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

Happy New Year! As we move into 2013 I would like to especially thank two very special members of our chapter; Scott Porterfield and Tom Smithson. Due to commitments to several other boards that I sit on I have not been able to attend the past three meetings and Scott, our VP, has stepped up big time. Scott has taken his role with ASPE quite seriously and will be joining me in pursuing our CPE designations this month. Tom has been involved and directly responsible for getting our monthly speakers lined up and to our events. His line up for the first half of 2013 is outstanding with Harry Dill of PipelineSuite kicking off the New Year on January 9 with an incredible story on “Lessons for Life and Business.” This is a must attend evening and one you will be extremely gratified that you did. In February, Tom has lined up Sol Ybarra of SDC Associates, March will have Cliff Brewis from
McGraw-Hill, April will be Renee Borg and final arrangements are being made for May and June. In addition, our annual Golf Event will be held on June 25 at Aliso Golf Club.

Also serving your chapter is Carrie Morones, Chia-Yen Yuan, Ron Svarc, Dan Schottlander, Wil Beukman and Mike Mills. These members have been involved locally and on a national level on behalf of Orange County. I invite all our members to join us in building Chapter #3 this year and participating in our educational meetings, upcoming workshops and our 2013 Golf Event.

I look forward to a great year for ASPE Chapter 3 and look forward to meeting you all at our 2013 events and programs.

Steve Murow
Thanks. Greg!

Greg says thanks. We had a good night

Calendar of Events

- JAN 09, 2013
  - Dinner meeting
  - “Miraculous Story of Harry Dill, Lessons for Life and Business”
  - PRESENTED BY Rick Dill

- More information
  - Visit chapter website for calendar

Meeting Information

Dinner meeting

TOPIC

“Miraculous Story of Harry Dill, Lessons for Life and Business”
PRESENTED BY Rick Dill

Date
Wednesday, Jan 09, 2013

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 Filet of Salmon Hoisin BBQ Chicken, Vegetarian, New York Cheesecake)

RSVP at www.aspechapter3.org

Talking Points

- Harry’s First Miracle
- Good News/Bad News – The Power of Positive Energy
- Harry’s Brain Surgery and Second Miracle
- Recovery: Determination and more Positive Thinking
- The Defining Moment
- The Scenes from a Disney Movie
- Lessons for Life and Business
Rick Dill is the founder and CEO of PipelineSuite® pre-construction bid management software. Since 2002, General Contractors use pipelineRFQ™ bid invitation software to email or fax bid invitations and addenda to their subs, and can upload plans and specs into their private pipelineOPR™ Online Plan Room for subs to download easily and fast. PipelineSuite® is headquartered in Newport Beach, CA and has hundreds of general contractor users in 43 of the 50 United States and in Canada.

Prior to founding PipelineSuite®, Rick worked for Trus Joist, a Weyerhaeuser company. Starting as a Technical Sales Representative, he excelled in value engineering, estimating, and sales of TJI Joists, Open Web Trusses and Microllam beams. He was promoted to manage the Eastern US region in 1996 and helped prevent the closure of the Delaware, Ohio plant by successfully growing the business. He then started a National Accounts Division that grew from $5 million to $16 million in 3 years. Both the Delaware plant and the National Accounts division are still in operation today.

Rick received his Bachelors Degree in Civil Engineering from Fresno State University and lives in Newport Beach with his wife of 20 years and 4 children. He is serving his eleventh year on the Newport Beach Little League Board of Directors where he has held the offices of Division Coordinator, Vice President, and President, and has coached 26 Little League teams in the fall and spring seasons. In 2011 he helped the league launch its Challenger Division so that physically and mentally challenged kids can play baseball.

Harry Dill is a seventh grader at Corona del Mar middle school in Newport Beach. A year ago he defied the odds and overcame adversity in the form of a brain tumor. His story of miracles combined with the power of positive thinking and hard work provide lessons that we all can use in life and business.
If you are a football fan there is little that is so demoralizing than your team giving away a soft penalty due to an unnecessary transgression at a critical time.

The same principle applies to our businesses. Let me illustrate:

Back in the years when I was in high school 80% of the students travelled to and from school by bicycle. While it was my primary mode of transport I had very little talent when it came to racing. Years later I stumbled over a TV broadcast of the Tour de France and got totally engulfed in the drama of the Cyclist trying to outperform and strategize their opponents over 3 weeks and thousands of miles. I became an avid fan of the event and follow it every year. I was particularly impressed when on several occasions I witnessed Lance Armstrong would hold back the lead group to wait for one of his main rivals that had some mechanical mishap. He wanted to win because of his skill and not because of his opponent suffering a mechanical breakdown. He wanted to win fair and square! Fair? Not fair at all now that he have been found guilty of doping and all his titles were stripped. He has gone from the greatest cycling champion to the biggest Cheat in cycling…. Ever! Ethics!

My first introduction to American Football was the USC Trojans playing in the championship game in 2006. Their star running back, Reggie Bush, was the winner of the Heisman trophy the highest honor for an individual in College football. Today he is better known for the guy that had to return the Heisman because of rules infringement. The rules that were transgressed had nothing to do with on field activities. He did not gain any performance advantage. It had to do with receiving gifts and money from the school. The crux is: He broke the ethical codes of his organization when he accepted inappropriate gifts. Ethics!
The ASPE Canons are our ethical road map. It is meant as protection for the members rather than a threat to bad guys. The very essence of our profession is integrity and honesty. We need to be trustworthy and irreproachable to be able to deliver bona-fide estimates to our clients. Regardless of whether you are a Consultant or a Contractor’s Estimator, if you are peddling bids it will become apparent sooner rather than later. Once you have that label you open yourself to bid rigging and other doubtful practices. You will eventually lose the cutting edge bids and your bids in return will falter.

