



ORANGE SPEEL

ASPE Chapter 3 Newsletter

January 2017

Letter from the President

Happy New Year and welcome to 2017! It may be a new calendar year, but we are already 1/2 way through our ASPE year. There are great speaker programs lined up through June. See the website.

For members, the ASPE 2016-2017 Annual Guide is now online. A copy should be arriving soon via US Mail. This publication includes information on our National Board of Directors, including contact information. The National Technical Committees and their members (including our own Ron Svarc, CPE on the Standards Committee), Standing Committees, Special Committees and information on the ASPE Society Business Office (SBO). This is a great way to learn more about the organization and give ideas on how to serve on a Regional or National Level. Speaking of serving, the Chapter Nominating Committee will be elected at our next meeting. If you are interested in serving on the committee or running for a Board position, please let me know at president@aspe-oc3.org. Elections will take place at the April 12th meeting.



Please note that there is a change in cost for the monthly meetings. 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. After that the price will be \$50. It is safe and easy to register and pay on the website www.aspe-oc3.org. Just click on the link or select the "Event" button on the home page. Select the upcoming event and answer the security question (1 + 4 = answer 5). Return to the chapter page after submitting payment in order to complete the registration. You can now register multiple people (up to 6) and pay with a single transaction. Be sure to fill in everybody's name and menu choice. Feel free to contact me direct should you have any questions.

Please consider being a Chapter sponsor or a dinner sponsor. There is a sponsor letter on the website with detailed information on cost and what is included.

And finally I would like to take this opportunity to welcome our newest members: Erick Hernandez, Oscar Perez, Carlos Ramirez and David Delisle. Hope to see you at a meeting soon.

Until next month,

Carri

Professional Estimators and those in training shall conduct themselves in a manner that will promote cooperation and good relations among members of our profession and those directly related to our profession"

- Canon # 3

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ESTIMATING TODAY

The official monthly new magazine of the American Society of Professional Estimators "Estimating Today" is available online. The January edition has an interesting articles on Forensic Estimators as an Expert Witness as well as other features. Check out the photos and read the president's Message.

Upcoming Programs in 2016:

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 Side Plate 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

ASPE Presidents Address: Conceptual Estimating : Art and Science

presented by MARCENE TAYLOR, CPE and current ASPE NATIONAL PRESIDENT

At our January 11, 2017 dinner meeting a large turnout of 30 estimators and interested guests attended to hear our current **ASPE National President, Marcene Taylor, CPE**; President of Marcene Taylor, Inc.

Marcene's opening statement was *"the earlier an Owner / Architect can engage a CPE to provide the project budget the better chance the project has too being in budget when the final design is completed."* Ideally it should be done at the conceptual level with updates at the schematic, 50% and 100%CD. It will eliminate surprises for all parties involved.

When starting the conceptual estimate "control quantities" should be established. These would consist of the following: enclosed area, covered gross floor area, gross exterior wall area, glazing area, total roof area (sloped and flat), total length of interior partitions, number of plumbing fixtures, HVAC CFM, electrical loads and site area. These quantities can then be compared to the next budget which then confirms or shows where the plans have changed and if the previous budgets assumptions were correct.

Once these control quantities are defined she will use both her experience and historical pricing based on the Unifomat System to start the budgeting. The Unifomat System is understood by both the owner and architect as it identifies the building components and its cost. Firstly the design components are budgeted and appropriate mark ups are factored. They consist of cost escalation for both labor and material escalation which cover the time between estimate and project scheduled start. Then design contingency, the contractor's, general conditions and requirements, overhead, profit, insurance and bonds are added. At this level of estimating all of these are determined by percentages.

The sums of these items then make up the projects final budget. By being able to do this at each design milestone it eliminates surprises for both the owner and architect and allows changes to be made before the design is completed to keep the project in budget.

Orange County Chapter 3 wants to thank Marcene for taking the time out of her busy schedule to visit her home chapter and discuss and describe the art and science in making a successful conceptual estimate.

Article authored by Kevin Murphy

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.

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: Bryon Barker;
Jarred Gormly

Directors: Wil Beukman, CPE;
Tom Smithson

So You Think You Know the Law?

Chapter sponsor Lanak & Hanna, P.C. has a reputation built on a foundation of success. Their firm has practiced nothing by California construction law for over 30 years and share their expertise in their monthly newsletter and on a "news" link on their website. An article of interest "Weed in the Workplace" has some in depth information on understanding the impact of Proposition 64 from an employer's point of view. The link to the website is www.lanak-hanna.com and their article can be found at <http://lanak-hanna.com/blog/weed-in-the-workplace/>. Click on the "news" tab on the website for other construction related articles.

Did you know?

The California State sales tax rate dropped .25% on January 1, 2017. The effective rate still varies per city so be sure to check the website CA Board of Equalization Sales Tax Look Up by City at <http://www.boe.ca.gov/app/rates.aspx>

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

A great big "Thank You" to the Ayres Hotel in Costa Mesa! We have been holding our meetings at this location for many years and found that the food, service and facilities are always great! At the January meeting the Banquet Staff went over and above to accommodate our unexpected, nearly standing room only group. The number of attendees doubled from the time we sent in our final numbers on Monday. Without missing a beat, they set up extra tables, prepared extra meals and made it seem as if there was never a doubt that the nearly 30 people would be there. Most venues would not have been able to accomplish this!

While this was an amazing feat out the part of the Ayres Hotel, we would like to prevent this from happening in the future, which is why we ask you to RSVP as early as possible and not later than the Monday before the meeting. Without accurate counts we cannot guarantee seating or meals, meetings cannot start on time and there is confusion in the registration process communicating the needs to the Banquet staff. Please join us in making this a professional experience for all by completing the registration process before the RSVP deadline

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:



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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.

More information at www.nawicoc.org

Learning Opportunity

Previous presenter, Anwar Hafeez, President of SDC & Associates, has a couple of seminars coming up next month in the Los Angeles, Orange County and San Diego areas.

SDC Institute presents: a 4-Part Certified Project Management Series beginning Feb 8 in LA, Feb 9 in OC and Feb 10 in SD followed by 6 additional sessions for the 10-Part Certified Senior Project Management Series. See attached registration for and dates. For more information on these and other seminars and webinars visit their web site at www.sdcassociates.com.

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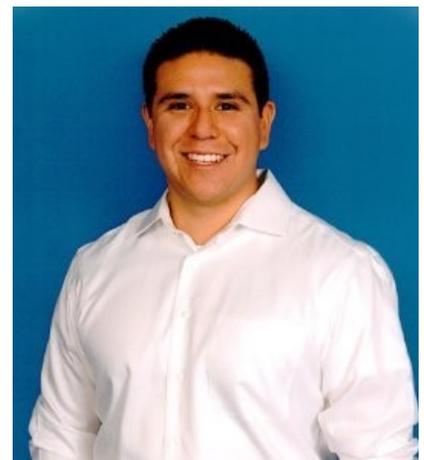
Member Mingle: ERICK HERNANDEZ

This month the spot light is on Erick Hernandez

Hello ASPE! I'm glad to join the Orange County chapter this year. Currently I'm working as an estimator with O'Connor Construction Management in Irvine.

My estimating experience started on the subcontractor side, bidding union drywall work throughout Southern California. The majority of the work I estimated were tenant improvements in high rise buildings. This competitive sector of construction placed me right into the fire. The projects were quick and there was no time (or profit) to hide any misses. This experience allowed me to apply for my CPE certification!

I'm looking forward to meeting other members and to be a contributing member to our Chapter.



Erick Hernandez