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

I am honored to be elevated to President of Orange County Chapter #3. I join an incredible list of past presidents including Mike Mills, voted president-of-the-year in the nation a couple years ago, and Greg Clayton, my mentor in the business. These are extremely difficult shoes to fill but I will move forward as best as I can and with a tremendous support crew of Ron Svarc, Tom Smithson, Kathleen Schneider, Scott Porterfield, Dan Schottlander, Chia-yen, Wil Beukman and Mike Mills. We are saddened to see Greg leave but extremely happy for him in his new role: retirement. Greg leaves us with our books in order, money in the bank, processes in place for success, outrageous organized files and our 501-c6 designation in place. We can’t thank Greg Clayton enough. He is truly the president of the decade for this organization.
I met Greg in September, 1978 at Long Beach State. He asked me to join him at Sukut Construction as a quantity takeoff surveyor a week after we met in CE471 – Estimating, how apropos? I worked at Sukut Construction, then Lloyd Sukut Company and then on my own with Terry Gillespie at Gillespie Construction. On May 1, 1987, I rejoined Greg at Clayton Engineering, Inc. as a principal and 50% shareholder. We had a tremendous 13-year run in general engineering contracting until we met our demise in June 2000 over a disputed change order with the largest landowner in Orange County. We learned a great lesson and we are much better for it.

I thank Greg for all his mentoring, coaching, guideless and brotherly love he has given me the past 34 years. I wish him the best of bests on his new journey.

Steve Murow
MEETING INFORMATION

TOPIC
“Estimating and High Density Apartment Construction”
PRESENTED BY Sean Rawson

Date
Wednesday, October 10, 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, Hoisin BBQ Chicken or Vegetarian, dessert, coffee/tea)

RSVP at www.aspechapter3.org

Calendar of Events

OCT 10, 2012
- Dinner meeting
  “Estimating and High Density Apartment Construction”
  PRESENTED BY Sean Rawson

More information
Visit chapter website for calendar
Over the past 34 years I have personally bid or supervised the bidding of approximately 2,000 projects. Half of those have been in the public works arena and half in the private market. These projects involved mostly mass grading, underground construction, street improvements and site development. Bidding to private parties like The Irvine Company, Rancho Mission Viejo, numerous developers and builders was always a less formal procedure but required a degree of communication unlike bidding public works. My companies always made a tremendous effort in verifying quantities, understanding the work and looking at constructability issues that may affect the project's budget and create "opportunities" for bidders to incorporate such "opportunities" into their bid with an end result of higher contractor profits at job completion. In the private market where bidders are invited to bid based on their experiences with the Owner and of course, past performance, there is a sense of being overly fair, keeping the competition "honest," and noticing the Owner of potential problems with the bid package in order to obtain a high degree of clarity.

The public works market is a bit different with time constraints on asking questions, precise timing of bid submittal and preparing the bid on finite terms established by the agency within a very limited and often rushed time frame. As opposed to the private market where bid dates and times are flexible and questions concerning the bid can be presented right up to bid time and questions may be answered and not made an addendum to the bid as required in public works contracting there is a bit of leniency.
This is where “ethics” come into play. I have found that asking certain questions during a public bid process can be a benefit as well as a detriment. Of course if there is any confusion on interpretation of a bid item or specification requirement a bidder wants clarification and such be made in an addendum to all the bidders. You always want to make sure everyone is bidding everything! However, if there is an item that can have more than one clarification (that can affect bid pricing and become a benefit to you) then the bidder may be reluctant to ask and subsequently may be in a battle if the bidder is awarded the job and during construction finds out the un-asked clarification question is now the basis of a major claim. Questions on establishing bid quantities are not that difficult to answer.

However, if the bidder asks for clarification and receives the not to unfamiliar response “bid it like you see it,” what do you do? Is this an invitation to take advantage of a quantity “bust?”

If there is a line item for 100,000 CY’s of mass excavation on the Agency furnished bid schedule on a line item proposal and you determine that the quantity is actually 200,000 CY’s but you’re required to propose based on the agency’s quantity and payment is based on final field measured quantities what do you do? You contact the agency and are told “bid it like you see it.”

