



ORANGE SPEEL

ASPE Chapter 3 Newsletter

March 2017

Letter from the President

“Spring is the time of new beginnings”

I found the above quote on the internet as I was preparing to write this article. I was looking for some catchy phrase or inspirational quote I could reference. One that stood out to me is “Spring is the time of plans and projects. I had to laugh at the different meaning this has to an estimator since our work is all about plans and projects. In most areas of the USA the changes in the seasons are more pronounced and Spring is a welcome change from the bitter cold of winter. Here in Southern California it seems we have a couple of weeks of “cold” temperatures and then the flowers are blooming in late January.



Chapter elections will take place at the April 12th meeting. Members should have received an email outlining the positions available and their responsibilities. Serving on the Board is a great opportunity to learn more about ASPE and to become involved in the future of the Orange County Chapter. Interested members can reply to the email or contact me direct at president@aspe-oc3.org.

Our educational programs at the monthly meetings continue to provide great information. See more details on past and future meetings in this newsletter. Do you know any speakers you would like to recommend? Have you heard any presentations that might be of interest to others? Please let us know so we can consider them for future dates.

Have you thought about being a Chapter sponsor or a dinner sponsor? Check out the options available on the website at www.aspe-oc3.org.

Any ASPE members who have not yet attended a Regional or National event are missing out on the additional benefits that membership offers. Consider attending the upcoming NW/SW Regional meeting on April 7-8 in Salt Lake City, UT or the Annual Meeting and Estimators Summit (AMES) in Denver Colorado on July 12 – 15. Registration information for the Regional meeting will be attached to this newsletter distribution. Preliminary AMES (The Mile High Summit) info is available at www.aspenational.org. These events are open to members and nonmembers. Note that members receive discounted pricing for AMES registration.

Until next time, *Carri*

“Professional Estimators and those in training shall safeguard and keep in confidence all knowledge of the business affairs and technical procedures of an employer or client”

- Canon # 4

In This Issue

- Letter from the President
- Upcoming Dinner meetings
- Dinner Program reports
- Kudos Korner
- Standard Estimating Practice
- National Partnerships
- Member Mingle



EQS CONSULTANTS
Estimators & Quantity Surveyors

- > Programming / Conceptual Cost Estimates
- > Design Phase Cost Estimates
- > Peer Review Estimates
- > Value Engineering
- > Quantity Surveying
- > Bid Review / Negotiation
- > Change Order Management

Asoka Sellahewa, CPE
373 Aviator Lane
Tustin, CA 92782

Tel: 949.648.0823
Fax: 949.559.1844
Email: asoka@eqsconsultants.com

SBE / DBE Certified

www.eqsconsultants.com

ESTIMATING TODAY

The official monthly new magazine of the American Society of Professional Estimators "Estimating Today" is available on line. The March edition features a technical paper on How to Estimate the Cost of (HTETCO) "early concept projects using parametric BIM software and capture the cost of missing information" with great tips why "face-to-face communication is best".

Upcoming Programs in 2016:

April 12: "Bluebeam Revu 2017: Ready for Takeoff" by Hannah Swanson, Senior Account Development Specialist for Bluebeam, Inc.

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

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

Project Savings and Optimization with SidePlate® Connection Technology presented by Ryan E. Smith PE, SE, Western Regional Manager from SidePlate® Systems Inc.

Audio Visual Estimating, New Technologies, Value Engineering Options

presented by **JEFF BARRET DIRECTOR OF SALES for DIRECT AV**

At our February 8, 2017 dinner meeting a large turnout heard Jeff Barrett's enthusiastic presentation. Jeff's experience includes working at the Getty Museum and in the low voltage trade installing audio visual systems.

He noted that in the beginning of the bidding process for a project it is evaluated and analyzed by reviewing the following questions: 1) is the design feasible; 2) does the design meet the project as defined; 3) does the design meet the customer needs and intent; 4) will the design work and 5) will the design meet the customers budget? If the project is design build he first starts by meeting with the end user to get to the further steps: 6) design the project and determine the bill of materials and 7) prepare a quotation. Then after the quotation has been presented it can be determined if value engineering is required for the project to be viable for the owner.

