President’s Message

Spring has sprung! We have some great upcoming programs; a LEED workshop in April, our first estimating academy in May, and a golf tournament in August. And we still have continued monthly technical presentations to keep you current with the latest industry information and estimating technologies.

On Wednesday, April 8th, we are having a technical presentation on metal framing and drywall estimating. This presentation will discuss and highlight important items for understanding and preparing a tenant improvement estimate. More information about the dinner meeting is provided below.

All are invited to attend our meetings. Members and non-members alike are always welcome. To RSVP, simply sign-up from our web link.

Dinner meetings are held on the second Wednesday of each month. We meet at the Mezzanine Building at the Newport Gateway Towers, in Irvine (see below map for details). The next meeting is scheduled for Wednesday, April 8th. Social hour starts at 5:30 PM with dinner at 6:30 PM followed by our presentation and closing by 8:00 PM.

On Saturday, April 4th, we are having a LEED workshop at the Mezzanine Building restaurant. Holly Hill, AIA, LEED AP of HMC Architects will be conducting the workshop in preparation for the LEED exam. Lunch will be provided. Cost is $40. More information provided in our flyer.

Our first estimating academy is scheduled for Saturday, May 30th. Please note that we changed the date from May 23rd (observed Memorial Day Weekend) to May 30th. The all day estimating seminar will have something of interest for all estimators and for anyone that is considering estimating as a career. More information provided in our flyer.

We are still working on the planning stages for our first golf tournament, which is scheduled for Wednesday, August 5th at the Aliso Viejo Country Club, a private golf course. Members, non-members, and guests are welcome to participate. Book your foursome now. More information provided in our flyer.

~ Dan Schottlander, CPE
President, ASPE Orange County Chapter
Notes from the President

Chapter Website
ASPE reservations can be booked on line. Our chapter website is www.ASPEChapter3.org. Each month our website is expanding with new links and additions. Our website is updated throughout the month. Be sure to log on and check us out. The national website is www.ASPEnational.org.

Golf Tournament
Our Chapter’s first golf tournament has been confirmed for August 5th at the Aliso Viejo Golf Club, located in Aliso Viejo, CA. Watch our flier as more information will be periodically posted by chair person Anita Beukman.

Problem of the Month
The estimated cost for a project in today’s dollars (April 1st) is $500,000. Project duration is 12 months. The job will start construction April 1, 2010.

What is the total estimated cost of construction assuming escalation to midpoint of construction?

*Assume escalation is 4% per annum for 2009 and 3% per annum for 2010.

<table>
<thead>
<tr>
<th>Option</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>a.</td>
<td>$535,600</td>
</tr>
<tr>
<td>b.</td>
<td>$535,000</td>
</tr>
<tr>
<td>c.</td>
<td>$527,250</td>
</tr>
<tr>
<td>d.</td>
<td>$526,850</td>
</tr>
</tbody>
</table>

See answer on page 15.

Canon #5
Professional estimators shall conduct themselves with integrity as all times and not knowingly or willingly enter into agreements that violate the laws of the United States of America or of the states in which they practice. They shall establish guidelines for setting forth prices and receiving quotations that are fair and equitable to all parties.

Canon #6
Professional estimators shall utilize their education, years of experience and acquired skills in the preparation of each estimate or assignment with full commitment to make each estimate or assignment as detailed and accurate as their talents and abilities allow.

Canon #7
Professional estimators shall not engage in the practice of "bid peddling" as defined by this code. This is a breach of moral and ethical standards, and a member of this society shall not enter into this practice.

Canon #8
Professional estimators and those in training to be estimators shall not enter into any agreement that may be considered acts of collusion or conspiracy (bid rigging) with the implied or express purpose of defrauding clients. Acts of this type are in direct violation of the Code of Ethics of the American Society of Professional Estimators.

Canon #9
Professional estimators and those in training to be estimators shall not participate in acts, such as the giving or receiving of gifts, that are intended to be or may be construed as being unlawful acts of bribery.
Todd Paiva is a Senior Estimator for Performance Contracting, Inc. He has more than 18 years of experience working in commercial construction, covering a wide array of large projects from hospitals and universities to high-rise office buildings. Todd began his career estimating and project managing in the industry shortly after graduating from Oregon State University, where he received his Bachelor of Science degree in Business and Economics in 1991.

Todd consistently demonstrated loyalty and commitment to his work beginning early in his career, working for a large commercial interior specialty firm in Portland and Seattle for over 13 years. He continues to build his commitment to the industry by working for Performance Contracting, Inc. for more than five years. His ambition, drive and professionalism make the perfect match for working with the specialty contracting company, ranked the #1 Wall and Ceiling Contractor in the U.S. His success of working on a diverse range of projects have allowed him to expand his estimating territory from the Pacific Northwest to Southern California, bringing him and his family out to Southern California in June, 2008.