You can determine your cost based on the 200,000 CY’s, establish your unit price (say $1.00/CY), and bid $1.00/CY knowing that at the end of the project you will recover your cost and markup accordingly by getting paid for the final quantity of 200,000 CY’s.
But say that you “bid it like you see it” as stated by the agency at bid time. Do you load up your unit price and reduce other prices to get to a lower overall bid amount but at the end of the day receive a higher profit? For example; based on a five item bid proposal you bid:

1. Mobilization 1 LS $50,000 $50,000
2. Mass Excavation 100,000 CY $1.00 $100,000
3. Site Finish 1 LS $20,000 $20,000
4. Erosion Control 4 AC $2,000 $8,000
5. Close-out 1 LS $10,000 $10,000

TOTAL = $188,000

At job completion when the mass excavation quantity goes to 200,000 CY’s you get paid a final contract amount of $288,000.

You can “bid it like you see it” and change your units as follows:

1. Mobilization 1 LS $7,000 $7,000
2. Mass Excavation 100,000 CY $1.70 $170,000
3. Site Finish 1 LS $2,000 $2,000
4. Erosion Control 4 AC $1,000 $4,000
5. Close-out 1 LS $5,000 $5,000

TOTAL = $188,000

You still have the same bid; however, at the end of the day you get paid $358,000; based on the additional 100,000 CY’s at $1.70/CY added to the bid of $188,000. An
By Steve Murow

2011 - 2012

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extra $70,000! If you are absolutely positive that the quantity increase will occur you can actually lower your bid to $178,000 and at the end of the project receive $60,000 extra! The $10,000 lowering of the bid may secure a “low bid” status and you end up increasing your profit by $60,000 or an additional 15.5% profit on gross.

It pays to understand every item in the bid schedule, perform your own quantity takeoff and base your bid on the true quantities of work. Reliance on owner furnished quantities may not always be in your best interest.
Estimating, A Key to Profitability

The construction industry has always had a high level of financial risk associated with its business. Those risks have been magnified in the last four years as our economy has continued to see contraction, uncertainty, financial and regulatory turmoil, and political battles. Accordingly, it has been difficult for construction companies to find and maintain profitable work. This has made the estimating process even more critical to the financial success in construction companies.

So what can be done to minimize the financial risks in the estimating process and help to maximize profits? Here are a few things to consider as you move forward in the estimating process.

**Plan and Evaluate Your Estimating Procedures**

Review all project documents carefully before you begin a job and be sure that everyone involved in the job understands them. Set a realistic schedule that accounts for the possibility of unforeseen circumstances, such as unanticipated site conditions, bad weather, changes or additions.

Make sure you have procedures in place for identifying changes in the scope of work, documenting those changes and processing change orders quickly. Missing or mishandled change orders can damage your profitability and cash flow.
Review the results on recently completed projects both profitable and unprofitable. Compare each job’s estimate to the actual figures and investigate any significant discrepancies. Were assumptions about productivity, labor and materials requirements, and other factors reasonable? Document your findings and refer to them when creating future estimates.

Know Your Indirect Costs
The only way to know whether jobs are profitable, and to develop accurate estimates, is to understand their true costs. That means having a system that accurately captures, classifies and allocates direct and indirect costs.

Most contractors do a good job of identifying a job’s direct costs, such as labor, materials and subcontractor costs. But it’s equally important to allocate indirect costs, such as equipment, rent, supplies, insurance, depreciation, and legal fees to specific jobs. If you focus only on the big-ticket items, such as labor and materials, it’s easy to lose sight of gradually increasing overhead expenses, which over time can erode profitability.

Monitor Work In Progress
It is also critical to evaluate the estimate as current jobs move through the construction process. Estimating should continue to evaluate the job with project management and accounting during the job. This can help to identify problems earlier, as well as determine change orders more
timely and the cost of such changes. Doing this can minimize the inherent uncertainties and help to maintain cash flow and profitability on the jobs. Estimating should not end when the bid is won.

**Build Contingency Into Your Bids**
Including a contingency reserve in your bids helps protect your company against the risks and uncertainties inherent in the construction process. It’s important to select the contingency reserve carefully: If it’s too high, you may lose jobs; if it’s too low you may take on too much risk. An effective strategy for adding contingency reserves to your bids is to use different markup percentages for different line items. For example, you might add a reserve to labor, which is more uncertain, by one percent, but use lower percentages for materials and subcontractor expenses, which generally are more predictable.