Although the Canons often sound like common sense [which it really is] it remains a worthwhile reminder and a valued selling point for the future. Conduct your profession in such a way that you would always wish the same standard on your business associates.

Do not lose your soul for a quick buck! Make yourself proud!

Wil Beukman
Estimates for Preliminary Design Reports
Dan Schottlander CPE- Past President & Board Member
November 2012

Preliminary Design Reports or PDRs are documents prepared by engineers that define a proposed project. PDRs are prepared at the request of an owner or a public agency. An engineering firm is commissioned by a client to determine if a potential project is feasible for construction. Often this includes the preparation of a cost estimate as a portion of the PDR documentation.

A PDR is similar to an executive summary in that it gives an overview of a project. However, the PDR provides much more information as the result of the engineer’s research and time to study a potential project in detail. Several options for types of construction, different layout options, schedules, or a project phasing plan, maybe described in the PDR. Depending upon the budget and level of detail requested by the client, architects and sub-consultants maybe commissioned. Their work products and contributions could possibly include 3D schematic models, geotechnical soils reports and mechanical & electrical studies. The PDR could include some site drawings and a limited number of preliminary drawings. Site maps from Google or Bing could also be part of the documentation. Preliminary
schedules showing the design process, permitting applications, agency approvals, procurement of major equipment and a construction timeline could all be incorporated into a PDR.

With the information provided from the draft PDR, the estimator is tasked with preparing a conceptual cost estimate for construction of the proposed project. A PDR estimate would be similar to a Class 1 estimate (ASPE) or Class 5 estimate (AACE). Often this estimate is classified as an Opinion of Probable Construction Cost (OPCC) because much of the baseline information is of a preliminary nature.

At this stage of inception, the drawings and specifications have not been developed. The estimator will prepare an OPCC given the provided PDR data. The estimate will also utilize historical costs from similar projects, parametric estimates, square foot unit costs, take-off quantities as applicable, vendor budget pricing, and the estimator’s knowledge & expertise. As the estimator generates the estimate, there is much coordination between the engineer and the estimator, as countless questions may arise during estimate preparation. Many items or clarifications have not yet been documented, due to the initial nature of a first stage design. Allowances and contingencies could be used for required yet undefined items. Escalation factors may possibly be included as the potential project may not break ground for years in the future. As result, many assumptions have to be quantified in the estimate report, which describes the scope of work that is included and not included. This information also becomes beneficial should the next level of design and estimating occur.

The purpose of a PDR is to evaluate whether or not a proposed project will be feasible for construction. The estimate package plays a key role in determining if the proposed project is financially within the client’s budget. If the PDR
meets the owner’s requirements, the next stage of planning should advance; with architects and engineers proceeding in the development of design documents. This may also result in more estimating budgets being prepared as the drawings evolve from preliminary design documents to final construction bid set drawings and specifications.

Creating a PDR estimate is often a fun assignment for an estimator. With little information provided in a short time frame, an estimator has to prepare as complete and accurate an OPCC as possible. And therein lies the challenge of a PDR estimate.
Re-caps! Re-caps

ASPE Membership Meeting

November 14, 2012
Speaker Jerry R. Wood,
Director of Transportation and Engineering,
Gateway Cities Council of Governments.

Topic: Gateway Cities Transportation Strategic Plan

Featuring an interesting Power Point presentation, our speaker proceeded to inform us of all of the planned construction projects that are started, soon to be started, or in the not too distant future. Jerry also explained the role of the Gateway Cities (made up of 27 cities with the MTA as the managing partner) in forming Corridor Projects, addressing transportation projects and their focus on air quality and sustainable community strategies.

Some of the plans include heading to zero emissions for trucks. They have seen a decrease of 80% at the ports of LA and Long Beach. This is really important especially for the future freight corridor. The facts presented included that the 105/605 is the biggest park and ride, that the 710 Freeway will increase to 14 lanes from the Port to the 60 Freeway (concurrent from end to end) and that success of the Gateway Cities partnership is drawing global attention. Jerry travels extensively to help other cities by sharing the experiences and to make sure that the cities represented are considered for all funding that might be available to them for future projects.
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.
### Advertising Opportunities

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

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### Company Member Representatives

- AECOM Technical Services, Inc.
- American Wrecking, Inc.
- Ampam Parks Mechanical ARB structures, Inc.
- Arcadis Bert L. Howe and Associates
- Brussel Consulting & Const Mgmt Contracting Engineers Inc.
- Construction Cost Controls
- Cumming DIRTONU, Inc.
- Dynalectric Company
- Faithful + Gould
- fs3 PM/CM
- GAFCON Jacobs Engineering
- Kanda Project Services Corp
- KGA, Inc.
- Lombard Consulting Services, Inc.
- McKissack & McKissack
- O’Connor Construction Management, Inc.
- Phoenix Planning
- Pipeline Suite
- Prime Pacific Construction Services
- Raymond-Southern California
- Red Hill Services Construction
- Richman Konoll Associates
- Ronald Fedman Associates, Inc.
- Swinerton Builders
- The Moote Group
Follow Us

Facebook Account

Become our Facebook friend & look us up: “ASPECHAPTER3, ORANGECOUNTY”

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!

ASPE

Code of Ethics

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.
IT’S ABOUT...

making you stand out

You can start by becoming a

Certified Professional Estimator.

www.aspenational.org

Call 888-378-6283 to learn more about the CPE program.
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