JOINING ASPE CHAPTER 55: WWW.ASPENATIONAL.ORG

The American Society of Professional Estimators serves construction estimators by providing education, fellowship, and opportunity for professional development. Education, Ethics, Standards, Certification, Fellowship... these lead to the ultimate goal Professionalism. We think you’ll agree... If all estimators were more professional, budget and other problems of the construction industry would be greatly reduced.

If you are interested in learning more about the Chapter please contact Alan Jacobs, at (408) 244-7100 or email at Alan.jacobs@blach.com

2016-17 CHAPTER OFFICERS

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A MESSAGE FROM THE PRESIDENT:
As we approach The Holiday season, it is a good time to stop and reflect with thankfulness on all that we have been blessed with. Personally, I am very thankful for the wonderful profession I am in and the great company I work for that enables me to enjoy what I do.

What is also very important is being a part of the ASPE family. I look at this organization as a professional family, the members of which I have known for over 25 years. Of special significance to me is Chapter 55, and the programs we have in place each year that make a real difference for us as individuals and the larger construction community. I think of our annual “Joy of Bocce” event, which allows us to make scholarship awards to Cal Poly students working toward degrees in the construction industry.

While I am very thankful for our current and faithful members, I would like to see our membership base grow, so that others can be a part of the wonderful
things ASPE is doing. Behind the scenes is a dedicated Board of Directors, working hard to put together educational programs, charitable events, tours, and much more for all of you. With David Kramer at the helm last year, we were able to accomplish a great deal, and I look forward to continuing into 2017, with even more exciting opportunities for Chapter 55.

In the spirit of thankfulness, I would like to encourage you to make a difference in your community by lending a helping hand at a food bank, or volunteering with a non-profit organization that may be involved with a cause that is near and dear to your heart.

In closing, hope you had a wonderful Thanksgiving and a blessed Christmas holiday season. Watch for an EventBrite invitation with more details on our next ASPE Meeting in January.

Alan S. Jacobs
(408) 869-8408
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Have you registered yet for the next Annual Bocce Event to be held in June 2017?? It will be another sell out!

**ASPE Chapter 55 Bocce Event**
The American Society of Professional Estimators, Silicon Valley Chapter #55 hosted its 10th Annual "Joy of Bocce" Fundraising Tournament at Campo di Bocce in Los Gatos, California on June 23, 2016. Again, we raised over 10K with Proceeds for this event going towards providing Construction Scholarships.

The coveted trophy went to AGC this year!

There were 16 teams and 12 sponsors represented. A HUGE "Thank you" to everyone!!

Mark your calendars for the 10th Annual "Joy of Bocce" Fundraiser on June 22, 2017! To register, please click on the Eventbright link below. Register NOW—This event will sell out early-


Congratulations to this year’s scholarship recipients. Thank you to Mike Nomi of Paragon Mechanical who represented ASPE and presented the CalPoly students with their $2000.00 certificate award! Great job in leading our future estimators and construction professionals.

*Please take a minute to read the thank you letter that we received from the students. Each one was very appreciative for the scholarship, and Mark Luedtke is trying to keep in contact with the recipients to stay in touch for the future.*
Each Month we will spotlight an Officer: This month is LeRoy Ginn, Vice President of ACCO Engineered Systems!

LeRoy has a long impressive resume, which we are extremely grateful he in serving on the ASPE! He brings an extensive knowledge to our board with a forward vision to move our chapter into its future and continue its success! Thank you LeRoy!!

ACCO Engineered Systems 2004-Present

Started as a Project Manager and ran a number of projects, see partial list below. In 2011 promoted to Vice President of Business Development. In this position he is focusing on large, long lead projects, making sure that ACCO is in front of the owner and / or GC early in the process.

Fibrogen - $32 million Lab / office building
UCSF IRM Stem Cell - $15 million R+D Lab
Bayer KGPF - $15 million upgrade to an existing cGMP facility

Turner Construction 2002-2004

West Coast Business Development for the Turner Pharmaceutical Group

Therma- 1991-2002

Moved to Therma as a project manager, this included HVAC, Plumbing /Process and BMS projects. Became a Project Executive and opened the Oakland and Sacramento offices for Therma. Some of the notable projects completed:

Chiron Building 4 - $27 million R+D Lab
Abgenix - $35 million cGMP manufacturing facility
Intel D2P3 Tool install - 135 tool installation in which Therma was the prime contractor responsible for all design and installation


LeRoy was a founding partner in Energy Logics, at the time the largest independent Temperature Controls contractor in Northern California. During this time he was involved in the change from pneumatic to DDC controls. Energy Logics was bought by Therma in 1986.