**Integrate Systems and Management**
Ideally an estimating system that fully integrates with project management and accounting systems allows for the entire management team to be working with the same information at the same time. When all parties (estimators, project managers, accounting and owners) are working from the same information it is much easier to identify problems timely and accurately. It can also help to avoid unpleasant surprises and help maintain profitability.

Article presented by Kevin Brown, Managing Partner, Rosner Brown Touchstone & Keller, LLP. Kevin has been provided financial, tax and consulting services to RBTK’s clients since 1982. Kevin has significant expertise in providing business, strategic planning and consulting services to clients with a focus on their overall business and individual goals. Kevin earned his Bachelor of Science in Accounting from San Diego State University and is a Certified Public Accountant by the California Board of Accountancy.
How to Estimate Startup Costs

by Tim Berry

One of the reasons having a business plan is a good first step for starting a business is to answer the fundamental, and critical question of how much money it will take to get the venture started. I’ve had two good friends who, with different businesses in different years, started strong but failed because they ran out of resources.

In the first case, additional funding might have been available had my friend planned better and applied for a larger loan. But when things went bad, his credit suffered and he wasn’t able to ask the bank for more money. In the case of my second friend, she probably would have planned to use fewer resources and ramped up more successfully if she had a more detailed estimate of her startup costs.

The point is, having an educated idea about startup costs can benefit your business more than not having a plan at all, and facing more unforeseen surprises. The key is to look at your business expenses as individual components.

You can calculate starting costs by making three simple lists, a few educated guesses and then adding them all up.

List spending on assets. Your business assets are the things you need to use in your business over the long term. For example, if you’re starting a brick-and-mortar store, that might include items such as shelves, tables, a cash register and so on. A graphic artist might need specialized printers and a drafting board, among other things.

If you’re either making or selling products, think about the inventory you’ll need to have at the start. The easiest example is the books a bookstore needs to stock its shelves or the raw materials a manufacturer might need to start assembling a product. If you’re starting a service business — meaning you don’t make or sell products — then don’t worry about inventory. You can skip this step.

All of these items make up your starting assets. While you might also think the money you have in the bank is an asset to list here, we’re going to save that for another list later on.
For every item on this list, make an educated guess of what the amount of expense will be. If you can't estimate the price for an item off the top of your head then do some research. For instance, call real estate agents to inquire about rental space and prices. Contact insurance brokers to ask about insurance plans and prices.

One important note: Although computers and office equipment should logically be included on this list, the federal tax code allows us to deduct their cost from our taxable income as expenses, so most accountants recommend calling them expenses, not assets. We'll get to these in the next list.

**List spending on expenses.** Not everything you purchase is an asset. You also spend money on expenses. For example, it costs money to set up a legal corporation, an LLC or a partnership. The money you spend to build your website, the costs of fixing up your office and the salaries you pay employees to help you set up are also examples of expenses.

And, because of the special tax treatment I mentioned earlier, include expenses for computers and other office equipment on this list.

Now, add up your starting assets and your starting expenses to calculate most of your starting costs.

**Determine how much money you'll need to get started.** The final piece of the puzzle is knowing how much cash you'll need to have in the bank for the early months while your startup is ramping up and not generating enough sales to cover costs and expenses.

There are a number of theories on how to do this. Some people say you need enough to cover six months of expenses. Others say a year. But in my experience, it's usually not that easy.

My suggestion is to estimate your first 12 months of sales, costs of those sales and expenses. To help create a sales forecast, you might want to reference one of my previous columns. You might also consider reading the section on creating an expense budget from my Plan-As-You-Go Business Plan book.
What you should end up with is a list of 12 months with estimated sales, costs and expenses for each month. Subtract the costs and expenses from the sales for each month, and the result should show you whether you’re short of cash. You’ll be able to tell from that spreadsheet how many months it takes to start breaking even and how much money you’re missing. That’s essentially what you need to have as starting cash.

And if you were hesitant about putting together a business plan, you’re already well on your way after calculating the numbers here.

Tim Berry is the president of Palo Alto Software Inc., based in Eugene, Ore., which produces business planning software. He is also the author of 3 Weeks to Startup and The Plan-As-You-Go Business Plan, published by Entrepreneur Press.
The September educational dinner meeting featured Jerry Lopez of Northstar Survey (www.nssurveys.com), Mr. Lopez and his firm have been working on the latest Rancho Mission Viejo Ranch project in southern Orange County providing construction survey for bridges, roads and subdivision grading and utilities. In addition to survey services Jerry’s team provides construction quantity pay item tracking, interim peer review of construction design plans and exhibits, GIS data creation and 3D design modeling.

