OUR MISSION

Since 1956, ASPE serves the construction & engineering industries by providing education, training, fellowship and opportunities for professional estimating development.
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Hello Everyone,

The March educational meeting speaker was Gregory S. Martin spoke to us on The Top 10 Mistakes in Estimation Which Assure Protracted Litigation. If anyone is interested in his power point presentation, please contact me and I will be happy to send it to you electronically. Check out the Meeting recap article for details of the meeting in this Newsletter.

Our Chapter fiscal year ends July so we are already rapidly approaching our year end. My hope is to hear from the IRS with respect to our not for profit status by the end of March and moving forward to procuring a Business Merchant credit card account so we can make credit and debit card transactions at our events and to conduct Chapter Business. We are filing our first IRS Form 990-N to report Chapter gross receipts to the IRS and maintain the not for profit status. Achieving the not for profit status and maintaining it is key to achieving our goal this year to make the Chapter a viable legal entity in every dimension. Having the status we can have the business merchant credit and debit card account means we can better control Chapter expenses and make transactions more convenient for members and guests in addition to having smooth running operations, having clear position responsibilities, objectives and systems to leverage in achieving future Chapter goals. Our goals are to educate all those interested, local
President’s Message

college students and the general public about estimating; support members in becoming a CPE and maintaining their certification; keep members current with new estimating technologies and methods, and increase the number of scholarships and the amount of the awards through our event activities. We have some great events on the horizon you will not want to miss out on. Participating on event committees is really not a very large time commitment and is very rewarding contributing significantly to the success of the Chapter’s efforts in achieving these goals.

Every ASPE Chapter member is encouraged to attend at least one Board Meeting and serve as an officer, director or on a committee. Please contact me to talk about these positions and if you have any suggestions, questions or to visit one of our Board Meetings. You may also communicate to the Board members through the Chapter Face book page if you choose.

Gregory R. Clayton
MEETING INFORMATION

PAUL JOHNSON

Dinner meeting

TOPIC
“THE RANCH PLAN”
PRESENTED BY PAUL JOHNSON

Date
Wednesday, Apr 11, 2012

Time
5:30 p.m.  Social Hour & Networking
6:30 p.m.  Program & Dinner

Location
Ayres Hotel 325 Bristol St. Costa Mesa, CA  92626

Cost  $40
(Includes Appetizer, Choice of Salmon filet, Chicken Rigatoni or Teriyaki Beef Skewers, dessert, coffee/tea)

RSVP at www.aspechapter3.org

Presentation Outline

○ What is the long term development plan for Rancho Mission Viejo?

○ What is the timeframe for the opening of the Village of Sendero and Gavilan?

○ What is the new community of Sendero and Gavilan all about?

○ What are the new ideas for the 1st Village of Sendero and Gavilan?

○ What is unique for the enclave of Gavilan?
Paul is the Senior Vice President of Community Development for Rancho Mission Viejo, which oversees design and implementation of master plan communities. Management responsibilities are currently focused on the development of the Ranch Plan located in South Orange County. His responsibilities are to oversee and lead the project’s urban design, development, marketing, builder land sales and administration and the master maintenance corporation. Specific to these areas of responsibility are the project’s scheduling, budgets, land design, working drawings, builder coordination, land sales, and operation of the master maintenance/community service corporations.

Prior to joining Rancho Mission Viejo, Paul was a project manager for the Fieldstone Company’s Newport Beach office in Orange County and was responsible for the coordination and completion of all aspects of a project. This includes land acquisition, entitlement, product development, marketing, construction and homebuyer warranty.

Paul received a B.A. degree in urban studies/engineering from California State University at Northridge and has a M.B.A. from California State College, San Bernardino. He also holds a B-1 general building contractor’s license. He is a past president of the Orange County Home Builders Council and BIA/OC. He is currently serving on the Executive Board for the Building Industry Association/Southern California.

Paul and his wife Roylene have three daughters. He enjoys many outdoor sports, running, hiking, scuba diving, biking and spending time with his family, especially the grandchildren.
In all my 23 years of general engineering contracting and subsequent 11 years providing construction management and consulting services, I have never been more frustrated with a government system that can be manipulated in so many ways. I’m referring to the prevailing wage requirements on public works projects that require “certified payroll” reporting. Can you take a moment and think of ten ways to beat this system?

