

# American Society of Professional Estimators Orange County Chapter 3

**EDUCATION**  
ETHICS  
STANDARDS  
CERTIFICATION  
**FELLOWSHIP**  
PROFESSIONALISM



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**Wednesday, Jan. 8, 2020**

**Networking/Social — 5:30-6:00 p.m.**  
**Dinner & Program — 6:00 p.m.**

Ayres Hotel  
325 Bristol St., Costa Mesa, CA

**Cost - \$50.00 if RSVP and Pay by the Monday before the meeting**  
**\$55.00 after prepay deadline – pay at door**

Includes: Salad, Coconut Cake, coffee/tea  
Choice of entrée: Chicken Enchiladas, Grilled Salmon, Mushroom Ravioli w/Vegetables

[REGISTER HERE](#)

\* If the “register here link” above does not work, go to <http://www.aspe-oc3.org/01082020.html>  
**Pay on line with PayPal or credit/debit card!**

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## **Target Value Delivery: The Estimator’s Opportunity to Improve Quality While Reducing Cost**

**Presented by Jenna Swiecki: Estimating Manager (SCAL)**



Jenna Swiecki is the Southern California Regional Estimating Manager for Kaiser Permanente’s National Facility Services (NFS) department. Her responsibilities include collaborating with and offering strategic advice and support for capital project delivery in the Southern California region. Jenna works with KP National and Regional NFS Leadership as well as NFS Leadership and NFS Service Delivery teams to develop and deliver projects on scope and on budget. She supports the development and maintenance of estimating tools, templates, and benchmarking databases used for capital planning and project cost controls.

Jenna brings over 13 years of experience in the construction industry. Prior to joining Kaiser Permanente, Jenna served as a Senior Cost Manager for Cumming Corporation’s Healthcare Division, working with a wide range of healthcare providers across the country. Prior to focusing on estimating and preconstruction, Jenna spent 8 years as a Project Manager for a mid-sized general contractor in the Midwest. Project experience includes new and replacement hospitals, seismic upgrades, infrastructure master

planning, and tenant improvements within hospitals and MOB’s.

Jenna holds a Bachelor’s of Science degree in Industrial and Enterprise Systems Engineering from the University of Illinois at Urbana-Champaign and is a Certified Professional Estimator.

A call to action for estimators to get in the game! Hear from an owner's perspective about the benefits of early involvement from estimating by leveraging Lean concepts including:

- Setting clear expectations – What does success look like to you?:
  - Vision Statement – what does the owner want to get out of a project
  - Conditions of Satisfaction – what do the A/E/GC/Trades want to get out of a project
- Budget tracking for cluster groups
  - Tying dollars to scope
  - Transparently communicating risks and opportunities
  - Never say, “Yes.” when you should say, “Yes, but...”
- Open lines of communication with the design team
  - Pull planning for design
  - Set-based design
  - Presenting alternatives using Choosing By Advantages
  - Documenting decisions using A3 decision making processes

Many estimators may not find themselves currently in a position to leverage these tools with their clients, but my hope is that when the call comes, you'll be ready!