Jerry’s presentation to our group focused on the ability to utilize some of today’s cutting edge technologies being used within the construction industry. I found some of these “apps” fascinating; for instance, SightSpace 3D allows one to upload your plans to this application and using the GPS and camera functions on your tablet (ipad) you are able to walk the actual project site and virtually see the planned structure on your tablet as it will look once completed. This is known as “augmented reality.” You can check it out at Google sightspace 3D.

Another “app” Jerry exhibited is called “Plan Grid.” This app allows you to upload your plans on the internet (The Cloud) and view your plans on your computer or tablet. This has been very useful to Jerry and others making it easy to scroll through plans and zoom in areas as needed. Also, providing the ability to highlight areas of interest and write notes on the plans. Highlighted and noted plans can be shared electronically instantaneously by everyone involved in the project.

The last app I’ll share about is called ArcGIS. This app allows you to upload your plans and overlay a Google Earth satellite image and other mapping capabilities.
Look them up! They’re free uploads, easy to use and makes site work a bit more comprehensible.

The amazing thing about all this cutting edge technology is that it’s all FREE! (for now).

Jerry did a fantastic job presenting to the group; thank you Jerry!

Don’t miss our next dinner meeting featuring Sean Rawson as he will speak on in-fill development opportunities in southern California.

The dinner meetings are a great place to meet fellow members of the community, learn about what’s happening in our community and have a delicious dinner.

Scott Porterfield
Welcome members! With the start of another year we are asking all members to think about, and reach out to, friends and colleagues who may also benefit from membership.

The American Society of Professional Estimators began in 1956. What started with fewer than 20 members in the Los Angeles area can boast today of thousands of members in chapters from border to border. ASPE was created with dedication and commitment to the idea of providing its members with tangible benefits:

• A professional society which promotes the highest standards and ethics in the practice of construction estimating.
• Continuing education through seminars and lectures on construction-related topics.
• An opportunity to become recognized as a Certified Professional Estimator (CPE) through the completion of our training and testing program.
• A means of personally communicating with fellow professionals on a monthly and annual basis, providing an opportunity to exchange information and gain professional recognition for yourself and your company.
If you have friends or colleagues who are—

- Currently CPEs or even just those who submit numbers on bid day,
- Looking for professional recognition for their experience,
- Supervising estimators and would like the staff to be more professional,
- An independent estimator who provides estimating services for others, or
- A user of estimating services as an owner, architect, engineer, or government agency, and would like to be assured of receiving professional estimates.

Let’s invite them to a meeting to engage with fellow professionals in the field and experience the benefits of membership.
Greetings American Society of Professional Estimators (A.S.P.E.) Board Members,

The Southern California Section of the Association for Advancement of Cost Engineering International (AACE) would like to extend to your membership the opportunity to attend our Fall Symposium at discounted AACE member rates. Established in 1956, AACE International is a 501(c)(3) non-profit professional association. With over 7,500 members world-wide in 87 countries, the organization serves cost management professionals in the disciplines of project management, estimating, risk management, and claims.

The speaker roster for this year’s symposium includes industry leaders in construction cost and schedule management as well as advanced enterprise software applications on multi-$100 million programs. The topics address a wide range of current, technical issues providing solid exposure for professionals in the business development, design and construction industry.

The symposium is to be held in Palm Springs at the Hyatt Regency Indian Wells on November 9, 10 and 11. The attached brochure includes details and links for discounted registration and hotel accommodations. Please note that there is additionally an Early Bird member registration rate of $300 that expires on October 15.
The AACE Southern California Section is excited about making introductions with SMPS and exploring future opportunities. We hope we are providing SMPS a venue of interest for its membership and ask that if so the symposium flyer be put in circulation.

If you have any questions or would like to discuss in person or over the phone please call.

Sincerely,

Justin Peterson, CEP, PSP, LEED AP
AACE International Symposium Chair
The Southern California Section of AACE International will be holding the 4th annual Symposium to continue the Southern California tradition of sharing knowledge and highlighting talent and leadership in our industry.

