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

The June educational meeting speaker was Karen Blust, an Associate at The Cadmus Group, Inc. She spoke to the Green Building Certification Institute’s current challenges and changes in the LEED Green Building Rating System and future changes on the horizon after the a brief history of the program. Being a LEED-AP, I found what she said quite interesting and informative. Check out the Meeting recap article for details of the meeting in this Newsletter. Our July and August dinner meetings are traditionally dark but the Board is still meeting each month and you will continue to receive the Newsletter each month. We are producing interesting and informative programs for next year. The Chapter’s annual June 25, 2012 Golf Tournament is featured in an article in this Newsletter.

The outcome of the election of the next year’s Chapter Officers has been recorded. The Chapter President is me Greg Clayton, the First Vice President is Steve Murow, the Second Vice President is Scott Porterfield, the Third Vice President is Carri Morones, the Secretary is Kathleen Schneider and the Treasurer is ChiaYen Yuan. I reported the results to National and the new officers will be listed in the August Newsletter, the first newsletter of the new fiscal year. As everyone knows the National convention is July 11-14, 2014 and I will be attending to represent our Chapter. I believe Ron Svarc, National Membership Committee; Paulette Rutlen, National Past President and on the Board Trustee and Stephen Dunn, National Education Committee will be attending in their various National capacities.
The application for the Business Merchant credit card account was submitted June 13, 2012 so we can make credit and debit card transactions at all of our events, have better control of Chapter expenses, make event transactions more convenient for our members, guests and vendors and easier to conduct Chapter Business in general. I was advised that we should be able to have the account up in time for the Golf Tournament. We will be doing our year end accounting and filing our first IRS and State Franchise reports sometime in August as a not for profit entity.

ASPE’s mission is to educate all those interested, local college students, industry professionals and the general public about estimating; support members in becoming Certified Professional Estimator’s and maintaining their certification and keep members current with new estimating technologies and methods. The Chapter Board is aggressively planning to have speakers, educational events and CPE trainings scheduled for next year and increase the number and amounts of scholarships we award next year. We are going to be doing business much more on purpose than we did last year so we will be much more by efficient in producing programs and in how we operate. Keep an eye out in the Newsletter for up and coming events and Dinner Meeting topics and speakers you will not want to miss. Participating on event committees is really not a very large time commitment and is very rewarding. Contributing a little time and effort adds significantly to the success of the Chapter’s success in achieving it goals so please consider becoming active in the Chapter.

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
Hi Everyone,

I wanted to take this opportunity to share some changes with you and what I see the future holds for ASPE Chapter 3, Inc. The changes are that I have decided to retire completely from the construction industry and buy a 5 acre home at the foot of the Eastern Sierra Mountains in Washoe County, Nevada. It is a ranching valley holding Washoe Lake just north of Carson City Nevada. That means I have resigned as the Chapter President and Board Member. The decision so far seems to be the right move because so many things are falling into place leading Janie and I in this direction.

I see ASPE Chapter 3, Inc. really moving into the major leagues this year and the future. In the same way our Golf Tournament has grown and become known around town, since Steve Murow assumed the Golf Tournament Chairmanship. Steve is our new President, Kathleen Schneider is the Secretary and ChiaYen Yuan is the Treasurer this year. The First Vice President is Scott Porterfield, the Second Vice President is Carri Morones and we do not have the third Vice President position filled yet. We also have a Board of Directors consisting of five past Presidents. All of the previous Boards and Officers have made significant contributions to what ASPE Chapter 3 Inc. is today and that same legacy is still currently involved. That says to me that the Chapter has a very powerful foundation to accomplish some really great things.

At the annual planning meeting we have committed speakers that will be calendared in the Newsletter through March of 2013, all having topics that will benefit everyone in their careers, be interesting and entertaining. The target subjects are who is investing in construction projects, when will it hit the ground and where will they be taking place along with professional ethics, what an estimator can be and do to prevent and resolve conflicts and legal disputes and new estimating technologies. The Board is planning interesting, educational and very engaging field site visits and an Academy. The Board has 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 a little time and effort adds significantly to the success of the Chapter’s success in achieving it goals and will add a dimension to your life you did not know was there to enjoy.
President’s Message

You will be seeing a change in how you reserve a space at dinner meetings and events. You will be able to pay in advance using your credit or debit cards. You will likely see a Chapter banner at the front of the room and at events and the meetings and events will be fun and educational. The Chapter Board has decided to promote construction estimating and CPE certification to high school and college students through events, programs and scholarships.