During those years of contracting, payroll was the number one priority. Pay your employees regularly, on-time and make sure their check clears. At one time, I had 160 employees on payroll being paid weekly – talk about “writer’s cramps” on Friday afternoon signing all the checks. Fortunately, our accounting system produced the certified payroll reporting forms (HC-347 in the old days). I would sign the back and certify that all employees were paid pursuant to the law. I took this very seriously; however, others did not.

I had a landscape subcontractor who paid a $200,000 fine, lost his company and spent two years in prison for falsifying his certified payroll reports. What a way to “do” business. He wasn’t the only subcontractor of ours breaking the rules. We had competitors doing the same. Trying to compete “fairly” on public works bidding was quite difficult. A lot of the “tricks” used
by contractors were told to me by new employees of mine who were shocked when I said they get to keep their entire paycheck. I think I was more shocked, or just dumbfounded, that the certified payroll rules were so blatantly disregarded.

Here’s my Top Ten:

1. Pay the correct amount on the check and march the employees to the bank, have them cash the check, hand over the cash and pay them the “adjusted rate.” For landscape laborer the current prevailing wage rate in Orange County is $25.43 per hour plus $17.36 for benefits which equals $42.79 per hour and the “adjusted rate” or “cheater’s rate” is $10.00 per hour, even less.

2. Make out the check, produce the certified payroll report with your signature, give out cash and submit the form – as long as you can keep a straight face and smile while doing such.

3. The old “hour bank” gimmick. For every hour the employee is paid at prevailing wage he/she will work an additional 3 to 4 hours at no pay; similar to slavery as the worker needs to work for free before going to the public works job so the worker isn’t ahead of the game.

4. Report fewer hours than actually worked because one rarely observes and keeps a record on the Agency or Owners side. Few Agencies have the manpower to staff a project with full-time inspection. The worker puts in 10 hours a day and gets paid for 4. (4 Hrs at $42.79 is still more than 8 Hrs at $10.00 plus 2 Hrs at $15.00; so why complain?)

5. List a lower classification than the actual classification and group and pay less, i.e.) use your Group 1 laborer at an apprentice rate (35% of journeyman) to operate heavy equipment/backhoe at Group 8 ($14.98 per Hr vs. $60.08 per Hr). Pay a quarter of the actual rate – laborer is ecstatic that he/she gets more than $10.00 per hour.

6. Make everyone an owner of the company or supervisor on the site and circumvent payment of prevailing wages by statute. This works well when everyone’s last name is the same.
By Steve Murow

Ethics Article

7. Why not alternate paying one of two laborers and have them split the check each week. Very confusing to catch when you have 20+ workers onsite and they are coming and going.

8. Charge for tools. Your worker can’t work without tools. Pay the proper rate, deduct the taxes, give out the check and then collect 50% to 75% of the cashed check amount for tools. What a shame (or for that matter, sham).

9. Similar to #1; however, why waste time marching to the bank? Just have the worker sign the check over to you and pay him/her in cash at a $10.00 per hour rate. This works great for hiring undocumented workers and circumventing the certified payroll requirements. If you’re going to screw someone, make it convenient for yourself; and,

10. Quite sad, but true, threaten your workers with deportation and just don’t pay them, say you did and submit the certified payroll form. Get paid before anyone figures it out. Break all the laws at one time.

That’s ten – how many did I miss?

Is it really worth the consequences? At the end of the day you will come face to face with the ultimate boss!

All rates and rules governing California prevailing wage can be found at www.dir.ca.gov/dslr.

Steve Murow

Steve Murow was a principal at Gillespie Construction, Inc. from 1982 to 1987 and a principal at Clayton Engineering, Inc. from 1987 to 2000, where he constructed approximately 200 projects under the prevailing wage criteria. Murow currently serves as a consultant to the construction industry and provides litigation support and expert witness services on grading, underground, street improvements and site development matters.
Change Orders are additional contractual changes that are amended to an existing construction contract. Change Orders are often described in various ways; Request for Design Change, Scope Change, Field Directive Change, Design Change, Change Proposal Request, Field Change Order, Contract Change Order, Change Directive and Change Order. The acronyms are all the same. All are modifications resulting from scope changes to a project.

