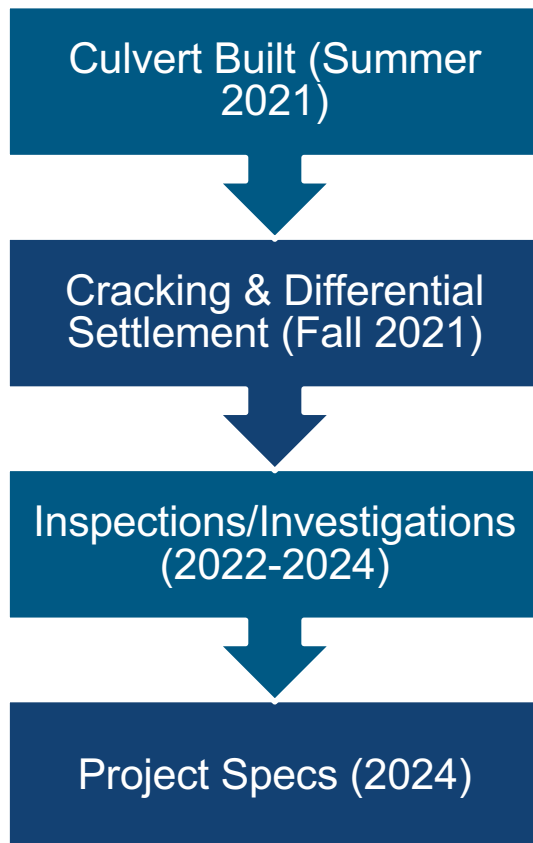


2026 ANNUAL CONFERENCE

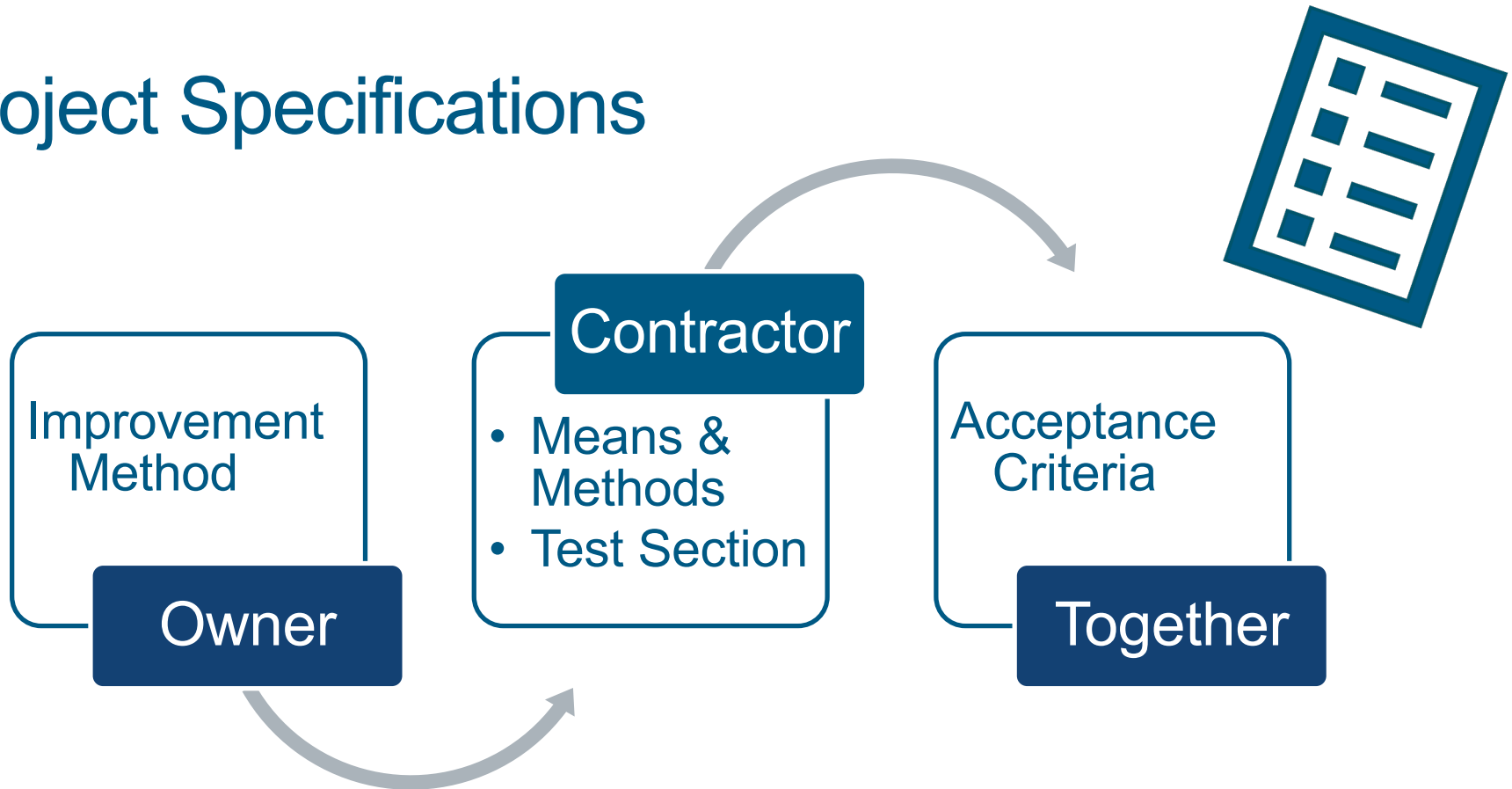
Collaboration Between Owner, Contractor & Consultants Wins

