The Annual Dues for ASPE Chapter 55 for FY 2014-15 are as follows:

National Dues: $220
Chapter Dues: $40
National Admin*: $35
TOTAL: $295

If you are interested in learning more about the Chapter please contact President, David Kramer at (408) 244-7100 or email at david.kramer@blach.com

Presidents Message:

Our chapter meeting this month will be our friend Mike Miller's annual economic forecast, which he is hosting at the Santa Clara Builders Exchange on Monday, March 23. Mike always is insightful—please join us for lunch and to share your thoughts.

March is the start of the chapter election cycle. If you have an interest in serving, please contact Shawna Alvarado who will be heading our nomination committee. Look for ballots in your email in the not too distant future.

The National Convention is back in the West this year at the Hilton San Diego Resort and Spa, June 24 – 28. It's going to be a great chance to interact with some of the best estimators in the country.

Reminders:

March 23- General Meeting
April 20th- TBA
June 25 Bocce Event
Also coming up on June 25th is our annual Joy of Bocce fundraiser. Tickets and sponsorships will be on sale soon - we sell out every year, so don’t wait to sign up!

Contact me. David Kramer david.kramer@blach.com

Update from NW Governor

“Where does Columbia-Pacific Chapter stack up in ASPE NW region and nationally?”

As most know by now I became NW Governor at the beginning of 2015. Walt Lemon has done a great job.

In a couple weeks I will be attending the spring Board of Trustees meeting in Nashville, wherein I will be delivering my first “Governor’s report.

Among other information the report contains the membership statistics for each chapter as well as other information outlining each chapters functionality.

So where does the Silicon Valley Chapter stack up among the other NW region chapters.

I think it’s well positioned. Below are some basic info metrics about NW Region and Silicon Valley Chapter: # of NW Region Chapters is 8. This represents 13% of the sixty chapters nationwide

- NW Region stretches from Denver, CO west to Silicon Valley (you folks) north to Seattle (my Chapter) and east to Montana/Dakota’s Stateline

- There are approximately 287 members in the eight chapters of the NW region; of that SV chapter is about 10.5% of membership

- There are approximately 99 CPE members in the NW region; of that the SV Chapter represents 8%

- Members at Large (MALs) make up a significant number of region membership from a vast region (Anchorage and Edmonton to Colorado, Idaho and everywhere in between)

As you can see the Silicon Valley Chapter is well represented in ASPE- congratulations on having such an active chapter which supports the estimating profession and industry at large. This IS the mission of ASPE, and sustained membership IS the keystone to ASPE and Chapter success.

My goals as Governor are to focus on two vital concerns:

- Assist Chapters in need of assistance
  - Specifically with presentation suggestions: networking; Chapter organization strategies

- Recruit new chapter formation (in last few weeks I have reached out to contacts in Anchorage, Honolulu and Spokane soliciting interest in forming new chapters in those areas.) I have had positive feedback. If anyone has contacts within these locals I encourage you to speak with them regarding this initiative and put them in contact with me. I will respond and discuss their interests.

That’s it for now- I will have an update in April regarding the BOT meeting proceedings. You will also be seeing more info for this year’s annual meeting. I hope your chapter will have representation at this event.

Best Regards,

Tom Cole

NW Governor
Chapter MARCH 2015
Meeting HIGHLIGHTS:
ASPE FOURTH ANNUAL TRENDS & ECONOMIC OUTLOOK FOR 2015

Monday, March 23, 2015 from 11:00 AM to 2:00 PM (PDT)

Builders' Exchange of Santa Clara County
400 Reed Street
Santa Clara, CA 95050

Join us for an interactive discussion with Mike Miller, Executive Director of the Santa Clara Builders Exchange, on what lies ahead in Silicon Valley's construction industry. Mike will analyze the past, and then present a forecast for our industry's future using data collected from various statewide resources.


ProEst Software!!

ProEst is a powerful, easy-to-use estimating software solution that helps companies like yours quickly create accurate, competitive bids. With ProEst, you can create estimates, perform digital takeoffs, store project drawings and manage the bid day process using a single solution with one SQL database.

Free Estimating Software for ASPE Members
ProEst software, an official sponsor of ASPE, is pleased to offer all current ASPE members a free ProEst software and training package (a benefit worth $995) that includes a ProEst Lite software subscription, worry free support and maintenance and scheduled monthly training.