November 9th, 10th & 11th
Palm Springs, California
Hyatt Regency Indian Wells
2012 FALL SYMPOSIUM

The premier event for Project Controls Professionals in Southern California. November 9th, 10th & 11th.

Industry Leading Speakers and Presenters

- Christen Bergerud, EcoSys
- Nelson Bonilla, Fluor
- Ryan Brady, Faithful+Gould
- Brian Criss, PSP, DRMcNatty & Associates
- Dave Davies, Parsons Brinkerhoff
- Marc Glasser, PSP, Jacobs
- Chip Golde, ARES Software
- Nick Harney, Faithful+Gould
- Marlene Hyde, CCC EVP, CH2M Hill
- Bill Maddex, Arup
- Ken McBroom, PSP, McCarthy Building Companies
- Don McNatty, PSP, DRMcNatty & Associates
- Allan Meyers, CPA, Moss Adams
- Michael Nosbisch, CCC PSP, Project Time & Cost
- Neil Opfer, UNLV
- Maria Petrov, Marsh Risk Consulting
- Ram Ramdass, PSP, O'Connor Construction Management
- Kathlynn Smith, Hunt Ortmann
- Craig Sorenson, Nitro & Associates
- Ray Stratton, PMP EVP, Management Technologies
# Preliminary Agenda

<table>
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<th>Day</th>
<th>Time</th>
<th>Track A</th>
<th>Track B</th>
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<tbody>
<tr>
<td>Nov. 09</td>
<td>1:00-4:30 PM</td>
<td>Neil Opfer, University of Nevada, Las Vegas (UNLV)</td>
<td>Justin Peterson &amp; Ram Ramdass, O’Conner Construction Management</td>
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<td>Friday</td>
<td></td>
<td>CCC/CCE Certification Exam Overview</td>
<td>PSP Certification Exam Overview</td>
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<td></td>
<td>6:00-7:00 PM</td>
<td>President’s Reception</td>
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<td>Nov. 10</td>
<td>7:00-8:00 AM</td>
<td>Breakfast</td>
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<td>Saturday</td>
<td>8:00-8:15 AM</td>
<td>Welcome</td>
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<td></td>
<td>8:15-9:15 AM</td>
<td>Keynote: Marlene Hyde, AACE International President</td>
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<td>State of the Association</td>
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<td>9:30-9:50 AM</td>
<td>Morning Break</td>
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<td></td>
<td>10:00-10:50 AM</td>
<td>Christen Bergerud, EcoSys Eearned Value for the Rest of Us</td>
<td>Don McNatty, DRMcnatty &amp; Associates</td>
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<td>A Process for Reviewing Submitted Schedules in Primavera P6 r8.x</td>
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<td></td>
<td>11:00-11:50 AM</td>
<td>Allan Meyers, Valerie Smith, Moss Adams LLP and Neil Murphy, O’Connor Construction Management</td>
<td>Ken McBroom, McCarthy Building</td>
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<td>Construction Auditing: Common Cost Control Pitfalls</td>
<td>Pull Planning in Construction</td>
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<td>12:00-1:00 PM</td>
<td>Lunch</td>
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<tr>
<td></td>
<td>1:00-1:50 PM</td>
<td>Ryan Brady, Faithful+Gould Public Private Partnership Case Study: Jim Pattison Outpatient Care &amp; Surgery Centre</td>
<td>Jim Zack, Navigant Consulting</td>
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<td>The Impact of Rework on Construction Projects &amp; Some Practical Remedies</td>
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<td>2:00-2:50 PM</td>
<td>Ray Stratton, Management Technologies</td>
<td>Brian Criss, DRMcnatty &amp; Associates</td>
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<td>Keeping Earned Value Management Simple</td>
<td>Leading Change: Strategies and Considerations for Implementing New Software Applications</td>
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<td>2:50-3:10 PM</td>
<td>Afternoon Break</td>
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<td>3:10-4:00 PM</td>
<td>Chip Golde, ARES Corp.</td>
<td>Ram Ramdass, O’Connor Construction Management</td>
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<td>ARES Prism G2 Software Spotlight</td>
<td>Qualitative Schedule Risk Analysis Using Traditional Schedule Metrics</td>
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<td>4:10-5:00 PM</td>
<td>Michael Nosbisch, Project Time &amp; Cost</td>
<td>Neil Opfer, University of Nevada, Las Vegas (UNLV)</td>
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<td>Earned Value Management in Construction</td>
<td>Improving Construction Productivity</td>
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<td></td>
<td>6:00-7:00 PM</td>
<td>Sponsors Reception</td>
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The Southern California Section AACE reserves the right to make changes to the above agenda as necessary.