Keith F. Mobley, P.E., G.E. &
Andy Siemens, P.E., G.E.





Project Specifications



Means & Methods

1st Submittal

Two Changes
Approved ✓

One Change
Rejected ✗

2nd Submittal

Add'l Changes
Approved ✓

Owner Suggests
Change 💡

Implementing the Change



GBA: Where Professional Relationships Become Long-Term Partnerships

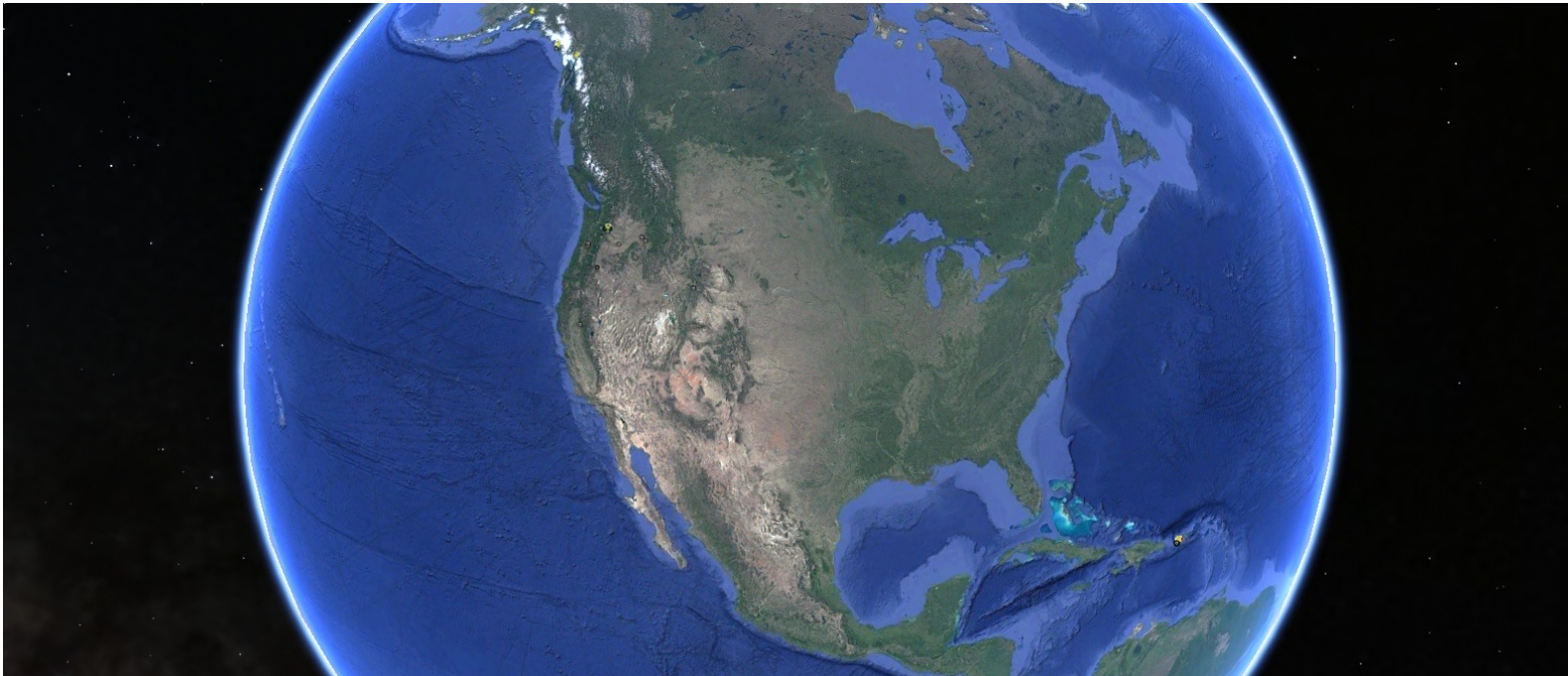
1. The Chief Magician at Magic Engineering is feeling like he wants to get Geophysical!
2. Interesting/challenging project in a cool part of the world
3. Wizard's carefully planned schedule is about to get shredded!!