Our chapter Facebook account is up & running—ASPE Chapter 55,—we have added a few “Likes” from last month and we need more! Share our page and get the info out there about your local ASPE Chapter. If you have an account, look us up, so you can follow our status for upcoming events!

https://www.facebook.com/chapter55siliconvalley

Our Annual Bocce Event Coming soon!!

ASPE Chapter 55 Bocce Event
The American Society of Professional Estimators, Silicon Valley Chapter #55 will host its 8th Annual "Joy of Bocce" Fundraising Tournament at Campo di Bocce in Los Gatos, California on June 25, 2015. Last year’s tournament took in $13,000 in donations for construction student scholarships and education programs.

The coveted trophy went to Daley's Drywall!

There were 12 teams and 30 sponsors represented.

Mark your calendars for the 8th Annual "Joy of Bocce" Fundraiser on June 25, 2015! To register, please click on the Eventbright link below.

Eventbrite link for Joy of Bocce 2015.
NAWIC – Santa Clara Chapter 99 is celebrating its 50th Anniversary. Please join them at this exciting event to be held on April 22nd at Marianne’s Inn and Restaurant. RSVP Today: Shawna@odonnellplastering.com

News

Other trades Links, news and Information:

NWCB Rancho Mirage Convention
April 16-18

Attendees will learn to navigate their organizations in a rapidly changing world and help them take advantage of new business opportunities. The trade show will display the latest tools, equipment and services available to the wall and ceiling industry. The convention will offer educational sessions as well. Click here to register.

2015 CFMA SCHOLARSHIP

Deadline: May 1

The Silicon Valley Chapter is now distributing applications for 2015-2016. Scholarships are awarded to assist students with their books, classes, or tools needed to continue their education in finance and construction. Apply now.

Contents: Certification Issue

- Tech Paper: A Water Main Installation in a City Street
- Ethics and the Professional Estimator
- Duties and Responsibilities of the Chapter Certification Chair
- Giving Back to the Society
- Updates to ASPE Certification Program
- And More.

Digital Issue (The Digital Issue loads quicker and provides a better viewing than the PDF version below)
PDF

Welcome NEW Members!!

Neil Burrow – McCarthy Builders Inc.

Ed Davis - Daley’s Drywall and Taping Inc.
#1 APP OF THE MONTH

Construction Nearby

Construction Nearby by Dodge Maps is a free app available for mobile use on any Apple or Android supported device. This new app helps you determine what is bidding nearby, as in where, when and how big the local jobs are.

Free project data includes:
- Bid Date
- Project Stage
- Type of Project
- Project Size
- Project Location

Legal Corner....

Have you heard??

IMPORTANT REMINDER:
IN ORDER TO BE LISTED ON A BID FOR PUBLIC WORK AS OF MARCH 1, 2015, OR TO PERFORM WORK ON A PROJECT AWARDED ON OR AFTER APRIL 1, 2015, CONTRACTORS AND SUBCONTRACTORS MUST REGISTER WITH THE DEPARTMENT OF INDUSTRIAL RELATIONS

Senate Bill 854, signed into law on June 20, 2014, requires all contractors and subcontractors who bid on or perform "public work" to register with the Department of Industrial Relations. There is a $300 nonrefundable application fee to register. You can register online at: https://efiling.dir.ca.gov/PWCR/ActionServlet?action=displayPWCRegistrationForm.

Beginning March 1, 2015, no contractor or subcontractor may submit a bid on public work unless it has registered. Labor Code § 1725.5(e). Effective April 1, 2015, a public agency cannot enter into a construction contract with a contractor that is not registered, and may require that a contractor replace a subcontractor that has not registered. Once this requirement takes effect, it is important to ensure that the subcontractors your company lists in its bid proposals are registered, as listing of an unregistered subcontractor will likely lead to bid protests and to having to replace subcontractors at additional cost. The Department maintains a searchable database of registered companies at: https://efiling.dir.ca.gov/PWCR/Search.

Untimely registration is costly. The new law allows for late registration after March 1, 2015, if the contractor or subcontractor pays a $2,000 nonrefundable fine and the failure to register was inadvertent.