Project changes can occur for many reasons. The client decides to add, modify or delete something on the project. Means and methods for construction of an item are not feasible requiring a field directive or design clarification from the architect / engineer, resulting in additional costs. Specified materials or equipment are not available or are no longer being manufactured. Unforeseen site conditions such as discovering rock during excavation or an unknown existing utility not shown on a drawing that is in conflict with a new pipeline. Errors and omissions from designers and consultants may result in change orders. Dimensional discrepancies are also common and sometimes may result in change orders. Some changes can be no cost change orders or they can simply be a contract clarification. Utility agencies such as the gas or power company may require different utility location connection points or...
Corporation

Committee & Chairs

Chapter Awards
Greg Clayton, Mike Mills, Ron Svarc

Scholarship

Marketing
Steve Murow, Tom Smithson, Greg Clayton

Programs
Tom Smithson, Greg Clayton, Steve Murow

Fundraising
Steve Murow, Greg Clayton, Tom Smithson

Membership
Ron Svarc, Mike Mills, Greg Clayton

Certification
Ron Svarc

Education
Wil Beukman

Standards
Mike Mills

By-Laws
Mike Mills

Corporation

more stringent design requirements than what was specified on the contract drawings. New additional work requested by the client could be another reason for a change order. These are just a few examples of why changes orders can occur on a project.

Generally, it is common industry practice that design changes or change orders get issued on a construction project. Typically, clients may budget an additional 5% of the cost for field change orders as a part of the contractual budget.

Specifications tend to be fairly precise in defining what constitutes a change order; who is permitted to issue a change order, and allowable rates & calculations for preparing the change order and whom has authorization to approve the change order. Generally, the architect or the owner’s agent will issue a field directive requesting a price change. If the item is critical, the architect may issue a work directive perhaps on a Time & Materials basis, in order to immediately proceed with the work and then submitting the costs incurred upon completion of the extra work. Signed timesheets and copies of all material invoices must be carefully recorded and submitted with the cost proposal. All quantities and extension of prices must be confirmed. If the project is a union job are the craft labor rates correct for the specific work activity? If it’s a non-union project are the labor rates verifiable? Are the equipment rental rates based on Blue Book Rental rates, allowable national rental rates or California Caltrans equipment rental rates? Are the equipment
rates verifiable? The specifications will delineate what are the allowable mark-ups for the General Contractor, their vendors and second tier Subcontractors.

Field questions or Requests for Information forms are generated by the Contractor. These RFIs may ask for field clarifications, drawing questions, measurements, discrepancy issues, relocations, etc. The A/E’s response to the contractor’s questions may result in a change order to resolve the field issue in question.

Pricing for extra work may be submitted prior to the work being performed. The owner’s agent will review the Contractors’ cost proposal and may have a negotiations meeting to resolve issues such as scope of work or pricing. Upon completion of the change order negotiations, the costs may be approved with authorization to proceed, the change order maybe rejected for re-submission, declined in its entirety, or it may go into a future contractual claim.

As estimators, it is imperative that when one is preparing a change order estimate either as the contractor, owner’s agent or simply reviewing the estimated costs in a QC function, that one fully understand the scope of the changed condition. This will require full review of the proposed change order’s description of the work, review of the existing drawings & specifications, photographs, shop drawings, site visits, review of new design documentation, survey of quantities and unit prices.

General Contracting estimators need to review all cost documentation that has been prepared by their subcontractors and vendors before adding the GC scope of work, then mark ups and submission to the client. Confirmation of what is allowable under the contract specifications should always be verified before processing change order & submitting to the client for approval. It could be that the subcontractors change order request maybe part of their original portion of the contract work. On occasion a change order request was not properly prepared. Merely passing through costs without any review by the contracting estimator is not acceptable. Is the pricing request fair and reasonable? Independent change order cost estimates may be prepared by a
consultant on behalf of the client. The same criteria as described above would apply to independent cost estimators.