GBA: Where Professional Relationships Become Long-Term Partnerships



GBA: Where Professional Relationships Become Long-Term Partnerships

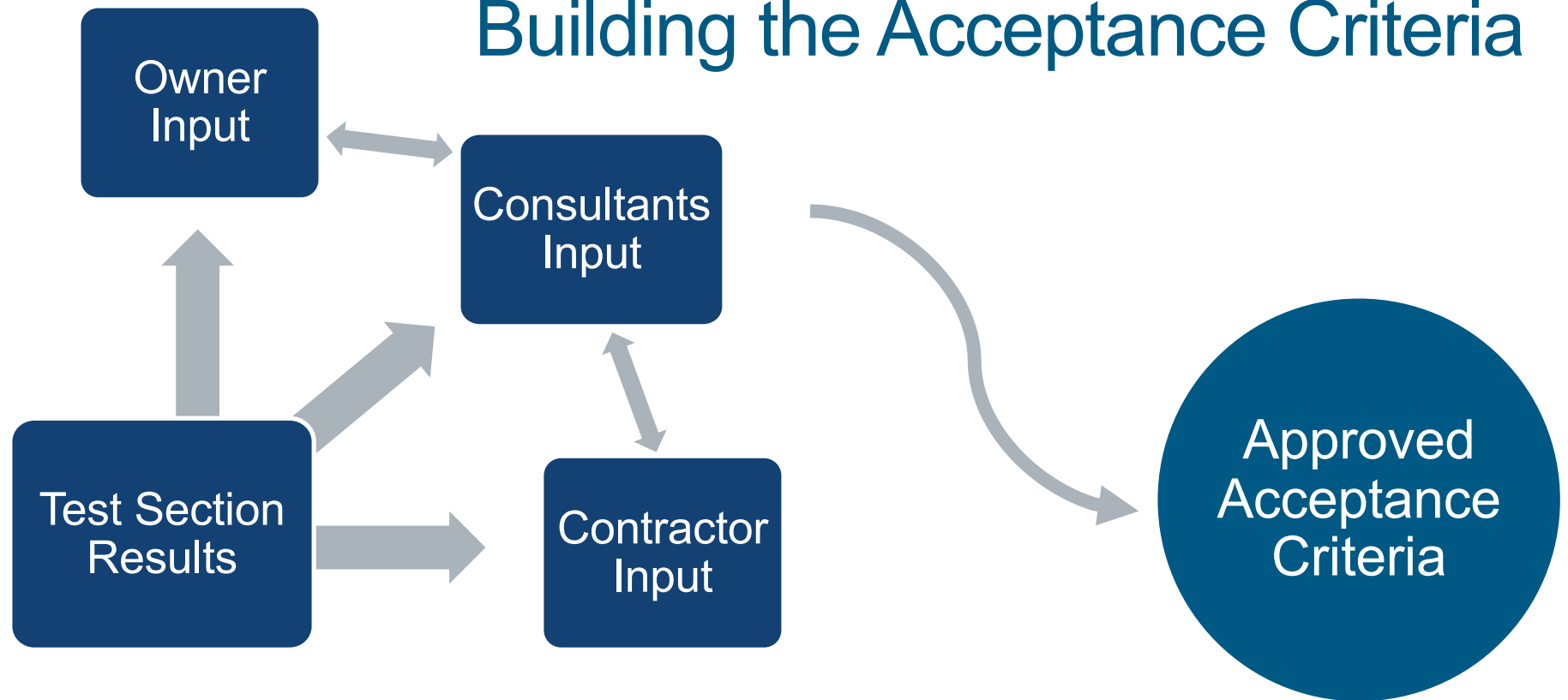


Test Section

Additional Changes



Building the Acceptance Criteria



Flexible Acceptance Criteria