Todd is married to his wife, Gerry, for more than 15 years. They have three kids, ages 6, 9 and 10 and black lab. During his spare time, Todd enjoys snowboarding, coaching his children's sports teams, hiking, fly fishing and enjoying the diversity and gorgeous weather of Southern California.

Todd was active in the Columbia-Pacific chapter of ASPE for many years and looks forward to building similar relationships with the members of the Orange County chapter.
This month’s program speaker is Mike P. Smith of Performance Contracting Group’s Interior Division.

Mike will present estimating information and techniques on how PCG estimates interiors for metal stud wall systems and drywall finishes. Examples and photos of actual projects, on-screen take-offs, and the process of estimating tenant improvements will be discussed. Different types of framing systems, including drywall configurations such as 30 minute, 1 hour and 2 hour firewalls, and estimating processes required for specialty walls will also be mentioned.

PCG is a national company that specializes in hospitals, airports, military and retail construction interiors. PCG is ranked #8 on ENR’s top 600 specialty contractors list. PCG is the #1 US wall and ceiling contractor per ENR, with over 50 locations in the USA. www.pcg.com

For reservations, please go to the website to book your spot at www.aspechapter3.org. Contact Shantha Suraweera at 949.476.2094 or via email at ssuraweera@ocmi.com if you have any questions.
MEETING INFORMATION

Speaker: Mike P. Smith
Date: Wednesday, April 8th, 2009
Social Time: 5:30 p.m. - Program & Dinner: 6:30 p.m.

Location: 19800 MacArthur Boulevard, Irvine, CA
The Mezzanine @ Newport Gateway Towers
Restaurant is located on the lower level of the Mezzanine Towers
P: 949 724-1066
405 Freeway @ MacArthur Junction
between MacArthur & Fairchild

Dinner:
Chicken Breast & Bow Tie Pasta Alfredo w/ Spinach $35
Mahi Mahi Fillet w/ Grilled Vegetables $35
Vegetarian Lasagna $35

For reservations, please go to our website to book your spot at www.aspechapter3.org or, contact Shantha Suraweera at 949.476.2094, or via email at ssuraweera@ocmi.com.
## Calendar of Events

<table>
<thead>
<tr>
<th>Date</th>
<th>Event Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>April 4, 2009</td>
<td>LEED Workshop</td>
</tr>
<tr>
<td>April 8, 2009</td>
<td>Dinner Meeting – Estimating Interiors with Steel Stud and Drywall</td>
</tr>
<tr>
<td>May 13, 2009</td>
<td>Dinner Meeting – Mechanical Estimating</td>
</tr>
<tr>
<td>May 30, 2009</td>
<td>Estimating Academy</td>
</tr>
<tr>
<td>June 10, 2009</td>
<td>Dinner Meeting - Estimating for Painting and Finishes</td>
</tr>
<tr>
<td>July 22 – 25, 2009</td>
<td>National Convention, St. Louis, MO</td>
</tr>
<tr>
<td>August 5, 2009</td>
<td>Golf Tournament - Aliso Viejo Country Club</td>
</tr>
</tbody>
</table>

