



ORANGE SPEEL

ASPE Chapter 3 Newsletter September 2016

Letter from the President



Realizing that we are nearing the middle of September, I had to ask myself “what happened to the summer”? Seems like just the other day I was looking forward to the beginning of the season and now it is almost gone. Time sure does fly – whether you are having fun or not! For the Orange County Chapter it is a time of new beginnings. We began our new year August 1 and had our first meeting this month. We have new By-laws, a new logo, a new Board of Directors, a great schedule of educational programs and we have updated the website again. If you haven’t checked it out lately visit us at www.aspe-oc3.org. We have added a few features, including our new logo and a

button to take you right to the sponsor page. We are very grateful to the sponsors who support our chapter!

Last month the Board had a very successful annual Chapter planning retreat. We finalized our budget and have speakers lined up through June of 2017. This year we are planning on submitting for the Chapter Achievement Award. We will soon have more presence in social media, updating our Facebook page and creating a presence on LinkedIn and Twitter.

One of the changes that we decided to implement involves the monthly dinner meetings. Beginning with the October meeting, in order to take advantage of the discounted price of \$45 you must RSVP and pay online before 5:00 pm on the Monday before the meeting. Any RSVP received after that time or any of those who do not RSVP will pay \$50. It is simple and safe to register and pay on line. Simply go to the website www.aspe-oc3.org and click on the link on the home page or select the “Event” button and select the upcoming event. Feel free to contact me direct should you have any questions at president@aspe-oc3.org

In closing I would like to thank our Chapter sponsors EQS Consultants, Murow|CM and lanak&hanna. I also want to thank our dinner sponsor for September and October Alliance Solutions Group.

Until next month,

Carri

“Professional Estimators and those in training shall perform services in areas of their discipline and competence”

- Canon # 1

In This Issue

- Letter from the President
- Upcoming Dinner meetings
- Report of the “Summit”
- Standard Estimating Practice
- National Partnerships
- Member Mingle

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Asoka Sellahewa, CPE
373 Aviator Lane
Tustin, CA 92782
Tel: 949.648.0823
Fax: 949.559.1844
Email: asoka@eqsconsultants.com
www.eqsconsultants.com

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ESTIMATING TODAY

The official monthly new magazine of the American Society of Professional Estimators "Estimating Today" is available on line. The February/March edition has interesting articles and each month features a technical paper. Read about BIM Estimating and the Certification Program. This is an opportunity to learn more about estimating and understand what is required to become a Certified Professional Estimator.

ASPE Membership Meeting

Please RSVP by the Wednesday before each meeting so we are sure to have enough food and place settings.

Registration is available at www.aspe-oc3.org. Click away and make sure you select your dinner choice. On-line payment is now available!

Cost is \$45 if RSVP and pay before the deadline and \$50 if you don't.

The Chapter has to cover the cost of the meals that we confirm.

Mark Your Calendars – Upcoming Regional and National Events

October 7 – 8, 2016: NWSW Regional Fall Meeting "Ride the Wave" in Oklahoma City. It's not too late to send in your registration and make plans to attend. See attached for more information.

2017 – Annual Meeting & Estimators Summit in Denver, CO.

Special "Thank You" to our September Meeting Sponsor Alliance Solutions Group!

Alliance Solutions Group represents a variety of software solutions designed for construction and real estate businesses. They are a Sage software business partner, the number one business partner in the country for the last couple of years. They are approaching 7,000 clients in 3 states working with gold standard solutions in Estimating, Project Management, Accounting, HR Systems, Mobile Time Keeping solutions etc. For more information, visit their website at www.allianceSG.com.



Upcoming Programs in 2016:

October 12: Pricing Change Orders Like A Pro by Anwar Hafeez of SDC & Associates

November 9: Electrical Testing and Commissioning by Ben Thomas of Wildwood Power, Inc.

December 14: NO MEETING THIS MONTH

January 11: Conceptual Estimating by Marcene Taylor, CPE of Marcene Taylor, Inc. (ASPE National President)

February 8: Audio Visual Estimating, New Technologies, Value Engineering Options by Jeff Barrett of Direct AV

March 8: Cable, Switches & Networking Products by Kim Zolna of Belden

April 12: Bluebeam Part 2 by Hannah Swanson of Bluebeam, Inc.