Steve Murow, your new President, and I met in college around 1978. I invited him to work with me at Sukut Construction, Inc., a two year sponsor and participant at our Golf Tournament, as a junior estimator and in no time he became a very competitive and competent estimator. In 1984 I left Sukut to start my own business, Clayton Engineering, Inc. where Steve joined me as an equal equity partner in 1987. For the next 13 years we worked together to create a very successful Southern California General Engineering Construction business. We closed that business and Steve joined the Moote Group and I started another construction business. Kathleen Schneider also has many years of experience as a corporate officer. The business dimension they bring to the Board with all the ASPE experience and wisdom of all the Past Presidents on the Board will produce stellar results.

I believe your Board and Officers are people who posses top of the shelf talent, professional ethics and desire that will serve the Chapter well in achieving its mission and goals. They will do it in such a way that people will not only notice they will want to be part of that success and join the team.

Thank you for allowing me to serve you and your Chapter.

Gregory R. Clayton

ASPE Chapter 3 Inc. Past President
Meeting Information

**TOPIC**

“Construction Projects, Mobile Devices, and the Cloud”

**Presented by Jerry Lopez**

**Date**
Wednesday, SEPTEMBER 12, 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

**Talking Points**

- **Mobile Device Applications for Construction** (Approximately 10 mins)
  - Social Networking - LinkedIn
  - Data Management PlanGrid, YouSendIt, PDFMaps, AutoCAD viewer
  - Augmented Reality SightSpace
  - Real Time Mapping PDF Maps, ArcGIS, Google Earth
  - Public Announcements Bay Bridge Explorer
  - Questions

- **Mapping your project in the cloud** (Approximately 10 mins)
  - An example of how a current construction project is using ArcGIS.com. The example will include all the project’s underground utilities.
  - Questions

- **What next in the cloud** (Approximately 10 mins)
  - Aerial Mapping using Drones (video approx 4 mins)
  - Virtual Big Room (video approx 2 mins)
  - Questions
Working in the construction field since 1998. Project experience ranges from small site to large land development and transportation corridors projects here within Southern California metro area. Due to the challenges faced from the current recession and our clients’ desire to provide additional services besides traditional surveying, I have had the opportunity to become a versatile project surveyor.

As a project surveyor I am able to provide our clients both construction management support and field survey services. My skill set includes the ability to utilize some of the today’s cutting edge technologies being used within the construction industry.

My construction management support skill set includes:

1.) Quantity takeoffs for bids
2.) Constructability analysis
3.) Construction Pay Item Tracking
4.) Design file Data Management
5.) Interim Construction Design Plans and Exhibits
6.) GIS Data Creation
7.) 3D Design Models for Field Layout or Machine Control use

My field survey skill set includes:

1.) Construction surveys for bridges, highways, and subdivisions
2.) 3D Scanning
3.) GIS Data Collection
When we consider the Estimating Canons the focus is on our conduct and interactions in daily business as it relates to preparing and submitting estimates and doing so to the best of our abilities with honesty and integrity. Assuming we do our best to adhere to the Canons every day with every estimate, is that all that’s required of us? What about our general behavior in the office? And how do we treat those we work with or work for?

I recently came across an article in the Orange County Register by columnist Harvey MacKay entitled, “Work Place Bullying is Bad for Business”. The following is a portion of that article.

And I quote:
“The Playground isn’t the only place where you’ll run into bullies. Internet bullying has led to suicides. Office bullying is on the rise, and it’s a deal-killer no matter what business you’re in. If you think people outgrow bullying behavior just because they get older, think again. Bullies come in all ages and sizes – and on all rungs of the corporate ladder.

Remarkably, bullying in the workplace is among the leading reasons employees seek other employment. Even more remarkably, most don’t list bullying as the reason they quit. Instead, they suffer in silence and take their talents elsewhere.
By Tom Smithson  

And suffer they do. Scholars at The Project for Wellness and Work-Life at Arizona State University found “workplace bullying is linked to a host of physical, psychological, organizational and social costs”.