## New Members and Advertising Opportunities

### New Members
Chapter 3 would like to welcome the following new members:
- Todd Paiva
- Katie Palmer
- Qasim Nawab

### Advertising Opportunities:

<table>
<thead>
<tr>
<th>Ad Type</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Card</td>
<td>$25.00</td>
</tr>
<tr>
<td>¼ Page Ad</td>
<td>$50.00</td>
</tr>
<tr>
<td>½ Page Ad</td>
<td>$100.00</td>
</tr>
<tr>
<td>Full Page Ad</td>
<td>$200.00</td>
</tr>
<tr>
<td>Position</td>
<td>Name and Contact Information</td>
</tr>
<tr>
<td>--------------------------------</td>
<td>-----------------------------------------------------------------------------------------------</td>
</tr>
<tr>
<td>President</td>
<td>Dan Schottlander, CPE, 949 330 2299, <a href="mailto:dan.schottlander@AECOM.com">dan.schottlander@AECOM.com</a></td>
</tr>
<tr>
<td>1st Vice President</td>
<td>Wil Beukman, MRICS, <a href="mailto:Willem.beukman@fgould.com">Willem.beukman@fgould.com</a></td>
</tr>
<tr>
<td>Secretary/Treasurer</td>
<td>Shantha Suraweera, CPE, 949 476 2094, <a href="mailto:ssuraweera@ocmi.com">ssuraweera@ocmi.com</a></td>
</tr>
<tr>
<td>Immediate Past President</td>
<td>Ron Svarc, CPE, <a href="mailto:kickerron@cox.net">kickerron@cox.net</a></td>
</tr>
<tr>
<td>Board of Directors</td>
<td>Paulette Rutlen, CPE, 949 451 9055, <a href="mailto:paulette.rutlen@theaustin.com">paulette.rutlen@theaustin.com</a></td>
</tr>
<tr>
<td>Board of Directors</td>
<td>John Mauk, CPE, 949 476 2094, <a href="mailto:jmauk@ocmi.com">jmauk@ocmi.com</a></td>
</tr>
<tr>
<td>Board of Directors</td>
<td>Paul Steele, 714.771.7670, <a href="mailto:pauls@raymond-co.com">pauls@raymond-co.com</a></td>
</tr>
<tr>
<td>Board of Directors</td>
<td>Greg Clayton, 949.548.2010 ext.101, <a href="mailto:greg@4cei.com">greg@4cei.com</a></td>
</tr>
<tr>
<td>Chapter Certification Chair/ BOD</td>
<td>Art Quinion, CPE, 949 581 9370, <a href="mailto:artq@phoenix-planning.com">artq@phoenix-planning.com</a></td>
</tr>
<tr>
<td>Newsletter / BOD</td>
<td>Danielle Leyva, 951 317 7691, <a href="mailto:dleyva@mack5.com">dleyva@mack5.com</a></td>
</tr>
<tr>
<td>Membership / Certification</td>
<td>Ron Svarc, CPE, Art Quinion, CPE, <a href="mailto:rsvarc@hmcarehitects.com">rsvarc@hmcarehitects.com</a></td>
</tr>
<tr>
<td>Programs</td>
<td>Ron Svarc, CPE, Mike Mills, CPE, <a href="mailto:rsvarc@hmcarehitects.com">rsvarc@hmcarehitects.com</a></td>
</tr>
<tr>
<td>Education</td>
<td>Tom Smithson, <a href="mailto:rsvarc@hmcarehitects.com">rsvarc@hmcarehitects.com</a></td>
</tr>
<tr>
<td>Scholarship</td>
<td>Dan Schottlander, CPE, Peter Garan, <a href="mailto:peter.garan@apsicm.com">peter.garan@apsicm.com</a></td>
</tr>
<tr>
<td>Web Site</td>
<td>Paulette Rutlen, CPE, <a href="mailto:paulette.rutlen@theaustin.com">paulette.rutlen@theaustin.com</a></td>
</tr>
<tr>
<td>Awards</td>
<td>Gary Casper, Ron Svarc, CPE, <a href="mailto:rsvarc@hmcarehitects.com">rsvarc@hmcarehitects.com</a></td>
</tr>
<tr>
<td>Outreach</td>
<td>Ron Svarc, CPE, <a href="mailto:rsvarc@hmcarehitects.com">rsvarc@hmcarehitects.com</a></td>
</tr>
<tr>
<td>Fundraising</td>
<td>Anita Beukman, Danielle Leyva, <a href="mailto:rsvarc@hmcarehitects.com">rsvarc@hmcarehitects.com</a></td>
</tr>
<tr>
<td>Publications / PR</td>
<td>Ron Svarc, CPE, John Mauk, CPE, <a href="mailto:rsvarc@hmcarehitects.com">rsvarc@hmcarehitects.com</a></td>
</tr>
<tr>
<td>Estimating Academy</td>
<td>Dan Schottlander, CPE, Wil Beukman, Paul Steele, <a href="mailto:rsvarc@hmcarehitects.com">rsvarc@hmcarehitects.com</a></td>
</tr>
<tr>
<td>GC Advisory Board</td>
<td>Dan Schottlander, CPE, Ron Svarc, CPE, Gary Casper, <a href="mailto:rsvarc@hmcarehitects.com">rsvarc@hmcarehitects.com</a></td>
</tr>
</tbody>
</table>
Company Member Representatives