Agenda Continued on the next page

2012 Fall Symposium. The premier event for Project Controls Professionals in Southern California. November 9th, 10th & 11th.
The Southern California Section AACE reserves the right to make changes to the above agenda as necessary.

Preliminary Agenda (Continued from Previous Page)

<table>
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<tr>
<th>Day</th>
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<tr>
<td>Nov. 11</td>
<td>7:00-8:00 AM</td>
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</table>
| Sunday    | 8:00-8:50 AM      | **Dave Davies, Parsons Brinkerhoff**
FTA Risk Assessment for Transit Capital Projects | **Nelson Bonilla, Fluor**
Schedules and Liars |
|           | 9:00-9:50 AM      | **Bill Maddex, Arup**
Public Private Partnership Update | **Maria Petrov, Marsh Risk Consulting**
Construction Audits |
|           | 9:50-10:10 PM     | Morning Break                                                          |                                                                        |
|           | 10:10-11:00 AM    | **Craig Sorenson, Nitro & Associates and Kathlynn Smith, Hunt Ortmann**
Out of the Trenches and Into the Courtroom: An Overview of Federal & State False Claims Acts | **Marc Glasser, Jacobs Engineering**
Recertification Update and Overview |
|           | 11:00-11:15 PM    | Closing                                                                |                                                                        |

The Southern California Section AACE reserves the right to make changes to the above agenda as necessary.

Keynote Session featuring AACE International President
Marlene Hyde, CCE EVP, CH2M Hill

Ms. Hyde will provide a “State of the Association” address to discuss leadership’s ongoing efforts to increase value to AACE International members and the cost engineering industry. She will highlight new initiatives recently launched as well as plans for the coming year. Don’t miss this opportunity to meet our new Association President.
Online Registration is now open!
http://www.aace-scs.com/special/registration

Register now — Early bird pricing extended till October 15th.

<table>
<thead>
<tr>
<th>REGISTRATION CATEGORY</th>
<th>EARLY BIRD (extended to Oct 15)</th>
<th>STANDARD</th>
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<tbody>
<tr>
<td>Member</td>
<td>$300 Save $75</td>
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<td>Non-Member</td>
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<tr>
<td>Spouse/Guest</td>
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Hyatt Regency Indian Wells Resort & Spa
44-600 Indian Wells Lane
Indian Wells, CA 92210
www.hyattregencyindianwells.com

Discounted rooms are available—savings start at $50/night:
https://resweb.passkey.com/go/aacefallsymposium
Sponsors for this year’s Symposium include the following:

- DR McNatty
- ARES Software
- EcoSys
- O’Connor Construction Management, Inc.
- PT&C
- Nolan Morrison Consulting

Firms interested in sponsoring the 2012 Fall Symposium may contact Justin Peterson at (702) 480-5289 or jpeterson@ocmi.com for additional information.

2012 Fall Symposium. The premier event for Project Controls Professionals in Southern California. November 9th, 10th & 11th.
For more details

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

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COMPANY 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.
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.

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.
Job Description

Chief Estimator / Director of Pre-Construction position available with a growing Commercial General Contractor in San Clemente for a results oriented individual. As an integral part of the management team will help guide and direct future growth of the company. The position requires a client oriented, responsive and innovative problem solver. Candidate will have proven ability to improve and increase company’s subcontractor database and streamline subcontractor invitation process using Prolog.

Requirement

Education: Successful candidate will have a B.S. from a four-year college or university in Construction Management, Civil Engineering or Architecture

Years of Experience: 7- 10 years practical experience in estimating for a Commercial General Contractor, CPE a plus

Most important skill/certification:

- Skilled at team-building and multi-tasking under demanding time constraints.
- Excellent communication skills, both written and verbal are needed for dealing with clients, prospective clients, subcontractors architects, etc
- Above average computer skills with experience in Prolog, Excel, Word, Outlook. MS Project a plus

Benefits

- Competitive Salary
- Health Insurance
- Retirement (401k) benefits

We request all resumes be sent to the following email address; personnel@consolidatedcontracting.com
CONTRIBUTING

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