The research indicated that stress is the most predominant health effect associated with bullying in the workplace: “Stress has significant negative effects that are correlated to poor mental health and poor physical health, resulting in an increase in the use of sick days or time off from work.”

Can any company afford that?

In a CareerBuilder survey of more than 5,600 fulltime employees, 27 percent of workers said they have felt bullied in the workplace. Most of them didn’t confront the offender or report the abusive behavior.

What form did the bullying take? Workers gave these examples:

- Comments were dismissed or not acknowledged: 43 percent.
- Falsely accused of a mistake: 40 percent.
- Needlessly harsh criticism: 38 percent.
- Forced into doing work that wasn’t really part of the job: 38 percent.
By Tom Smithson

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

- Held to different standards and policies from those of other workers; 37 percent.
- Made the focus of gossip: 27 percent.
- Boss yelled at me in front of co-workers: 24 percent.
- Belittling comments during meetings: 23 percent.
- Others taking credit for work: 21 percent.

Does any of this sound familiar?

Management is responsible for keeping the workplace free of sexual, racial or other forms of harassment and inappropriate behavior. If an issue is reported, reasonable action should follow.

Unfortunately, sometimes the manager is the bully. If that manager has a manager, victims need to go to that level. They might be doing the company a huge favor by exposing the reason why so many good people in that department are heading for the hills.

The victims of bullying have to take responsibility – it’s not safe to assume anyone else is aware of the bullying if victims don’t report the problem.

Bullies are notoriously sneaky. They pick and choose their targets carefully. But that doesn’t mean you’re helpless to do anything if you’re a victim.” End quote.
The remainder of the article points out guidelines for the victims to follow based on their company’s policies.

Does it sound unreasonable to go beyond our estimator’s mindset and apply the principles of our estimating code of ethics to our general office conduct? Or for that matter to our home life or even life in general?

It’s been said, “practice makes perfect”. That’s not entirely true. I believe perfection has been achieved by only one person. However, it is true that the more we practice the better we get until we reach our full potential. The danger lies in what it is that we practice. If we practice behavior that is undesirable we can become very good at that. The key is to practice the principles that make us better people and get very good at that. Therefore practice those good ethics canons beyond the estimate.

**Tom Smithson**

My thanks to Harvey MacKay. You can find his article in the September 17th, 2011 issue of the Orange County Register, page 3 of the business section.
Last month’s Educational Dinner Meeting featured Ms. Karen Blust LEED AP BD+C, ID+C, an Associate at The Cadmus Group, Irvine, Ca. as our guest speaker. Prior to Karen’s introduction Greg Clayton briefed the group on Chapter news and events. After dinner Greg introduced Karen and made a brief overview of her extensive education, certifications, professional experience and qualifications that includes the oversight to more than 200 project teams regarding their LEED compliance and contributing to the completion of the LEED New Construction v2.2 Rating System and Reference Guide. Her knowledge and experience showed in her confident speaking posture as she made her presentation.

Karen began with the question what is a green building that lead to a historical overview of events leading up to the establishment of the nonprofit US Green Building Council (USGBC) in 1993 and the subsequent organization Green Building Certification Institute (GBCI) the USGBC established in 2008 to provide independent oversight of professional credentialing and of green building certification programs. She explained how the organizations operate and that in 2000 the first and only green building rating system LEED v1.0 rating system was introduced and only included ratings for Office Buildings. LEED is the acronym for Leadership in Energy and Environmental Design, is now a holistic green building rating system that looks at multiple disciplines.

The Structure of LEED is a point based rating system having prerequisites and credits in the following categories, sustainable sites, water efficiency, energy and atmosphere, materials and resources, indoor environmental quality and lastly, innovation in design.
Today LEED v2009 rating system includes new construction, existing buildings operation and maintenance, commercial interiors, building cores and shells, schools, retail, healthcare, homes and neighborhood developments. The concept of Green Building is becoming a national norm especially in California as well as globally. Some statistics are nearly 9 billion square feet of building space are participating in green building rating system certification, approximately 1.6 million feet are certifying each day around the world, there are 78 local USGBC affiliates, nearly 16,000 member companies and organizations, more than 170,000 LEED Professional Credential holders and the green building industry is projected to contribute $554 Billion to the U.S. gross domestic product from 2009-2013.