Sometimes subcontractors and contractors who bid a project too low or found difficulty in managing their work may feel that there is an opportunity to catch-up financially when it comes to change order work. Unfortunately some Owners have that perception about contractors as well. Preparing overpriced change orders, not reviewing pricing and scope of changed work for accuracy will only tarnish the company’s reputation and the individual estimator’s integrity. When you are tasked with preparing a change order or performing a QA/QC of a change estimate, ask yourself is the change order part of the base contract? Is it a legitimate change order? Is the change order pricing fair and reasonable for the added work?

For the most part contract change orders are burdensome. With a maximum allowable markup of 5% to 10% profit margins are slim for small dollar CO’s. Contractors have the additional costs of preparing the CO estimate, negotiating the CO, managing, procuring, coordinating and scheduling the extra work, all in conjunction with the main contract work. Often this results in CO work not being very profitable. On larger projects it is quite common to have over 100 change orders. Contractually, the contractor must perform the change order work in conjunction with the prime contract work, often completing the project without a time extension.

As long as A/E firms design projects and Owners make last minute decisions, change orders will continue to occur. Change orders are just part of the construction process. They will never go away. But wouldn’t it be nice if the number of change orders on a project could be reduced? Then, estimators could devote more of their time in preparation of new bids, new engineering estimates or Design – Build estimates.

Dan Schottlander, Past President & CPE
“The Top Ten Mistakes in Estimating Which Assure Protracted Litigation”

Last month’s Educational Dinner Meeting featured Mr. Gregory S. Martin Attorney at Law of Gregory S. Martin & Associates as our guest speaker. Mr. Martin was introduced and the group was briefed of his background of representing clients from contract preparation, review and negotiation through ultimate dispute resolution including litigation arbitration and other dispute resolution procedures, particular to the construction industry. His career began with an undergraduate degree in Building Construction followed by Law School at the University of Florida. Mr. Martin has litigated numerous heavy civil construction cases throughout the United States where the amounts in controversy were in the tens of millions of dollars.

Mr. Martin began by stressing how important estimator’s professional and ethical practices are in supporting a litigated or mediated construction claim and discussed the common beliefs of jurors, owners, engineers and contractors. He explained that the bulk of projects are completed without major conflicts or litigation but the ones that do are normally very many years after the project is completed, complicated and have large values that could devastate a construction company or developer. Litigation lawyers always seek out and attack the weak points of their opponent’s claim, which begins with the estimate. The validity of the estimate is the foundation of every claim. If it fails to withstand the challenge the case falls apart without having to go any further. An estimate’s validity includes the thoroughness and documentation of the site survey, bidders questions, addendums, the logic and quality of assumptions used in determining the project sequence and schedule, the means and methods of performing take offs, determining productivity, expected working conditions and risk just to name just a few.
The top mistake in his presentation is how does the estimate compare to the budget used to construct the project? What happens to the estimate after the contract award? How does the project team interrupt the estimate in preparing the project budget? Do they have a clear understanding of how the estimate was prepared or the basis upon it was prepared or is it just a series of numbers? A completely different job could be constructed if the estimate was misunderstood and you can be assured there will be serious problems along with large claim down the road if that were to occur.

The second most serious mistake is the schedule of work and assumptions used to prepare them. The third lethal mistake is being too busy to visit the site and perform a thorough survey. Site conditions aside from design errors are the number one reason for cost increases. If a site survey is not done how can you credibly argue that you knew what the conditions were at the time you prepared the estimate?

In closing, the underlying theme in preparing an estimate that when challenged years after the project is complete is for the estimator to be able to substantiate the thoughts, actions, logic and professional practices that went into preparing the estimate to give the estimate credibility when challenged. The best way to achieve that is to take the time and effort to practice the ASPE Ethics Canons along with making notes on the estimate to explain or justify your thoughts and assumptions and recall your thoughts.

I have only highlighted the presentation. If you would like Mr. Martin’s power point presentation, contact me at greg@4cei.com and I will be glad to forward it to you.