Abacus Project Management Inc.
AGC San Diego Plan Room
American Constructors
Analytical Planning Services, Inc.
Arnulfo Ruiz
Bel Esprit Builders, Inc.
Bert L. Howe & Associates, Inc.
Brussel Consulting and Construction Management
Casper Estimating Services
Consolidated Contracting Services
Contracting Engineers Inc.
Contractors and Cost Consultants
Corecon Technologies Inc.
DDL Construction
DM Construction Services
Disneyland Resorts
Earth Tech / AECOM
Faithful + Gould
GKK Works
Herzog Contracting Corporation
HMC Architects
Jacobs Engineering
JBH Structural Concrete Inc.
Joshua Don
Kanda Project Services Corporation
Kerry Contractors, Inc.
KFHP Inc.
KGA, Inc.
KHS&S
L&R Construction Inc.
Lennar
Lombard Consulting Services, Inc.
Mack5
M. Cangro Development
Madsen, Kneppers & Associates
Marlin Construction Consulting and Associates
O’Connor Construction Management
Pacific Rim Mechanical Contr. Inc.
Performance Contracting, Inc.
Pete Fowler Construction Services
Phoenix Planning
Project Control Assoc.
Raymond Interior Systems
RCR Mechanical
Rider Levett Bucknall
Ronald Fedman Associates, Inc.
Rosenthal Masonry
Swinerton Builders
Suffolk Construction, Inc.
The Austin Company
The Clark Construction Group
Timko, Inc.
By: Danielle Leyva

So, you want to learn how to estimate electrical work? Well, you should have attended our March dinner meeting! We had Tom Burandt of Sunwest Electric to give us a quick rundown on how to start a conceptual type estimate for electrical. There are a number of items to go through in order to do this. The basics that should be addressed first and foremost are as follows:

1) Size of your main service, 2) Utilities, 3) Determine exterior lighting load, 4) Determine specialty type exterior site items (such as security, irrigation, fire protection, etc.), 5) Design exterior site lighting (this may involve checking if City has any ordinances), 6) Circuitry for exterior site items, and 7) Focus on building (size of roof for HVAC equipment, distribution for office equipment, special voltage requirements, etc.).

As you can see, there are a number of items that come up when it comes to estimating electrical! Maybe, we should leave it to the professionals (electrical estimators)! The above is a basic guideline to follow when first starting out and items to think about. Thank you Tom for the pointers that you gave us.
Please join us for a LEED workshop with Holly Hill, AIA, LEED AP of HMC Architects. Holly will give us a crash course for preparing for the current version (2.2) of the LEED exam. This is an event that you do not want to miss! Don’t forget to register for the current exam by March 31, 2009 for this workshop. See our chapter website, www.aspechapter3.org for the link to Holly’s February presentation. For more information on how to register for the LEED exam, please visit: www.usgbc.org

MEETING INFORMATION

Date: Saturday - April 4th, 2009
Time: 9:00 am - 3:00 pm
Location: The Mezzanine at Newport Gateway Towers located on lower level) 19800 MacArthur Boulevard Irvine, CA 92612 www.mezzanineatthetowers.com
Cost: $40 (includes lunch & presentation materials)

Please RSVP to Ron Svarc at Ronald.svarc@hmcarchitects.com 949.567.1833 or 949.701.2866 (mobile) HMC Architects - 2601 Main Street, Suite 100 - Irvine, CA 92614
Please join the Orange County Chapter’s Estimating Academy on Saturday, May 30th, 2009. Back to Basics with a Twist; Learn how to prepare all of your estimates with a solid foundation. Attendees can expect to learn practical and innovative estimating methods, current techniques and the latest industry estimating technologies. This full-day event is packed with educational information and networking opportunities.

WHERE
The Mezzanine Restaurant @ Newport Gateway Towers
19800 MacArthur Blvd.
Irvine, CA 92612
mezzanineatthetowers.com

WHEN
Saturday, May 30, 2009

TIME
8 AM - 3:30 PM

COST
$90
Student Scholarships Available.
Continental Breakfast, Lunch, and Presentation Materials will be Provided

SPONSORSHIPS
Corporate sponsorships and student scholarship donations are always appreciated

www.aspechapter3.org

Please RSVP to Wil Beukman at Willem.Beukman@gould.com or 949.690.4153
Faithful & Gould - 3020 Old Ranch Parkway, Suite 180 - Seal Beach, CA 90740
Estimating Academy - May 30, 2009

Date: May 30th, 2009

Registration, Sign In & Breakfast:
7:30 AM - 8:00 AM

Seminar: 8:00 AM - 3:30 AM

Location: The Mezzanine Restaurant @ Newport Gateway Towers
19800 MacArthur Blvd.
Irvine, CA 92612
mezzanineatthetowers.com

Name:

Company:

Type of Business: General Contractor [ ] Subcontractor [ ] Vendor [ ] Other [ ]

Profession: Estimator [ ] Sr. Estimator [ ] Chief Estimator/Manager [ ]

Project Manager [ ] Engineer [ ] Other [ ] Student [ ]

ASPE Chapter Number: or Guest [ ]

Phone Number:

Email Address:

Paid By: Cash [ ] Check [ ]

Registration $90

Student Scholarships Available.