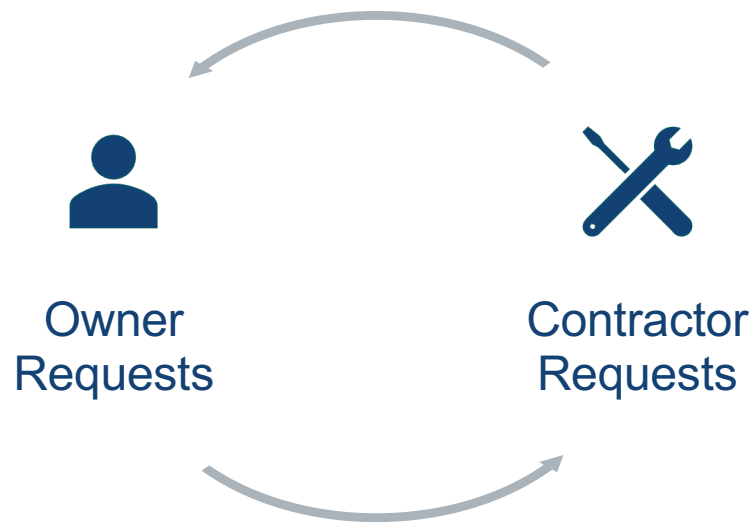
Consistency

Minimum
Improvement Goal
+ Backup Plan



Production

Continued Changes & Communication



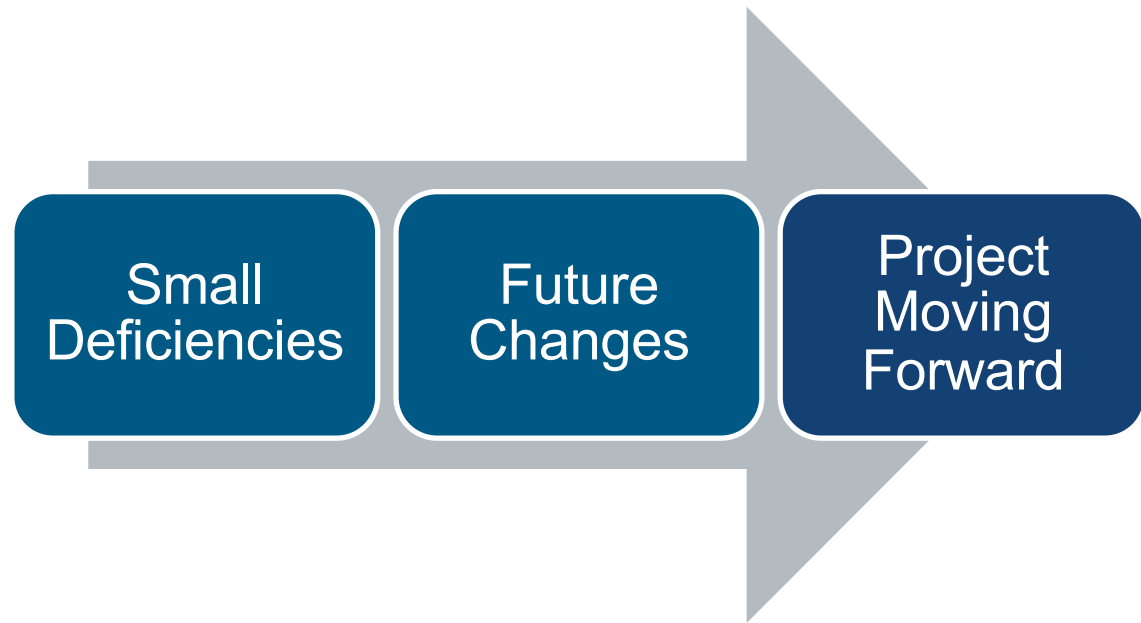
GBA: Where Professional Relationships Become Long-Term Partnerships