Annual registration renewal and payment. Contractors and subcontractors on an annual basis will need to renew their registration and to pay a renewal fee in an amount to be determined by the Department.

An inadvertent error by a general contractor in listing a subcontractor who is not registered shall not be grounds for filing a bid protest against the general contractor or grounds for considering the general contractor's bid to be nonresponsive, provided that any of the following apply: (1) The subcontractor is registered prior to the bid opening; (2) Within 24 hours after the bid opening, the subcontractor is registered and has paid the penalty registration fee; or (3) the subcontractor is replaced by another registered subcontractor pursuant to Section 4107 of the Public Contract Code.

The definition of "public work" under SB 854 is extremely broad and is the same as the definition for prevailing wage laws. For example, if a private developer receives any
public money in connection with a project, or is excused from paying fees or from other obligations, then the project likely will be considered to be a public work and subject to registration requirement of SB 854. See Labor Code §§1720 & 1725.5. Low income housing developments, animal shelters, and zoological parks and museums may appear to be private projects, but because of a contribution of public funds or benefits in many instances may be public work subject to registration and prevailing wage requirements.

It therefore is a good idea to register even if you do not usually perform work on public projects. You may find yourself performing public work even if you did not expect to do so.

METHOD OF CERTIFIED PAYROLL SUBMISSION

SB 854 also will change the way that certified payrolls are submitted. Certified payrolls will be submitted directly to the California Labor Commissioner, except where: (1) the owner has enforced an approved labor compliance program continuously since December 31, 2011; or (2) there is a Project Labor Agreement (PLA) that includes a mechanism for resolving disputes about the payment of wages. The Department of Industrial Relations has indicated that certified payroll reports will not be submitted directly to the California Labor Commissioner on projects awarded by Caltrans, the City of Los Angeles, County of Sacramento, and the Los Angeles Unified School District provided that these agencies continue to maintain Labor Compliance Programs approved by the Department. The requirement to submit certified payroll reports (CPRs) to the Labor Commissioner will be phased in as follows:

- Contractors will continue to submit CPRs to the Labor Commissioner if they already do so;
- Projects awarded on or after April 1, 2015, will be subject to the new requirement; and
- On or after January 1, 2016, all projects, whether new or ongoing, will be subject to the new requirement.

The Department has published an online fact sheet concerning the SB 854: www.dir.ca.gov/dlse/PublicWorks/SB854FactSheet6.30.14.pdf.

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

Advertise with us…. For information regarding business or special events ads.. contact us to publish.
Change is Coming to the Construction Industry - Are YOU Ready?

April 21, 2015
California Subcontractors Legislative Conference

We invite your company to "Get Ready for Success" by participating in the 3rd annual California Subcontractors Legislative Conference
Tuesday, April 21, 2015
8:30 a.m. – 4:30 p.m.
Sheraton Grand Sacramento Hotel
1230 J Street, Sacramento CA 95814

Your business is welcome to co-host this important event that you and your key employees will want to attend.

Subcontractors and suppliers and industry service providers will be gathering at the Sheraton Grand Sacramento Hotel near the Capitol to discuss pending legislation that affects the construction industry.

There are issues you will want to learn about and lobby:

- SB 474 Clean-Up to Close Loop-Hole GC’s Use to Require 2010 11/85 Additional Insured Coverage for their own Negligence
- Change Order Prompt Payment on Public Contracts
- Controlled Insurance Programs by Owners (OCIPs) and Contractors (CCIPs)

More than 2,000 bills will have been introduced and dozens will deal with payments, liability, remedies, bonds, contract rights and obligations, etc. With three dozen new legislators, the time to make your mark on the issues in 2015 is during this conference when the bills are being amended for committee hearings and voting. Attendees will have the opportunity to visit their own senator and assembly member after learning how to lobby their position on bills affecting the construction industry. Talking points will be provided. This event is the least expensive and most productive way to get your message across. Please join the effort and stand out as a leader in the legislative arena.

Given today’s economic realities, two things are obvious:
- We all need to have a say in anything the legislature does regarding construction.
- Combining our resources for this event will help make our lobbying successful.