Some of the challenges for the USGBC are CO2 reduction and credit weightings. Projects not pursuing Energy and atmosphere credits need to be because after all this green building concept is really all about increasing building energy efficiencies and preserving the environment by reducing the building’s impact on the environment. Now that over a decade has passed a disparity between the building’s actual performance and the planned and designed efficiencies has become apparent. Since building owners are paying for the designed efficiencies to reduce the future operating costs of the building commissioning must verify the designs are achieved. Data is being collected to not only verify compliance but to assemble a data base for future performance designs. For project teams measuring and commissioning a building’s minimum energy performance requirements needs to be from the beginning of the project and extended months and years after completion to verify actual performance compliance and the impact of the varying types of building tenants have on the building’s performance. Karen featured several examples of LEED applications in our area, the Jet Propulsion Laboratory (JPL) Flight Projects Center built in 2009 and a Military Training Center to highlight some of the challenges and opportunities working with LEED projects.
Karen finished her presentation with LEED in the future. We can expect to see major changes in water use reductions, in materials and energy use and monitoring. There will be more and higher prerequisite thresholds, new rating system types and new sectors within new construction, existing building operation and maintenance. She also informed us that USGBC has delayed the 2012 vote to implement LEED v4 until June 2013 to hold a fifth public comment period between October 2, 2012 and December 10, 2012. The reason is there is feedback that the USGBC is moving faster than the economy or technology can keep up with. The USGBC will ensure that LEED 2009 and LEED for homes will remain available for registration for three years.

Karen fielded numerous questions from the group expanding the depth and breadth of her presentation. She offered to come back and speak to specific areas of interest in detail so if anyone has a topic for her please contact me at gerg@4cei.com or 949 337-5366.

The raffle prizes provided by Ron Svarc of Accurate Consulting Services were raffled off and both were won by Steve Murow. He donated the second prize to Karen our speaker as a gesture of our appreciation of coming out on her own time to speak to us.

Gregory R. Clayton
PE, CPE, LEED-AP
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 business report, Programs report, the Treasurer report, President Report and Committee Chairs reports followed by new business where we made plans for the 2012-2013 year and beyond.

The official written determination letter from the IRS that our Chapter tax exempt status is approved arrived and finally we have satisfied ASPE National Chapter legal business and tax status requirements. There ought to be an award for that achievement. The necessary paperwork was sent to National for their records. The application for the Merchant credit card account with F&M Bank was submitted June 13, 2013 and follow up paperwork by ChiaYen on June 18, 2012. We were told by the bank that they see no reason the account will not be up and running for the Golf Tournament on June 25, 2012.

The Board began preparing the 2012-2013 event calendar, began preparing to embrace new Chapter officers, gathered information and data to prepare the 2012-13 Chapter budget. The Board also discussed potential 2012-13 Educational Dinner Meeting topics and speakers and details of the June Golf Tournament. The September meeting is featuring Jerry Lopez who will speak about “GPS infrastructure project management technologies”.

Re-Caps! Re-Caps
by Gregory R. Clayton

June 6, 2012
BOARD OF DIRECTORS MEETING
OVERVIEW
by Gregory R. Clayton

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, or on our local website—www.aspechapter3.org. For more information, contact Greg Clayton at gclayton@4cei.com.

The 11th hour bid day simulation will be part of the Convention program at the Convention. Greg will attend the seminar to gain first hand experience in sponsoring our Chapter’s 11th Hour Bid Day Seminar with local general contractors and subcontractors as next year’s Academy event. Chapter wide participation is imperative in bringing all of these events together in addition to getting the word out about these events to the public. Please consider participating. All of the funds earned from the efforts of the Chapter are used to increase the scholarship fund and to educate and serve its members.

Gregory R. Clayton, CPE
President/Secretary
RE-CAPS! RE-CAPS

Golf Tournament

I look forward to seeing everyone next year. Thanks!
Advertise your company in Orange County Cost Management (OCCM) now! For more details, please contact ChiaYen Yuan at chiayen.yuan@fgould.com.

<table>
<thead>
<tr>
<th>Advertisement Type</th>
<th>Per Issue</th>
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<th>10 Issues (Best Value!)</th>
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For more details or to express your interest in advertising, please contact ChiaYen Yuan.

Thank you for considering your business in Orange County Cost Management.
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 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.
JOB TITLE  Chief Estimator / Director of Pre-Construction

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
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