Includes:

- Spirit of Collaboration
- Mutual Trust
- Lasting Relationships
- Elevating Our Profession
- Extreme Sharing
- Friendly Nature
- We Accomplish Great Things!!

Results



Conclusions

Credits

- Project Management and Field Documentation – Josselynn Curry, P.E.
- Photographs and Slide Creation – Josselynn Curry, P.E.
- Fish caught and released by Wizard's Geologist, P.G., C.E.G.



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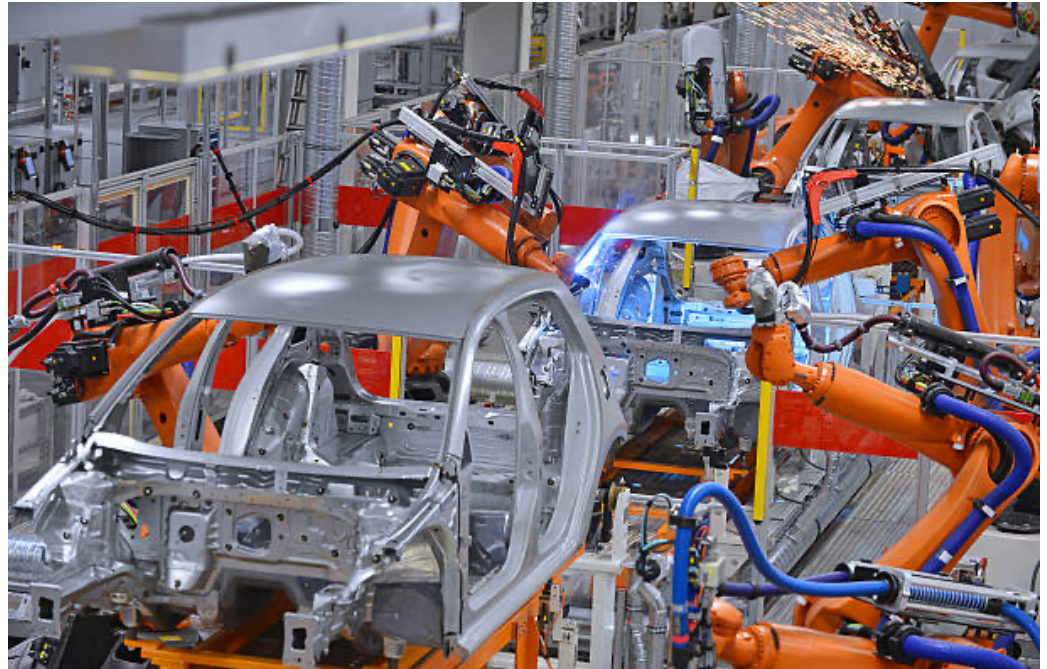
CASE HISTORY NUMBER 55