Are you reading Estimating today.. ASPE’s National Magazine with updates and information on our Industry?? This is a benefit to you as a member. Also, the national website if filled with tons of valuable information on Techniques and answers, media news along with estimating apps, and education tools, resources and exams! Take advantage of the many opportunities that ASPE has to offer.

STILL TIME TO REGISTER FOR TOMORROW’S MEETING, PRESENTED BY THE HEAD OF STANFORD’S CONSTRUCTION TEAM--- SEE THE FLYER IN THE NEWSLETTER AND RESERVE YOUR SPOT TODAY!!!

Santa Clara Valley Builders Exchange is now printing colors copies!! Give them a call today to get a competitive quote on your next plan printing needs!

Contact Mike Miller- 408-727-4000

All Content is due to Shawna by the 10th of the month. Send to Shawna@odonnellplastering.com

Have something to share with the group?? New project, job opportunity, certifications, or an interesting article? Let us know and we will feature it in the newsletter. Contact: Shawna Alvarado at Shawna@odonnellplastering.com
Jack Cleary, Associate Vice President, Land, Buildings and Real Estate at Stanford University will join us to discuss their MASSIVE building program. There will be a few project spotlights, and some hints of what's to come. How do you establish budgets at this scale? How do you CONTROL budgets at this scale?

Come hear about the unique challenges of this incredibly successful organization!
Estimating and Bidding Checklist: Five Best Practices

Do you regularly lose out on desirable projects because you've been underbid? Or do you frequently submit the lowest bid among your competitors — only to run into cost overruns once the work gets underway?

Here are five best practices to bear in mind as you review your estimating and bidding practices:

1. **Bid realistically.** Never force a bid — instead, prepare your estimates based on realistic cost and profit projections, not "what the market will bear." Resist the temptation to come up with a target and then ratchet down your cost estimates to meet it.

2. **Independently check all specifications, plans and drawings.** You want to make sure everyone is on the same page.

   If the project owner comes back with revised drawings after you've already started the estimating process, be sure your estimators capture all the revised data.

3. **Track bid spreads.** If you were significantly underbid by a competitor, you’ll want to know why. But it can be even more important to track the spreads on the contracts you win.

   Greatly underbidding your competitors can be a warning sign that you overlooked something important. The sooner you figure out why, the sooner you'll be able to find a solution.

4. **Involve project management personnel in the estimating process.** Ideally, the project manager who will be running the job should be involved from the outset.

   This helps ensure the project manager clearly understands what was promised to the client. An experienced project manager can also provide valuable insights to the estimators.

5. **Regularly evaluate past performance.** A complete post-project review gives estimators specific information they can use on future bids, rather than relying on general industry standards that may not be achievable in your company.

Would you like to discuss estimating practices in detail? Please call us to schedule an appointment.
July 18, 2016

Dear Mr. David Kramer,

I would like to express my sincere thanks for your generosity in providing funding to the ASPE Chapter 55 scholarship which I had the honor of receiving at the Cal Poly Construction Management Scholarship Ceremony. This scholarship motivates me to continue pursuing excellence while working towards my construction career.

I will be continuing my studies at Cal Poly as a second year Construction Management major and plan to graduate in June 2019. I also anticipate pursuing a minor in Architectural Engineering to accompany my Bachelor of Science in Construction Management. Furthermore, this summer I have the privilege of interning with Anning Johnson Company as a project engineer. I have been learning countless new things about the construction industry and am certain these new experiences will prove beneficial as I continue my schooling as a full-time student. One major thing I have really taken notice of is how tedious managing a major high-rise project can be. As for this upcoming school year, I will be working as a part-time desk assistant at Cal Poly to assist in paying for my tuition. Again I would like to express my gratitude because of your thoughtful generosity and willingness to assist the upcoming generation of new construction leaders. I will continue pursuing excellence in my studies in hopes that I can have the honor of receiving continuous support from ASPE Chapter 55 throughout the duration of my studies. Once I finish studying at Cal Poly I hope that I am able to utilize the education I received to continue improving the construction industry. With this scholarship I am encouraged and motivated to take after you and many other leaders by making it financially possible for future generations to pursue their respective careers.