Jeff reviewed the many new and recent technologies which include: higher video resolution displays, laser powered projectors, LED video walls, video warping, wireless presentation devices, compact amplifiers, digital signal processing (DSP). He also went on to discuss control systems, CCTV and automation. Automation can perform tasks reliably in a predictable manner each time. This allows a company's staff to do their critical functions and reliably still monitor standard situations. Ultimately, by freeing up the staff, cost savings are achieved that the owner can measure when finalizing the budget.

We want to thank Jeff for his preparation and delivery for a very interesting presentation on audio visual components which is integral to both retrofit and upcoming new projects.

Article authored by Kevin Murphy, CPE

At our March 8 Educational Program a good turnout and the opportunity to listen to Ryan Smith about SidePlate® Systems Inc. The topic was very interesting and included information on how the Northridge earthquake changed the way structural engineers design. SidePlate® specializes in optimizing steel guiding designs, offering steel frame connection technologies that deliver economical solutions for general building applications. They have 26 structural engineers and their focus is on design. It is not a product, there are no proprietary plates, bolts or welds.

The unique design enables the use of more moment frames which increases the ability to provide more open areas, flexible layouts and safer construction especially in areas like ours with higher seismic activity. In addition to cost savings (less steel, less weight) and faster construction schedules (less field welds and inspections to deal with), SidePlate® offers estimating tools to make our jobs easier. In fact, they have information that can be directly imported into an Excel format, which also reduces the possibility of error.

If you have not already seen SidePlate® on the jobs you are working on you likely will in the very near future!

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: Bryon Barker

Treasurer: Asoka Sellahewa CPE

Certification: Carri Morones CPE

Membership: Bryon Barker;
Jarred Gormly

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

So You Think You Know the Law?

This month's message from Chapter sponsor Lanak & Hanna, P.C. includes information on "Statutory Prompt Payment Penalties". California has many statutes that require prompt payments by the owner and contractors and some impose penalties for failure to make on time payments.

For more information, visit their website at www.lanak-hanna.com and select the "news" tab at the top for this and other construction related articles.

**SHOUT OUT: ERICK HERNANDEZ
for achieving his CPE !**

Educational Programs

Did you know that in addition to our Certification program and online classes we also offer Certificate Programs? For more information on any of our educational programs visit the National website at www.aspenational.org.

If you missed the deadline to submit your application for Certification, the next deadline is July 10, 2017. For more information on Certification or other educational programs or more information on becoming certified contact certification@aspe-oc3.org

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.

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.

Kudos Korner

Did you see that member company Murow|CM has been in the news lately? CBS Los Angeles featured them at the LA River Greenway Project preparing for the big storm that hit several weeks ago and they have been busy doing landslide repairs in Malibu. In addition, Murow|CM is involved in the local community with a team hard at work training for the RAGNAR Relay Race with a route that extends all the way from Huntington Beach to San Diego! Congratulations to Murow|CM !

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).

ASPE Member 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.

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 meets the 4th Tuesday of the month at the Embassy Suites Hotel on Frontera in Anaheim.

More information at www.nawicoc.org

Title 24—Things You Need to Know: The Good, the Bad and the Ugly Impacts of Energy Efficiency Regulations on the Design and Construction of Buildings

At the March 28 NAWIC meeting you can learn more from presenters:

Joe Portera, Lighting Controls, Performance Lighting Systems
and
Adam Sloan, Founding Partner, AG Design Engineers, Inc.

Member Mingle: STAN SARKAUSKAS

This month the spot light is on Stan Sarkauskas

Stan is Director of Preconstruction and Chief Estimator for Kemp Bros Construction

Stan has been in the construction industry over 30 years as a professional.

He has worked in 9 different states.

Stan is a recent addition to Chapter 3



Stan Sarkauskas