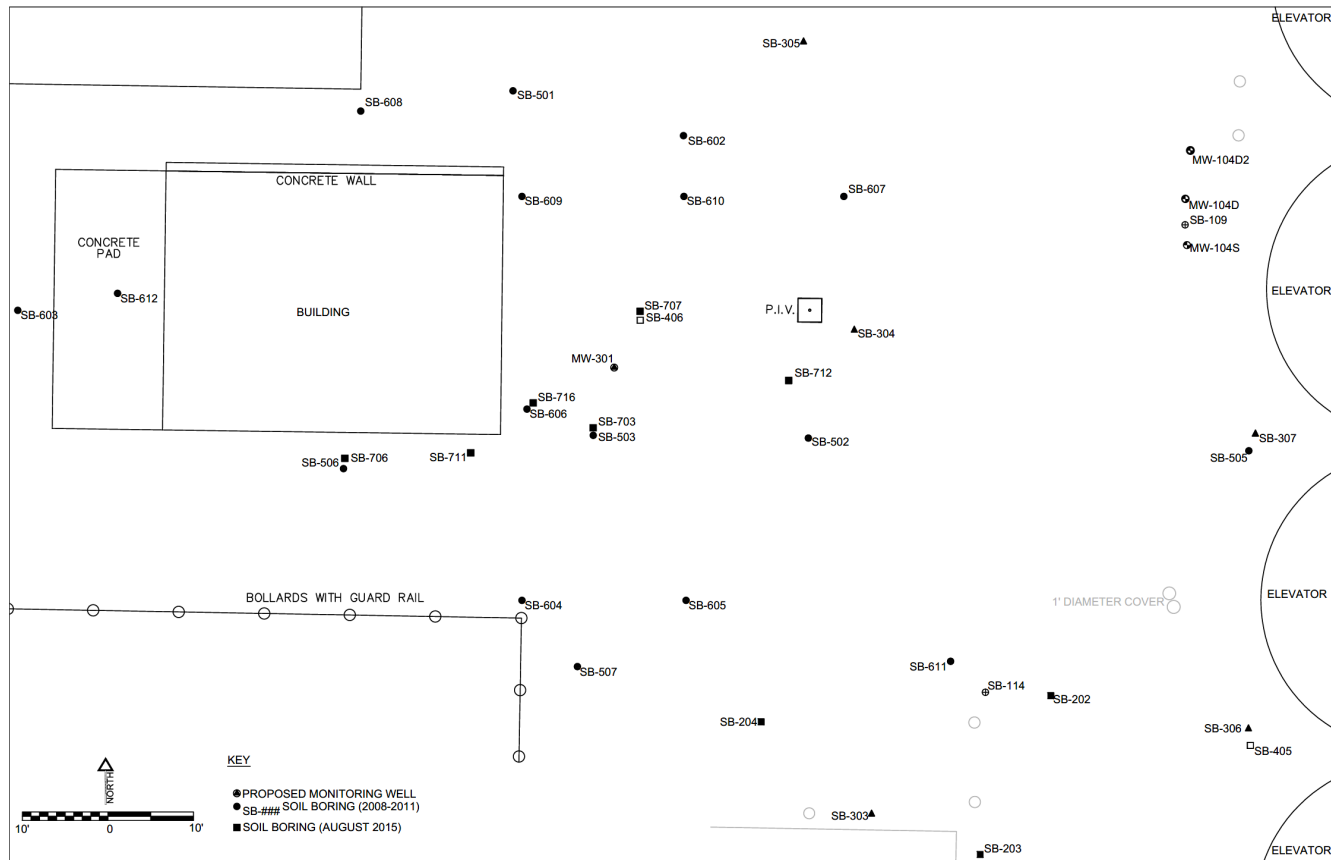
Derek Koller, CIH, CHMM

Senior Principal/Operations Manager
Terracon

The Problem







Deep Contam Diagram – Near Building



3. What were the lessons learned?

- Consider Attitude
- Client Selection is Essential
- Go/No Go Analysis Must be Ongoing
- Educate Client Representatives
- Determine Who's In Charge
- Internal Communication is Vital
- Contract Review is Essential
- Prompt Collection of Accounts Receivable
- Identify Appropriate Counsel before You Need Legal Help

