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

Reminders: Dates for upcoming Meetings
October 22nd at Blach’s Office
December 10th at Stanford.

President’s Message:
Sept/October 2018

As we are all returning from the “official” end of Summer, it is time we look forward to the upcoming year at ASPE Chapter 55. Your Officers and Board of Directors had our annual strategic planning meeting on August 22nd and we are going to have many interesting monthly meetings to follow. A sampling of what we have in store included this month’s Silicon Valley Mechanical Shop Tour and Mechanical Estimating, which was amazing along with many other meetings. October 22nd is our next meeting taking place at Blach’s office on the topic of Folia, and specially the foundations, steel and their wall panels, and conclude with a brief tour of how Blach is making panels in their shop. December 10th we will be touring the New Stanford Hospital. The New Stanford Hospital is a beautiful building with state-of-the-art technologies and no
shortage of architectural features. Completion is scheduled for Feb 14, 2019. Please keep an eye out for notifications.

We are again going to have our 12th annual Joy of Bocce Tournament on June 20th, 2019.

We will also will be holding our the 2nd Annual ASPE Chapter Scholarship Fundraiser - Texas Hold'em Poker Tournament. This even will be held in January 2019. More information to follow.

The following is a quick update on some of our past events:

Due to the great success of our 10th Annual Joy of Bocce we will once again be making a scholarship donation to Cal Poly, SLO.

The ASPE National Convention / Summit in Pittsburgh was a huge success as more than 150 people attended this event in June. Both Kevin Fennimore, a longtime member of ASPE Chapter 55, and myself attended the meeting. We met many estimators from all over the country and everyone seems to be very busy. Kevin was awarded the FCPE. Congrats to Kevin

Our next national meeting/ Summit will be in Kansas City from June 19th to June 22th, 2019.

We would also like to hear from you! If you have any articles you’d like us to add to our monthly ASPE, Chapter 55 newsletter, please send them to Chapter Secretary, Shawna O’Donnell at shawna@odonnellplastering.com.

I am always available if you have any questions or feedback.

Thank you,

Alan S. Jacobs CPE
President, ASPE Chapter 55

*Have you registered yet for the next Annual Bocce Event to be held on June 20 2019?? It will be another sell out!*  

**ASPE Chapter 55 Bocce Event**  
The American Society of Professional Estimators, Silicon Valley Chapter #55 hosted its 12th Annual "Joy of Bocce" Fundraising Tournament at Campo di Bocce in Los Gatos, California on June 20, 2019. 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!!  


*Why you need to belong to ASPE…..The American Society of Professional Estimators serves residential, commercial and civil construction estimators by providing Education,*
Fellowship, and the opportunity for Professional Development. The proper Education, Ethics, Standards, Certification and Fellowship lead to the ultimate goal of Professionalism. Join today and contact us with any questions you may have about membership.

Share, Collaborate, Exchange and Grow.

If you submit numbers on bid day, then you belong in ASPE.

**RENEW YOUR ASPE MEMBERSHIP TODAY!**

Have heard? Or do you have any interesting Construction related articles to share with our ASPE members…We are always looking for great content…

Currently, ASPE has certification offered in the following categories...Click link to read more https://www.aspenational.org/.../377526/Certification-Categor…

CHICO Scholarships!!! ASPE presented Chico Construction Management students with $6000.00 in scholarship awards! Thank you Spencer for representing ASPE!

Congratulations to all recipients!

CalPoly Scholarship awards dinner.. Thank you Kevin for attending.

The Board is always looking for young professionals interested in joining ASPE. If you’re interested in ASPE, please let Alan know! We’ll make sure you know times and dates for our monthly meetings.

An interesting and helpful site to check out for some industry articles:

http://www.quantity-takeoff.com/qto-news.htm

AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS
MEMBER CODE OF CONDUCT

EFFECTIVE SEPTEMBER 1, 2018

The American Society of Professional Estimators (ASPE) has adopted the following Code of Conduct to which all members agree to adhere, as acknowledged during payment of membership dues.