Gregory R. Clayton, PE, CPE, LEED-AP
Contracting Engineers, Inc. www.4cei.com
The meeting began like normal Board meetings do with going through the agenda items of approving the previous Board Meeting Minutes, 501C6 Corporation nonprofit status report, Programs report, the Treasurer report, President report and Committee Chairs reports followed by new business where we made plans for the 2011-2012 year.

The big news is we expect to hear from the IRS this month on our not for profit status. You may recall the merchant credit and debit card service for the Chapter through our bank F&M Bank is predicated on the IRS approval of our not for profit status. Blue Book representatives have signed up to attend our March Educational Meeting and have expressed interest in joining our chapter. Both the Chapter and the Blue Book would benefit by join forces in supporting each others efforts; events broaden the Chapter’s network.

The Board discussed the ideas of Educational Dinner Meeting topics and speakers for the rest of the year. Steve Murow of the Programs Committee is meeting with potential speakers to close out our year with speakers speaking about large residential and commercial development projects emerging in Southern California. One development project is on the Hol-
by Gregory R. Clayton

He is planning to have a field trip at one of these developments if possible. Estimating technology speakers planned are about new GPS infrastructure project management technologies being used on a local project, cloud computing and paperless environment technologies that reduce fixed and direct costs and risks and other new estimating software on the market. Our April Speaker is will speak to us about “The Rancho Mission Viejo community development project in South Orange County.”

Steve Murow, the Chair of the Golf Tournament Committee has negotiated a contract with Aliso Viejo Country Club for our Annual Golf Tournament on June 25, 2012. This is a classic private golf course where we held last year’s tournament. The signed contract and deposit will be returned to the Club before the end of the month. Steve has prepared a tournament plan and budget and the Golf Tournament Committee will begin preparing for the event.

The planning of the 11th hour bid day simulation event as this year’s Academy event with two other Chapters has not moved forward at all. The board is considering going forward with the event without the other chapters and possibly holding the event in October or early November. Chapter wide participation is imperative in bringing these events together and getting the word out of the events out to the public.

Lastly, all of the funds earned from the efforts of the Chapter are used to increase the 2011-2012 scholarship funds, educate and serve its members.

Gregory R. Clayton, CPE
President/Secretary
**WHAT:** The following is a report on the ASPE Southwest Spring Regional meeting in San Antonio, Texas.

**WHERE:** ASPE Southwest/Northwest Regional meeting in San Antonio Texas March 2-3, 2012

**WHO:** Both Southwest and Northwest chapters were represented. From the Southwest- Chapters 3, 4, 6, 43, 47, 57 (Host Chapter) 68, 80 and MAL #90 were represented. From the Northwest- Chapters 2, 5,45,51,54, 55, and MAL # 91 were represented. Also joining us was Patsy Smith, ASPE Executive Director, of the National Society Business Office. In total including the estimating academy attendance and the regional meeting attendance- 28 people came, plus some wives were graciously present.

**WHY:** Larry Kendrick’s purpose for designing the SW/NW Spring regional meeting in the manner it was set up was to help the members and Chapters in those regions be better equipped to handle the same common problems and situations that they all seem to be faced with.

**SO WHAT HAPPENED?**

The educational seminar/estimating academy was held Friday the 2nd. There were 4 sessions. Attached in a separate document from our Southwest Governor, Larry Hendrick is a recap of those sessions. I was not present at those. Following the Estimating Academy was a welcome reception hosted by San Antonio Chapter 57. The Saturday Business meeting was split into 2 workshops for the morning session.

Northwest Governor Walt Lemon, CPE led a workshop on “The importance of Certification and the ASPE Certification Program (CPE)” This session was open to members and non members.
Topics included – (1.) Why is it important to get certified? (2.) What is involved- the Certification Guidelines (3.) Ideas for technical paper topics (4.) How to write a top notch technical paper and (5.) How to study for the test with sample test questions. A summary of the material will be sent to each of the Regional meeting attendees as well as all chapters in both regions.