May 10: Using Drones for Estimating by Bryan Barker of Murow|CM

June 14: Cable, Switches & Networking by Kim Zolna of Belden

Standard Estimating Practice

A step-by-step "blueprint" for developing accurate and clearly documented estimates. ASPE's newest Edition of 'Standard Estimating Practice' is an invaluable "how to" reference manual on the practice of estimating construction projects. It includes basic information applicable to all aspects of estimating and specific information on a wide variety of specialty estimates arranged in the CSI format.

'Standard Estimating Practice' presents a standard set of practices and procedures proven to create consistent estimates. From the order of magnitude, to conceptual design, design development, construction documents, to the bid and the various types of contracts you'll run up against. Every step is covered in detail -- from specs and plan review to what to expect on bidding day.

This book used as reference will improve estimating results to be accurate and more consistent. It includes practical checklists to help you include everything in your bids - including insurance, outside services, and taxes, equipment rental and much more.

For more information, visit the website at www.aspenational.org.

Board of Directors

[2016/2017]:

President: Carri Morones CPE

1st Vice: Kevin Murphy CPE

2nd Vice: Chris Spencer CPE

3rd Vice: Scott Porterfield

Past President: Steve Murow

Secretary: Andy Heffel

Treasurer: Asoka Sellahewa CPE

Certification: Ron Svarc, LCPE

Membership: Kevin Murphy CPE

Directors: Wil Beukman, CPE;
Tom Smithson; Bryon Barker;
Jarred Gormly

So You Think You Know the Law?

Our newest Chapter sponsor Lanak & Hanna, P.C. has a reputation built on a foundation of success. Their firm has practiced California construction law for over 30 years and share their expertise in their monthly newsletter and on a "news" link on their website. Included are such topics as *How Contractual Indemnity/-Hold Harmless Agreements Work (In Theory)* and *Conflict of Interest-Contractors Beware*.

The link to the website is www.lanak-hanna.com and their August newsletter can be found at <http://email.usedelivered.com/t/y-FE4D58E3981E0ED6>.

"DAS Demystified" by Ryan Faucault of DAS Connection:

At our September program we heard about Distributed Antenna Systems (DAS) as a technology, when it is required and what is required. Any building that is at least 3 stories, 50,000 square feet or more, or if it has a basement or parking of 10,000 square feet or more it probably requires First Responder DAS. In addition a basement 2 stories below grade, low "E" glass or foil backed insulation can lead to a requirement for First Responder DAS. Conduit size requirements for the horizontal and vertical runs, the racks, HVAC requirements and the power needed. Carrier DAS is used to boost the cell frequencies. This is very popular in sports stadiums, but is also a requirement for buildings with a lot of low "E" glass and foil backed insulation that blocks cell service once you enter the building. He gave us some great tips on costs for budgets, but cautioned against just putting pricing together as there are a lot of factors that can influence the cost.

Chapter Newsletter Articles

We are always looking for articles for the Orange Speel newsletter. These can be informational or technical in nature. Share a recap of a program/seminar attended, estimating tips, articles on ethics, or other construction/estimating related items. The deadline for submittal is the Friday following our membership meeting. Any arriving after that will be considered for the next month. Items can be sent to Wil Beukman at wbeukman@gmail.com.

THE RIGHT ROAD OR THE EASY ROAD? By Mike Mills

As we move through our careers in estimating, somewhere along the line we are presented with the situation of taking the right road or the easy road. This is especially true in today's economy where profit margins are shrinking and in many cases the projects are bid at cost. Major decisions are made by the estimating department that determines whether a project comes through the door or evaporates.

In many cases, the estimating process that is driven by the estimators, but at the end of the process near bid day, upper management typically assesses the risk factors, subcontractor participation, and makes a judgement call on profit margins. This is where the estimator is of most value and must speak his/her mind.

Should upper management recommended using the sub that was obviously too low or in other cases, management suggested submitting a bid with no profit margin or contingency. In these situations, it is vital the estimator assess his moral and ethical obligation to himself and the company. An excellent place to start is to revisit the core values of the company. Is the decision in alignment? As an estimator and a member of the ASPE, we also have to consider our estimating Canons.