Planning and marketing the event is a joint effort among the hosting organizations/companies. They will determine the day’s program, their logo will appear on the conference materials, and their identity and issues will be presented to legislators and key capitol staff. Should you wish to participate as an event sponsor, please contact our Executive Director, Jordi Grant, using the information provided below and to the right.

**AMERICAN SUBCONTRACTORS ASSOCIATION CALIFORNIA INC.**
TOLL-FREE: 888-310-ASAC (2722) FAX: 530-662-2865
asac@asacalif.com www.asacalif.com

To Register and pay by Credit Card, go to [www.CaSubLegConf.org](http://www.CaSubLegConf.org)

OR Make your check payable to ASAC and mail with this form to PO Box 292867, Sacramento CA 95829

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**Sponsorships - All levels receive:**
- Your sponsorship announced from the podium
- Your sponsorship listed in the conference program
- Signage size dependent on level of sponsorship
- Tabletop space for materials promoting your organization.

**$1500 Platinum Sponsors receive:**
- Participation in leadership committee and setting agenda, etc.
- 3 free conference registrations
- Signage showing your name as Platinum Sponsor
- Participate in drawing to introduce the Keynote Speaker
- Your sponsorship shown prominently in marketing materials

**$1000 Gold Sponsors receive:**
- Participation in leadership committee and setting agenda, etc.
- 2 free conference registrations
- Signage showing your name as Gold Sponsor
- Your sponsorship listed in the conference program

**$500 Silver Sponsors receive:**
- Participation in leadership committee and setting agenda, etc.
- 1 free conference registration

**$250 Bronze Sponsors receive:**
- 1 free conference registration

**Attendance:** $99.00 Registration, each person

☐ As a Sponsor (circle level above)
☐ As an Attendee

Company: ____________________________
Contact Person: ______________________
Phone: ______________________ Fax: ______________________
E-Mail: ____________________________

HOME address REQUIRED if you want legislative appointments. If not, indicate N/A:

__________________________ Zip: _______+4____

Please note that late registrations (after 4-1-2015) may not be able to have legislative appointments, although every effort will be made to arrange them.

**LUNCH OPTIONS WILL BE FORTHCOMING.**
There are a limited number of HOTEL ROOMS for the night of April 20, 2015 (Monday) $189++
Reservation deadline is March 31, 2015.
Reserve on-line using the StarGroups website or by calling Sheraton’s Central Reservation Office at 1-800-325-3535. Identify yourself as part of the California Subcontractors Legislative Conference.
Seminar Sign Up Rules

1. Please note time and location of each seminar. All seminars are at the Exchange at 400 Reed Street in Santa Clara unless mentioned.
2. You can sign up for the seminars on the enclosed reservation form.
3. Attendance is limited - You must sign up in advance. Many of our popular seminars fill up fast!
4. Please fill out a form for each individual attending.
5. Money must be received at the Exchange by early signup date for discounted rate.

March 10 Corporation vs. LLC vs Partnerships (1 Hour)
Recent law changes by the State of California now allow licensed contractors a new choice for their corporate structure. Whether you have a current business or are just setting one up, one of the most important legal and tax considerations will be what type of entity you elect. The seminar will discuss the tax saving and asset protection value of LLCs, Corporations, and Partnerships. We will go over the requirements for forming each of these entities, and then discuss relative advantages/disadvantages, with an emphasis on taxation and liability/asset protection.
Start Time: 12 Noon
Cost: $20 until 3/3; $30 after
Location: Builders Exchange (Santa Clara)
Lunch Included

March 13 New Member Orientation (1 hour)
Are you new to the Builders’ Exchange? Already a member but need an update on membership services the Builders’ Exchange has to offer? Come to the next new member luncheon and learn about programs and benefits available to members.
Start Time: 12 Noon
Cost: Free, but call to confirm
Location: Builders Exchange (Santa Clara)
Lunch Included

March 26 Mechanic’s Liens and Stop Notices- (2 hours)
Come hear how to protect your rights as a contractor to get paid. This law changed again July 1 2012 and its important for you to hear what this law means to you. You will be given a nuts and bolts presentation of how to handle stop notices, bonds and liens. This class is great for everyone from the beginner to the experienced contractor.
Start time: 9:00 AM
Cost: $60 until 3/19; $70 after
Location: Builders’ Exchange (Santa Clara)
March 30, April 6 & 13 **Blueprint Reading** *(3 hours Mon. for 3 Weeks)*
All construction work depends on the proper evaluation of the construction blueprints. Anyone who plans a management career in construction must be able to review and analyze blueprints. Students will be introduced to concepts associated with blueprint reading, sketching and interpreting light commercial and residential drawings. This course includes instruction in the recognition of construction materials including LEED and green materials. BIM Procedures, building specifications, and codes will also be introduced to the students. No prior Blueprint Reading Experience required.

