



ORANGE SPEEL

ASPE Chapter 3 Newsletter

November 2016

Letter from the President

For some November and December are some of the busiest times of the year. Between work and home commitments it is a wonder that we even have time to enjoy the blessings of family, friends, faith and community! Did you do anything special for Veteran's Day? Last year I attended a moving ceremony that is an annual event in the city I live in to honor the men and women who sacrifice so much so that we can enjoy the freedoms that we often take for granted. For example, the right to vote. I hope that all of you took the time to cast your ballots. There are many in this world that are denied the right to do so.

If you haven't noticed, we are continuing to make changes as we work diligently to make the Orange County Chapter even better! What about the new look for our newsletter? I like the color changes and content offered in the September issue. Thanks to Wil Beukman for a great job putting it all together for us. Bryon Barker has just finished the redesign of our Chapter's Facebook page. Did you even know we had one? Check it out, "like" our page, and feel free to share your reasons for being an ASPE member. It is a great organization with lots of benefits. Last month we updated the website to allow RSVP for multiple people from the same company so that they can pay on line one time for up to 6 people. Please take advantage of this easy to use RSVP/Payment option. There is even a \$5 discount if you register and pay by the Monday before our meeting.

Professional Estimators and those in training shall continue to expand their professional capabilities through continuing education programs to better enable them to serve clients, employers and the industry"

- Canon # 2



Remember that we do not have a membership meeting in the month of December. The Board will meet on December 6th. All members are welcome and encouraged to attend. Send me an email if you are interested at president@aspe-oc3.org. Make plans to join us for our January 11, 2017 meeting on "Conceptual Estimating" presented by ASPE National President Marcene Taylor, CPE.

Wishing you a happy holiday season!

Until next month,

Carri

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ESTIMATING TODAY

The official monthly new magazine of the American Society of Professional Estimators "Estimating Today" is available online. The November edition has interesting articles and each month features a technical paper. Read all about the Annual meeting and summit. Check out the photos and read about our New President. She is better looking than Donald Trump.

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

SPECIAL THANKS TO RON SVARC OF ACCURATE CONSULTING SERVICES LLC FOR SPONSORING OUR NOVEMBER DINNER MEETING

Upcoming Programs in 2016:

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: Maximizing Design Versatility without Sacrificing Structural Integrity by Erin Conaway of SidePlate Systems

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

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

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

Special "Thank You" to our October 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.

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.

Congratulations!

To Cupertino Electric, Inc. for moving into the #5 position of ENR's Top 50 Firms in Electrical. CEI is ranked #17 in the National Top 600 List for Specialty Contractors. Visit enr.com for more information.

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 www.lanak-hanna.com

"Electrical Acceptance Testing – Why it Matters"

Presented by David Sincock, President, SI Testing

In the November meeting David cast light on Electrical Testing.

His team provides cutting edge infrared scanning and he explain some common applications.

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.

PENALTY FLAG: UNSPORTSMAN LIKE CONDUCT

by Wil Beukman

If you are a football fan there is little that is so demoralizing than your team giving away a soft penalty due to an unnecessary transgression at a critical time. The same principle applies to our businesses.

Let me illustrate: Years ago I stumbled over a TV broadcast of the Tour de France and got totally engulfed in the drama of the Cyclist trying to outperform and strategize their opponents over 3 weeks and thousands of miles. I became an avid fan of the event and followed it every year. I was particularly impressed when on several occasions I witnessed Lance Armstrong would hold back the lead group to wait for one of his main rivals that had some mechanical mishap. He wanted to win because of his skill and not because of his opponent suffering a mechanical breakdown. He wanted to win fair and square! Fair? Not fair at all now that he has been found guilty of doping and all his titles were stripped. He has gone from the greatest cycling champion to the biggest Cheat in cycling.... Ever! Ethics!

My first introduction to American Football was the USC Trojans playing in the championship game in 2006. Their star running back, Reggie Bush, was the winner of the Heisman trophy the highest honor for an individual in College football. Today he is better known for the guy that had to return the Heisman because of rules infringement. The rules that were transgressed had nothing to do with on field activities. He did not gain any performance advantage. It had to do with receiving gifts and money from the school. The crux is: He broke the ethical codes of his organization when he accepted inappropriate gifts. Ethics!

The ASPE Canons are our ethical road map. It is meant as protection for the members rather than a threat to bad guys. The very essence of our profession is integrity and honesty. We need to be trustworthy and irreproachable to be able to deliver bona-fide estimates to our clients. Regardless of whether you are a Consultant or a Contractor's Estimator, if you are peddling bids it will become apparent sooner rather than later. Once you have that label you open yourself to bid rigging and other doubtful practices. You will eventually lose the cutting edge bids and your bids in return will falter. Although the Canons often sound like common sense [which it really is] it remains a worthwhile reminder and a valued selling point for the future. Conduct your profession in such a way that you would always wish the same standard on your business associates.

Do not lose your soul for a quick buck! Make yourself proud!