Thank you again for your mindfulness of all students studying construction-related majors and thank you especially for helping get a step closer towards my goal of completing my study of Construction Management at Cal Poly.

Sincerely,

[Signature]

Lorcan Yeung
7/31/16

Dear Scholarship Donor,

I am writing this letter to thank you for your generosity in funding the ASPE Chapter 55 scholarship that I received this year as part of my financial aid. I am extremely grateful to be chosen for this award.

I am going into my second to last quarter and will be getting a BA in Construction Management winter 2017. I transferred into Cal Poly two years ago after working my way through junior college. I have paid my way through college working for my dad and as a handyman doing various jobs in San Luis Obispo. It has been a long and tough road getting to this point which makes me all the more thankful for this scholarship. I hope to be able to someday return this generosity to a student in need as I know what kind of a difference it can make in their life just as it has made a difference in mine.

Thank you again for the generous donation which made my scholarship. I am truly grateful for the assistance you have provided me, it will be a huge help to me.

Sincerely,

Garrett Whitlock
Dear Mr David Kramer,

Thank you for graciously providing me with a scholarship opportunity. I am so thankful for such a unique blessing. It was such a surprise to hear that I was granted a scholarship a few days before the ceremony. I was so happy to be a part of it. It felt great to receive a scholarship that I wasn't expecting for something that I had achieved in class my first year of college.

Over the summer I was pretty busy working on my internship with Sundt Construction. I filled the role of a project engineer after a while of learning what that even meant. The tasks the company had me do was also a lot of organizing, which I had no idea how much there was to organize on a project being that I've never worked with construction before. It was very enjoyable and I was actually assigned a pretty cool project. The project was an event center for California Baptist University.

I am newer at this whole construction thing but finding out that I received a scholarship for doing well in one of my classes meant a lot and helped me know that I am on the right track. Thank you for your generous donation. You have no idea what impacts you have had on me and I want to thank you for that.

Sincerely,

Noah Champlin
7/24/2016

Dear Mr. David Kramer,

I would like to express my most sincere thanks for your funding of the ASPE Chapter 55 Scholarship. I was blessed to receive this award in May and am extremely grateful for it. This scholarship is incredibly important to me and to its other recipients.

I am entering my third year as a construction management student at California Polytechnic State University, San Luis Obispo. I have completed a real estate development internship with Buzz Oates Group of Companies in Sacramento, CA and am currently working as an engineering intern with Turner Construction on the Wilshire Grand Center in Los Angeles, CA. Additionally, I am thoroughly involved at my university and am president of Sigma Lambda Chi, the international construction management honor society. I worked on the U.S. Department of Energy Solar Decathlon project and am competing in both the ASC Region 6/7 and Region 3 Student Competitions. Your support is critical in allowing me to engage myself in various activities that allow me to deepen and expand the breadth of my education at Cal Poly.

Thank you for the support and for the opportunities that I am able to pursue. All recipients of this award are honored, and I deeply appreciate the help and am so excited for my future in the construction industry.

Thank you,

Austin Stewart
July 11, 2016

Mr. David Kramer
American Society of Professional Estimators
Chapter 55

Dear Mr. Kramer

Thank you very much for the extremely generous 2016 ASPE Chapter 55 scholarship in the amount of $2,000. I am honored to be the recipient of the award and the funds will go directly to my tuition here at Cal Poly as I pursue my degree in Construction Management. I will be a Junior next year and I am currently working a summer internship at Morley Builders in Southern California. My assigned projects include a renovation of the Buntmann Family Tennis Center at the University of Southern California, a cleanup / remodel of the Los Angeles Memorial Coliseum in advance of the return of the Los Angeles Rams and a renovation of a historical residential structure in Santa Monica.

I am amazed every day by the support and coordination that the Construction Management Department at Cal Poly enjoys with various construction firms and industry organizations. This relationship truly sets Cal Poly apart from other schools and colleges and reaffirms my decision to pursue a degree in Construction Management.

Thank you again for the generous contribution which made my scholarship possible.

Best regards,

Andrew S. Horton