Start time: 5:00 PM  
Location: Builders’ Exchange (Santa Clara)  
Cost: $110 until 3/24; $120 after

**April 2 Fall Protection** *(1 hour)*
Cal OSHA requires employers who fall under the fall protection standards to provide initial training for affected employees, competent person and qualified person. The course will cover all applicable standards for fall protection. Students will receive a certificate upon completion.

Start Time: 10:00 AM  
Location: Builders’ Exchange (Santa Clara)  
Cost: $45 until 3/25; $55 after

**April 2 Ladder Safety** *(1 hour)*
The course will review ladder types, loading a ladder, rungs types, slipping and footing, fall and more. The course will also review the OSHA General Duty Clause as well as fall protection. Students will receive a certificate upon completion.

Start Time: 11:00 AM  
Location: Builders’ Exchange (Santa Clara)  
Cost: $45 until 3/25; $55 after

**April 2 Confined Spaces** *(1.5 hours)*
Most employers do not realize that Cal OSHA has very strict requirements when employees enter and work in confined spaces. Confined spaces not only include trenches, but also manholes, attics, crawl spaces and areas not normally designed for human habitation. This class will go over all the examples of confined spaces and how to possibly deal with “engineering controls” that can be put in place so an “entry permit” is not needed. The class will also go over the “entry permit” process and examples will be given on how to properly write an entry permit. Cal OSHA’s requirements for confined spaces can be found at T8 CCR Section 5157 and training is mandatory.

Start Time: 1:00 PM  
Location: Builders’ Exchange (Santa Clara)  
Cost: $60 until 3/25; $70 after
April 9 and 10 OSHA 10 Training (5 hours each day)
This course is ideal for supervisors with safety and health responsibilities, and for employee safety and health awareness. Students will be introduced to OSHA policies, procedures, and standards as well as construction safety and health principles. The course will review the scope and application of the OSHA Act and General Duty Clause, as well as examine areas that are most hazardous. Upon successful completion of the course, participants will receive an OSHA construction safety and health 10-hour course completion card from UCSD. **YOU MUST ATTEND BOTH SESSIONS TO GET THE CERTIFICATION.**

Start Time: 8 AM  
Location: Builders’ Exchange (Santa Clara)  
Cost: $195 until 4/2; $215 after  
Lunch Included

April 16, 23 & 30 Concrete Estimating – (3 Hours each Thurs. for 3 weeks)
Learn how to do detailed and accurate Concrete Take Offs. Apply the skills learned from this class and improve your competitiveness and profitability. The courses touches on the Footings, slabs and site work. Learn how to estimate labor and materials required. Course objectives are:
* How to read and apply specifications, details, sections and plans
* How to set up a takeoff template and do take offs
* Concrete Quantity survey methods and techniques
* How to set up a custom cost history
* How to set up a unit cost for foundation and typical flat work

Start time: 2:00 PM  
Location: Builders’ Exchange (Santa Clara)  
Cost: $110 until 3/24; $120 after

April 21 Traffic Control and Flagger Training (1 hour)
This course is designed to train personnel in the principals and practices of traffic control, which will enable them to provide the safest and most efficient operation of temporary traffic control in work zones. Training is based on the California Manual of Uniform Traffic Control Devices (2012 edition) CA MUTCD and will result in certificate and wallet card upon completion.

Start Time: 10:00 AM  
Location: Builders’ Exchange (Santa Clara)  
Cost: $45 until 4/15; $55 after

April 21 Contractor Labor Land Mines- (2 hours)
The challenges confronting small business owners become greater and more complex every year. This basic class teaches employers how to avoid potential hazards, pitfalls, penalties and fines that businesses face in California. This session provides tools and information to help employers identify and address day-to-day human resources risks and responsibilities.