This workshop was well attended and hopefully will result in more people entering the CPE program next cycle, and if they are not currently members of ASPE, there will be new members gained as well. I will share all of this information with all non-CPE members of Orange County.

While that workshop was going on, Southwest Governor Larry Hendrick, CPE led a workshop on Chapter Growth, Membership Retention and Membership Growth. I attended that one. The 7 topics covered were (1.) Meeting topics (2.) Chapter meeting format (3.) Chapter meeting locations (4.) Chapter meeting times (5.) Advertising for Chapter meetings (6.) How to attract sponsors for Chapter meetings and (7.) Chapter site tours. Each member filled out a worksheet regarding all the topics and those worksheets that were turned in will be copied and sent to each of the chapters in both the Southwest and Northwest regions. A summary of the workshop will also be sent to all chapters in both regions.

The afternoon meeting minutes is also attached in separate document which was compiled by NW Governor Walt Lemon, CPE.

A very timely an important power point was presented by Scott Eaton entitled “ASPE Benefits to Our Employer”. This was super and I am promised a copy for us to share at one of our meetings.

Scott shared the power point he put together for his employer “ASPE Benefits to Turner”. ASPE does a great job marketing to its prospective members. But what is the benefit to our employers? Companies today are tightening budgets and are not willing to spend money on anything that they do not perceive as value added to the company. It is the responsibility
of the ASPE member to demonstrate to their employer the value the company is receiving for supporting your membership! Members must demonstrate to our employers that ASPE and their members objectives are in alignment with their companies core values, educational goals, and ethical principles. This presentation helps validate these benefits to the employer. The goal is to be able to make this presentation into a template that can be easily modified, allowing other members to tailor the presentation for their employer.

Patsy Smith said that the National SBO will help make this a template that we all can use to present to our employers and gain their support for us to continue to be members of ASPE. Following the business section of the day- the meeting adjourned and we all headed to the beautiful River Walk section of San Antonio and were treated by Chapter 57 to an awesome dinner boat ride to see all the beautiful sites of the historic San Antonio from the river. A great time was had by all.

All in all, I feel that the Estimating Academy was a huge success and I feel the 2 morning workshops and the afternoon business meeting was also very successful and well received.

There is a very serious situation facing the American Society of Professional Estimators, and that is loss of members. Mostly due to the economy and some of the tough times we have all faced and will probably continue to face for a while to come, almost every Chapter in ASPE- not just the SW and NW regions is seeing their membership numbers drop. Orange County Chapter #3 has not experienced this yet. However, we must involve and communicate to all current members to get them to continue. ‘Out of sight – out of mind’ is applicable here. Let’s all do a little so our Chapter can grow a lot.

Every member of ASPE joined because we thought there was a purpose and advantage to us and to our careers to be part of this great association.

Likewise, we as leaders, and we as members, have a responsibility to help keep this Associa-
tion strong and grow. Obviously we need to get new members, but just as important, we need to keep the members we already have and make sure they see enough continuing purpose and advantage to them to continue to be members.

Our programs, our focus and purpose should be to provide something that will attract members and keep members by providing them with tools and education to make them rise above the crowd.

It is hoped that the SW/NW regional meeting in San Antonio is a step in that direction and produces enthused members and Chapters that were in attendance.

I have to thank all the members of Chapter 57 who helped make everything wonderful and perfect, also Mohammad Sadi of Weston Solutions, James Benham and Smart Bid, Kari Bruel of On Center who not only contributed time, but also contributed financial support. Also Paul Martin, Dr, Hung Nyguen and Walt Lemon for their help and presentations.

Your ASPE Chapter #3 attendee,

Ron Svarc, LCPE, GC, MBA, FEWA
**Thoughts or Suggestions?**

We are looking for your ideas and input regarding our newsletter and dinner programs. Do you have an idea for an upcoming dinner meeting? Would you like to be a presenter at one of our dinner meetings? Is there a topic of discussion that we should write an article about? Would you like to be a contributor to our newsletter?

Please contact ChiaYen Yuan at ChiaYen.Yuan@fgould.com.