I encourage everyone to revisit our Canons and ask ourselves if our decisions are in alignment. Are you taking the right road or the easy road?

ASPE Membership

It's that time of year, folks! It is time to renew your ASPE Membership. The benefits of ASPE Membership practically speak for themselves: savings at Firestone and Lenovo, discounts on certain construction related publications, and of course the recognition in the industry. We all understand how important it is to be constantly learning to stay relevant in the industry. ASPE Membership is a resource that provides amazing learning opportunities through knowledgeable guest speakers and the ability to network with fellow experts in the industry. For me personally, the ability to constantly be learning more and connecting with other individuals in my field adds so much to my career. Don't miss out on all these amazing opportunities by becoming an ASPE Member. For more information, visit our website or email membership@aspe-oc3.org.

2016 ASPE Annual Meeting and Estimators Summit (AMES)

Another successful event, this year in Tampa, Florida. Two full days so that you can attend all 8 sessions. In addition to the education there is ample time for networking with other estimators from across the country and the sponsors who have displays and information on innovative software and products to share. Saturday was the ASPE business day which began with background information on why the National Board decided to update the bylaws and to highlight some of the new changes that were coming. Additional information on how we are going to utilize social media to get the word out to others in the construction industry who will benefit from the networking, educational opportunities and our great certification program. Saturday night at the President's Party we participated in a "casino night" to raise money for the national scholarship.

"From Estimating to Implementation" presented by Henry "Dutch" Hempel, Henry Hempel Associates. The focus on this presentation was to provide information on how to better communicate, to identify personal communication strengths, appropriate communication methods for presentation of estimates and methods for translating your estimate to different user groups and clients. Some of the items covered were Algorithmic and Heuristic Methods of thinking and learning. To over simplify, an algorithm is a method to solve a problem that consists of exactly defined instruction, while heuristic enables a person to discover or learn something for themselves. He went on to discuss the benefit and need for close out interviews, knowing what the customer wants and why and the importance of a Customer Relationship Manager.

"The Future at Work – Leading Through the Generational Lens" presented by Michele Norris, Navigen Leadership, LLC. I have been to several generational presentations over the years, but this one was different. One of the attendees was a "Millennial" who had some great ideas to contribute. Rather than dividing into groups, lets identify each personal strengths and utilize them. Typically 30% of the workforce is engaged, 20% are actively disengaged and 50% are not engaged (retired in place). By the year 2020 Millennials will be the largest group in the work force (about 51%) and by 2025 they will make up 75% of the workforce. Millennials don't want to "figure it out" as a learning lesson. They want good leadership (not a manager), respect in the beginning and they prefer to work in groups. There will be a lot of changes in the future. There will be less hierarchy, entrepreneurs and contact workers in the race for talent. Intergenerational think tanks will lead to faster creativity and innovation.

"The Power of Competitive Leadership Skills That Leads to Success" presented by Thomas L. Hudgin, President, Wilmington Quality Associates. Some of the highlights included the idea that vision is the key. You can focus on success or failure. Plan weekly meetings and ask how the company can improve. Energizing the workforce, focusing on ways to organize, communicate, encourage and teach is important as well as creating loyal customer relationships. Everyone is equally valuable with different responsibilities.

"Utilizing 3D Laser-Scanned Measurements within the Estimating Workflow" presented by Greg D. Shipley, PE, Morrison Shipley Engineers, Inc. This presentation focused on the benefits of utilizing 3D laser scanning methods to obtain highly-accurate and cost effective measurements. Using this, one can get real dimensions to within 1/8" accuracy. It can be done in complete darkness and be used for as built and Revit modeling. It is especially useful when dealing with complicated ceilings and tight clearances. It can also be used to correct deficiencies, do progress scans and site evaluations or measure high utilities. At roughly \$3,500 to \$4,500 per day plus travel, it can be a great investment for some work.