Start Time: 12 Noon  
Location: Builders’ Exchange (Santa Clara)  
Cost: $25 until 4/15; $35 after  
Lunch Included
April 21 **Confined Spaces** (1.5 hours)
Most employers do not realize that Cal OSHA has very strict requirements when employees enter and work in confined spaces. Confined spaces not only include trenches, but also manholes, attics, crawl spaces and areas not normally designed for human habitation. This class will go over all the examples of confined spaces and how to possibly deal with “engineering controls” that can be put in place so an “entry permit” is not needed. The class will also go over the “entry permit” process and examples will be given on how to properly write an entry permit. Cal OSHA’s requirements for confined spaces can be found at T8 CCR Section 5157 and training is mandatory.

**Start Time:** 2:00 PM  
**Location:** Builders’ Exchange (Santa Clara)  
**Cost:** $60 until 4/15; $70 after

April 23 **Litigation Basics** (1 Hour)
The course will walk attendees through the litigation process from start to finish, discussing pre-litigation tactics, how lawsuits are filed, and the possible stages of a lawsuit, including ADR, discovery, law-and-motion work and trial. The course will offer a realistic view of the time and cost of a lawsuit, and will offer practical tips for getting the best return on investment out of legal services. The lecture will present a practical, insider’s view of what legal strategies are most effective and what makes the difference between winning and losing a lawsuit.

**Start Time:** 12 Noon  
**Location:** Builders Exchange (Santa Clara)  
**Cost:** $20 until 4/16; $30 after  
**Lunch Included**

April 27 **Principles of Contracting** (3 Hours)
You will be introduced to the principles and applications to begin and running a construction company, regardless of your classification, including industry standards and practices. Covered topics include: bonding and insurance, payroll, contract obligations, business plans, marketing, accounting, computer job costing and estimating. Other objectives include:
- Obtaining Contractors License  
- Business Form, LLC, Corp, Sole proprietor  
- State & Federal Obligations  
- Computer use  
- Marketing  
- Payroll

**Start Time:** 5:00 PM  
**Location:** Builders Exchange (Santa Clara)  
**Cost:** $50 until 4/22; $60 after  
**Lunch Included**

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**Save the Date**

**Builders Exchange Family Day**
**Coming May 16**
All construction work depends on the proper evaluation of the construction blueprints. Anyone who plans a management career in construction must be able to review and analyze blueprints. Students will be introduced to concepts associated with blueprint reading, sketching and interpreting light commercial and residential drawings. This course includes instruction in the recognition of construction materials including LEED and green materials. BIM Procedures, building specifications, and codes will also be introduced to the students. This class will sell out so sign up today! No prior Blueprint Reading Experience required.

Seminar Cost: $110  Price after March 24:$120
Class Schedule: Monday Nights for 3 weeks, starting March 30, April 6 and April 13
Class Start Time: 5:00 PM
No Refunds

Company Name
Main Contact
Phone ___________ Fax ______________
Students Attending
____________________________
____________________________

Total Enclosed

Reserve your spot by mailing check made out to the Builders’ Exchange for the seminar by March 24 to:
Blueprint Seminar
Builders’ Exchange
400 Reed St.
Santa Clara, CA 95050
OSHA 10 Hour
Construction Safety and Health Outreach Program
April 9 and April 10

This course is ideal for supervisors with safety and health responsibilities, and for employee safety and health awareness. Students will be introduced to OSHA policies, procedures, and standards as well as construction safety and health principles. The course will review the scope and application of the OSHA Act and General Duty Clause, as well as examine areas that are most hazardous. Upon successful completion of the course, participants will receive an OSHA construction safety and health 10-hour course completion card from UCSD. **YOU MUST ATTEND BOTH SESSIONS TO GET THE CERTIFICATION.**

Topics include:

* OSHA requirements and general safety & health provisions
* Electrical hazards
* Ladders and fall protection
* Personal Protective Equipment (PPE)
* Scaffolding
* Tools and Equipment
* Materials handling, storage and use

Classes start at 8 AM and end at 1 PM. Lunch will be provided

Cost  
$195 per person until April 1  
$215 per person after April 1

Instructor: Julio Ruiz Jr.-Safety Management Consultant from an Aura of Safety. (NW)