**Membership**

Applications for membership can be downloaded from the national website- [www.aspenational.org](http://www.aspenational.org), or on our local website- [www.aspechapter3.org](http://www.aspechapter3.org).

For more information, contact Greg Clayton at gclayton@4cei.com.

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**ASPE ORANGE COUNTY #3 GOLF EVENT**

**MONDAY, JUNE 25, 2012**

**Aliso Viejo Country Club** at 33 Santa Barbara, Aliso Viejo off the 73 Tollway at Pacific Park/Glenwood, turn left to Golf Drive and turn left and follow into the course; 949-783-9686; www.alisogolf.com.

11:00AM Registration

12:30PM Shotgun start in Scramble Format, Lunch served and Italian Buffet dinner to follow

**Goodie Bag** to all Players

**Mulligan Package** Available

**Raffle Tickets** for Fabulous Prizes

HOLE-IN-ONE on any of the four Par-3’s pays $5,000

Same player’s fee as last year at $145 per player

Sponsorship Opportunities available; contact **Steve Murow** at 714-932-9992.

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Save the date
Advertising Opportunities

For more details

If you would like to advertise with us, contact ChiaYen Yuan at chiayen.yuan@fgould.com

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COMPANY MEMBER REPRESENTATIVES

Canon #1
Professional Estimators shall perform services in areas of their discipline and competence.

Canon #2
Professional Estimators shall continue to expand their professional capabilities through continuing education programs to better enable them to better serve their clients, employers and the industry.

Canon #3
Professional Estimators shall conduct themselves in a manner, which will promote cooperation and good relations among members of our profession and those directly related to our profession.

Canon #4
Professional Estimators shall safeguard and keep in confidence all knowledge of the business affairs and technical procedures of an employer of client.

Canon #5
Professional Estimators shall conduct themselves with integrity at 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.

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 practices 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 considered acts of collusion or conspiracy (bid rigging) with the implied or expressed purpose of defrauding clients. Acts of this type are in direct violation of the Code of Ethics of the American Society of Professional Estimator.

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.

Our chapter Facebook account is up & running—ASPE Chapter 3, Orange County—we have added a few friends from last month and we need more! If you have an account, look us up, so you can follow our status for upcoming events!
We Need Volunteers!!

We need your help! Anyone who is interested in serving on a committee for the OC chapter, please contact Greg Clayton at gclayton@4cei.com for more information. This is a great way to give back to ASPE both personally and professionally. We encourage you to attend a board meeting to see what it’s all about. We meet every other month in a physical location and all ASPE members are welcome to attend.

Welcome

We look forward to seeing you at this month’s dinner meeting.

Serving construction estimating professionals by promoting ethical behavior, professional development, continuing education, standardization, certification and fellowship.

Do you tweet? With the advent of all of the social networking going on I figured we should be keeping up with the technology. For those of you not in the know, Twitter is a website that allows postings, called tweets, of no more than 144 keystrokes (yes, spaces count). With Twitter you can find individuals such as ASPE’s national Executive Director (ASPENatExecDir), other chapters (ASPE12Reno or ASPE51SLCUtah), construction related organizations such as NAWIC, MC2, or McGraw Hill.

I intend on finding links to individuals and organizations that may be of interest to our membership. If you find an organization that you think would be of interest to our chapter membership let me know. Just post a tweet to ASPE3OrangeCty and I’ll be sure to link us to the account.

Do you have insights to pass on to our membership regarding the construction industry in Orange County? With a Twitter account you can pass them along quickly. After all, how long can it take to type 144 characters? See a website or blog you think may be of interest, post the link with one tweet and the whole chapter can see it too.

Try it out. Even if you never post anything, you can follow the postings of whoever you may find interesting. Hopefully, one of those will be ASPE3OrangeCty.

Thank you for reading ASPE OC Chapter3.
CALLING FOR PRESENTERS!

Interested in giving a presentation at our chapter dinner meetings?

Interested in getting your company name out to members?

Come educate and Share with our members!

Contact Tom Smithson at tedwardsmithson@gmail.com for more info!

If you would like to advertise with us, contact ChiaYen Yuan at chiayen.yuan@fgould.com