"Estimating Construction Technology" presented by Adrian Siverson, PM-BIM Coordinator, RD Masonry, Inc. The familiarization with the technologies, the benefit of adopting them, and case studies of current and completed projects to show the results. There are several programs available to experiment without a huge investment. For some trades the process is not feasible as the drawings are not available in BIM at bid time. The example is a decorative concrete wall where they were able to design in BIM, including color coding to show the design for approval to substitute this method instead of precast slabs similar to a tilt up. Once it was approved they could use the same BIM model to place the order for the different materials and provide a color coded layout so that the pieces were all installed properly to create the patterns of the design.

"Understanding Your Specialty Geotechnical Construction Proposal" presented by Dr. Ed Garbin, Ph.D., PE, D, GE, Earth Tech Geotechnical Construction Service. The main learning objectives focused on how to evaluate the specialty geotechnical proposal, learn when to ask for more information (and what to ask for) and how to recognize the "red flags" that might lead to change orders. Much of the presentation discussed helical piles, sand and stone columns, compaction, soil mixing and related. He pointed out that ground improvements on "good sites" will help maximize foundation efficiency, lower costs, lead to faster construction and contribute to green construction.

"Activating Your Leadership Greatness" presented by Jerome Wade, Chief Epic Officer, The Epic Advantage. Practical real time solutions with lasting results. Learn the 3 questions to Maximize Your Personal Performance: What do you want? How bad do you want it? How are you going to get it? Jerome is a great story teller and very entertaining as he asked us to question our commitment level and identify our limitations, leashes and lids. We learned about the essential skills to accelerate opportunities and the irrefutable practices to unleash our leadership greatness. Check him out on YouTube for a taste of what you missed.

National Partnerships



About RICS: RICS is the world's leading qualification when it comes to professional standards in land, property and construction. In a world where more and more people, governments, banks and commercial organizations demand greater certainty of professional standards and ethics, attaining RICS status is the recognized mark of property professionalism.

112,000 professionals worldwide have already recognized the importance of securing RICS status by becoming members. Members are recognized by the designation after their name - FRICS (for Fellow of RICS) or MRICS (for Member of RICS).

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lanak&hanna

Kelly C. Sloan Associate Attorney

714-620-2350 x330

kcsloan@lanak-hanna.com

The National Association of Women in Construction (NAWIC) originally began as Women in Construction of Fort Worth, Texas. Sixteen women working in the construction industry founded it in 1953. Knowing that women represented only a



small fraction of the construction industry, the founders organized NAWIC to create a support network. Women in Construction of Fort Worth was so successful that it gained its national charter in 1955 and became the National Association of Women in Construction. Today, NAWIC provides its members with opportunities for professional development, education, networking, leadership training, public service and more.

The Orange County Chapter #91 meets the 4th Tuesday of each month at the Embassy Suites Hotel on Frontera in Anaheim.

SEPTEMBER Meeting: "Above Ground Liquid Storage Tanks" presented by Edwardo Cantoni, President, Cantoni Systems, Inc.

Register and more information at www.nawicoc.org

A Case for Change

With our eyes on the future the American Society of Professional Estimators (ASPE) is moving forward as we continue to provide a great organization for those in the construction industry. The need for estimators is projected to grow 26% from now until 2022. We are elite performers providing elite services in many different facets of the construction industry. With a focus on Education, Professionalism and Fellowship the ASPE National Board has been working diligently over the past year to update the bylaws, call upon industry experts to expand our use of social media and help ensure the continued success of our organization for many years to come. It is an exciting time to be an ASPE member!

Member Mingle: JARRED GORMLY

This month the spot light is on Jarred Gormly, newly elected Director of the OC Chapter.

Jared construction experience dates back to 2005 where he was able to learn the trade as an electrician, working on multi-unit conversions and office upgrades in warehouses.

In 2011, Mr. Gormly began working for a disaster management contracting firm and soon moved up to Foreman. Jared's ability to think fast, coupled with his experience and his strong work ethic allowed him to excel at this position.

In 2014, he took on a new challenge by becoming a cable technician for Balboa Technologies. As a technician, Jared setup systems, installed servers and switches, punched down patch panels and jacks at walls, and tested the cables to make sure the cables of all work. Later that year he joined Murow CM as a field engineer..



Jarred Gormly