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Company Name ________________________________
Main Contact ________________________________
Name(s)of Attendee __________________________

______________________________

Total Enclosed ____________________________
Phone ____________ Fax ____________________

Reserve your spot by mailing check made out to the Builders Exchange for the seminar by April 1 to:

Seminar
Builders Exchange
400 Reed St.
Santa Clara, CA  95050
### 2015 Spring Seminar Reservation Form

#### Seminars (Limited Space)

<table>
<thead>
<tr>
<th>Date</th>
<th>Seminar</th>
<th>Price</th>
<th>#of Attendees</th>
<th>Seminar total $</th>
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<tbody>
<tr>
<td>March 10</td>
<td>Corporate Structure @ the Exchange 12 Noon-1 PM</td>
<td>$20 until 3/3</td>
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<td>$30 after</td>
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<tr>
<td>March 13</td>
<td>New Member Orientation @ the Exchange 12 Noon-1 PM</td>
<td>Free, but call to confirm</td>
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<td>March 26</td>
<td>Mechanic’s Liens and Stop Notices @ the Exchange 9 AM—11 AM</td>
<td>$60 until 3/19</td>
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<td>$70 after</td>
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<tr>
<td>March 30, April 6</td>
<td>Blueprint Reading @ the Exchange 5-8PM</td>
<td>$110 until 3/24</td>
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<td>April 13</td>
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<td>$120 after</td>
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<tr>
<td>April 16, 23,30</td>
<td>Concrete Estimating @ the Exchange 2-5 PM</td>
<td>$110 until 3/24</td>
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<td>April 2</td>
<td>Fall Protection @ the Exchange 10AM—11AM</td>
<td>$45 until 3/25</td>
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<td>April 2</td>
<td>Ladder Safety @ the Exchange 11AM—12 Noon</td>
<td>$45 until 3/25</td>
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<td>April 2</td>
<td>Confined Spaces @ the Exchange 1-3 PM</td>
<td>$60 until 3/25</td>
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<tr>
<td>April 9 &amp; 10</td>
<td>OSHA 10 @ the Exchange 8 AM —2 PM</td>
<td>$195 until 4/2</td>
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<td>$215 after</td>
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<tr>
<td>April 21</td>
<td>Traffic Control and Flagger Training @ the Exchange 10 AM-11 AM</td>
<td>$45 until 4/15</td>
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#### (TURN OVER FOR PAGE 2)

**Total Seminars From Page 1 and 2**

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<tr>
<th>#of Attendees</th>
<th>Seminar total $</th>
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Company Name: ____________________________________________
Main Contact: ____________________________________________
Address ________________________________________________
City/State/Zip __________________________________________
Phone #: __________________________ Fax #: __________________________

Mail Form and Check to:
Seminars
Builders’ Exchange
400 Reed St.
Santa Clara, CA 95050

TOTAL ENCLOSED
# 2015 Spring Seminar Reservation Form

<table>
<thead>
<tr>
<th>Seminars (Limited Space)</th>
<th>Price</th>
<th># of Attendees</th>
<th>Seminar total $</th>
</tr>
</thead>
<tbody>
<tr>
<td>April 21 Contractor Labor Land Mines @the Exchange 12 Noon-2 PM</td>
<td>$25 until 4/15</td>
<td>$35 after</td>
<td></td>
</tr>
<tr>
<td>April 21 Confined Spaces @the Exchange 2-3:30 PM</td>
<td>$60 until 4/15</td>
<td>$70 after</td>
<td></td>
</tr>
<tr>
<td>April 23 Litigation Basics @ the Exchange 12 Noon–1 PM</td>
<td>$20 until 4/16</td>
<td>$30 after</td>
<td></td>
</tr>
<tr>
<td>April 27 Principles of Contracting @ the Exchange 5-8 PM</td>
<td>$50 until 4/22</td>
<td>$60 after</td>
<td></td>
</tr>
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</table>

Company Name: ____________________________________________  Mail Form and Check to: Seminars Builders’ Exchange 400 Reed St. Santa Clara, CA 95050

Main Contact: ____________________________________________

Address ____________________________________________

City/State/Zip ____________________________________________

Phone #: ____________________________________________  TOTAL ENCLOSED

Fax #: ____________________________________________