Please Make Checks Payable to: ASPE Chapter 3 (credit cards not accepted)

Please RSVP to Wil Beukman at Willem.Beukman@fgould.com or 949.690.4153
Faithful & Gould - 3020 Old Ranch Parkway, Suite 180 - Seal Beach, CA 90740
Golf Sponsorships Information:

- **Course Sponsor**—$500 to $1000 depending on the location of the hole.
- **Dinner Sponsor**—$1500
- **Lunch Sponsor**—$800
- **Beverage Cart on the Course**—$500
- **Welcome Banner Sponsor**
- **Prizes for First Place; Second Place; Nearest to the Pin; Longest Drive and Hole in One**
- **Golfer**—$150 ($50 cash back discount if booked as a foursome)

What do you get for the sponsorship?

- Foursome the day of the tournament for sponsorships $1000 or more
- Lunch and dinner for all sponsors (2 representatives/sponsor)
- On course signage/banners
- Marketing materials at dinner location
- Recognition from the podium and in the tournament program
- Special recognition in the ASPE Electronic Newsletter, Tournament Issue
- Exposure to the various role players of the Construction Industry

To ensure your place, RSVP before May 1, 2009 with ANITA BEUKMAN at abeukman@cox.net or 949 690 4152.
# Chapter Mail

## Deadlines:

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>Apr. 1st</td>
<td>• Anniversary membership billings begin.</td>
</tr>
<tr>
<td>Apr 15th</td>
<td>• Deadline for ballot returns to Chief Teller</td>
</tr>
<tr>
<td></td>
<td>• <strong>Absolute Final deadline for</strong> Chapter Dues increases to reach SBO</td>
</tr>
<tr>
<td></td>
<td>• Deadline for Nominations for Estimator of the Year, Fellow and Honorary member to reach SBO</td>
</tr>
<tr>
<td>April</td>
<td>• Chapter elections planned and implemented</td>
</tr>
<tr>
<td>June 1st</td>
<td>• Deadline for all Chapter awards (see Awards categories online at <a href="http://www.aspenational.com">www.aspenational.com</a> – publications – Awards Guidelines.</td>
</tr>
</tbody>
</table>

## ASPE 2009 Estimating Academy & Annual Convention

**July 22nd - 25th in St. Louis, MO**

Online registration (www.aspenational.org) available soon !!

Membership billings – anyone who joined after June 1, 2008 will be sent a renewal for their anniversary month. If your dues are not paid by the end of your anniversary month, you will be removed from the roster. The renewal form will be sent in the beginning of April for June dates; the beginning of May for July dates and so on. If you have not received a renewal by the 1st of your anniversary month, email nadean@aspenational.org for a copy. To all members who joined before June 1st, 2008 you will receive your renewal the beginning of May for remittance by July 31st.

I am currently working on the first set of renewal notices to go out and if you are increasing your chapter dues, I really need to know immediately.

Your Chapter Membership list is attached. Please review it and compare it to your own attendees list to ensure that regular attendees are registered members of ASPE.
Membership

Applications for membership can be downloaded from the national website, www.aspenational.org or on our local website, www.aspechapter3.org.

Any Program Ideas?

In order to make our chapter work for everyone we are looking for your ideas and input. What topics would you like to see discussed? What programs would you like? If you are a General Contractor, Subcontractor, Consultant, Architect or Engineer, what topics are you interested in? Any suggestions that you have, we would be appreciated.

Joke of the Month

Why I have always had a dog in my life: You can say any foolish thing to a dog, and the dog will give you a look that says, “My God, you’re right! I never would’ve thought of that!”

Quote of the Month

“The quality of a person’s life is in direct proportion to their commitment to excellence, regardless of their chosen field of endeavor.”

~Vince Lombardi

Answer to Problem of the Month

C. $527,250

Calculation:

4/1/09 thru 12/31/09 = 9 months/12 months = 0.75 x 4% per annum for 2009 = 3.12%

1/1/10 thru 4/1/10 = 3 months/12 months = 0.25 x 3% per annum for 2010 = 0.75%

Midpoint of construction = 4/1/10 thru 9/1/10 = 6 months/12 months = 0.50 x 3% per annum for 2010 = 1.5%

Cumulative escalation = 1.0312 x 0.75% = 1.0389%

x 1.5% = 1.0545%

Total escalation thru midpoint = 5.45%

Project cost $500,000 x 5.45% = $527,250 c)