Northwest South West Fall 2016 Regional Meeting

By Kevin Murphy

The Northwest Southwest Fall Regional Meeting was hosted by the Oklahoma City Landrun Chapter #80 the weekend of October 7th and 8th in Oklahoma City, Oklahoma. They hosted 30 representatives from Phoenix, Albuquerque, Columbia-Pacific, Salt Lake, Phoenix, Dallas, Puget Sound, Denver, Los Angeles, San Diego and Orange County, CA.

Check in started at noon on Friday and classes commenced at 1:00 PM. The first class was Aluminum Coil Anodizing for Architectural Design. The following classes finished the day: FRP Entrances the Science behind the Door; Opening Doors to Design Opportunities with Model Building Codes and ending with Operable Wall Systems. After the first day classes there was a Welcome Reception followed by a Roof Top Reception. Then

dinner and program speaker, local Oklahoma City architect Rand Elliott, who is currently the 9th most awarded architect in the country. He spoke about the history of downtown Oklahoma City and the "straightening out" of the Oklahoma River which has enabled the City to create the Boathouse District. This is a national training center where Olympic athletes and local colleges train in rowing and canoe/kayaking. The National High Performance Center is an official Olympic and Paralympic Training Center with multiple boat houses which store the canoes, kayaks and other training equipment for each group. At the conclusion of the dinner Rand presented the guests with their choice of one of his books, which he has authored, and then did a book signing commemorating the evening.



Joe Miller; Mike Moyers; Jarred Gormly, Kevin Murphy

Saturday morning was an early start at 8:00 with the first class being Cost Segregation for Depreciation followed by Structural Glass Walls; Claims Estimating with Xactimate

and How to Develop a Successful Chapter. Then Immediate Past President Doyle Phillips and Patsy Smith, Executive Director of ASPE, spoke about our association's mission statement, updates for the new website and the new bylaw changes. These new bylaws will be issued by November 1, 2016. The last one and half hours were used to discuss the roles and responsibilities of the chapter presidents and treasurers. Then the Northwest Southwest Regional Meeting was adjourned and the remaining attendees were left to spend late afternoon at the boat club and an evening of entertainment enjoying Bricktown in downtown Oklahoma City.

The spring meeting will be hosted by the Northwest section, schedule and details are pending.

NAWIC News by Carri Morones, CPE, CIT

Regional Event:

I recently attend the PSW Regional Fall Conference in Las Vegas. NAWIC PSW covers Southern California, Southern Nevada, Utah, Colorado, Hawaii, and El Paso, TX. The presentations were very interesting. Exciting news was that Las Vegas is on the "cusp of a boom" with the expansion of the Convention Center, Wynn Resort's "Lagoon" project, UNLV Medical School and the Faraday Future project to name a few. Tina Quigley, General Manager of the Regional Transportation Commission of Southern Nevada talked about some of the future projects that they are looking at including Intelligent Infrastructures, Autonomous Vehicles and a highway between Las Vegas and Phoenix. Beth Campbell, Executive Vice President of Design of Westfield talked about some of their upcoming projects in Nevada and California. Westfield has an interesting approach and funds most of their own projects. Some of the projects they are working on include new generational mixed use and technology that can scan license plates as you drive into the mall and direct you to the stores with the items you are looking for. Westfield has been involved with airport concessions and entertainment venues for some time now and continue to expand their presence.

NAWIC Chapter meetings and Regional conferences are open to all members and non-members. There is good content and the opportunity to network with many different women in various phases of the construction industry in several states. The website is www.nawicoc.org. The next Regional conference is in May in Tucson.

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).

SPONSOR SHIPS:



Kelly C. Sloan Associate Attorney
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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.

NOVEMBER Meeting: "mix your own concrete for a candle holder, and build a lamp using plumbing pipes and electrical elements"

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: RON SVARC

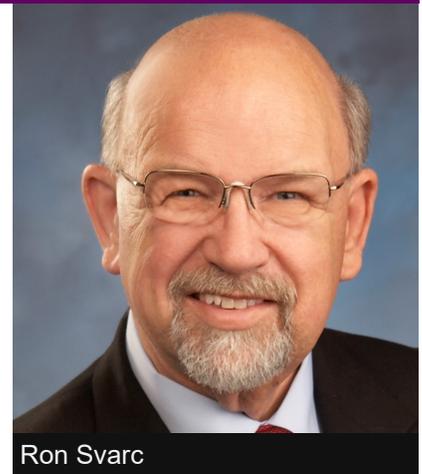
This month the spot light is on Ron Svarc, LCPE [Lifetime Certified Professional Estimator]

Ron is the owner of Accurate Consultant Services, llc. He has 42 years of construction estimating and management experience in all types of Construction. As Chief and Senior Estimator, he has estimated projects from \$7,000 to \$364,000,000

In 2009 Ron was the ASPE National Estimator of the Year [*That is the Superbowl of Estimating*] Ron is a past president of Chapter 3 [1982,1983,2005,2006] . He is currently Southwest Regional Representative on National Standards Committee and was previously Southwest Regional Representative on National Certification Board for ASPE

Ron holds a Master's degree in Business of Administration, University of Phoenix.

Ron spent five years in the NFL as a Place-kicker/Punter with four different teams, ending with the San Diego Chargers. Ron is a scratch bowler and plays at golf. He is married with a son and three daughters.



Ron Svarc