Each Member of ASPE is an important contributor to the Society’s Core Purpose. By joining ASPE, each Member agrees to conduct themselves in a professional businesslike manner. Each Member represents ASPE to the public, other Members, and staff. ASPE is committed to providing an environment free of discrimination and harassment, where all individuals are treated with respect and dignity, can contribute fully, and have equal opportunities.

The objective of this Code of Conduct is to ensure that all Members are aware that harassment and discrimination are unacceptable practices and are incompatible with the standards and Professional Code of Ethics of ASPE.

Conduct with the General Public and Members:
- Conduct all work and business affairs with fairness to all concerned and in compliance with the ASPE Code of Ethics.
- Conduct all Society activities without prejudice as to an individual’s age, gender, race, color, religion, national origin, handicap, disability, sexual orientation, marital status, or other protected trait or class.

Conduct with Staff:
Certain rules regarding Member behavior relating to interactions with staff are necessary for efficient business operations and for the benefit and safety of all employees of ASPE. Conduct that interferes with operations, discredits the Society, is unsatisfactory or is offensive will not be tolerated.

Examples of behavior in interactions with Staff that will not be tolerated are as follows. Please note that this list is not intended to be, nor should it be, considered an exclusive list of inappropriate behavior.
- Being discourteous
- Being threatening or intimidating
- Use of profanity or abusive language
- Sexual harassment or any other form of illegal harassment

To report inappropriate behavior, please submit a written report via email to ecersosimo@ASPEnational.org. All reports will be forwarded to the Governance Committee for investigation and resolution.

The American Society of Professional Estimators will exhaust all efforts to investigate the incident, and a report of findings will be prepared by the Governance Committee and issued to the Board of Directors. If necessary, the incident will be referred to the Investigative Committee as outlined in the Society Bylaws. As deemed appropriate, operational and/or personnel changes will be initiated to prevent a similar occurrence; and if applicable, Membership may be revoked.
How to Estimate the Cost of Exterior Wall Blown In Blanket System (BIBS)

The Hit & Myth of ADA Compliance®

A Week in the Life of the Professional Estimator
As we prepare to begin our next year leading up to the Summit in Kansas City in June 2019, I am proud to introduce the theme for our next twelve months of programs. The theme for the 2016-2017 year was *The Art and Science of Estimating*. The theme for the year just capped off with the Pittsburgh Summit was *Developing the Next Estimator*. Our new theme is *Rocking the Roles – The Evolution of Preconstruction*.

Traditional roles in estimating have changed dramatically in recent years. Gone are the days where the estimator is the hermit at the back of the office sitting and doing takeoffs and crunching numbers all day. Estimators now lead teams specializing in conceptual estimating, advising on program and design, utilizing new tools and technology, and working directly with Owners. Estimators of today must balance not only technical expertise but also communication and management skills.

In ASPE’s role as the “construction industry’s leader and recognized authority in professional estimating,” it is our job to provide programs that attract new talent to the profession, further the development of current estimators, and help define what an estimator is. Please look for educational programs at the chapter, regional, and national levels to support the theme throughout the year.

As I begin the last year of my term as your Board President, I encourage you to let us know how we can better fulfill our Core Purpose.

Marcene N. Taylor, CPE
There is an often misconceived notion amongst property and business owners that the whole nasty issue of ADA compliance will go away. The belief goes something along the idea that some magic piece of legislation might come along that will drive the disabled access activists and serial plaintiffs into the barren wasteland of forgotten legislative missteps, and then they can then simply go on with the business of, well, making business.

In California, we are particularly susceptible to this myopic mirage; and every couple of years a “fix it” piece of legislation is passed and signed into law that is supposed to do just that – fix it. But in essence this never really happens; instead of focusing on the target, it simply moves the goal posts, leaving all the players to scurry and jockey for position. There are a multitude of reasons for this situation, much of which goes way beyond the scope of this article.

This issue is not about Democrat, Libertarian or Republican politics; it is simply about the American way. We do not discriminate. We are a nation of, to paraphrase Emma Lazarus’ immortal words emblazoned on the Statue of Liberty “…Give me your tired, your poor, your huddled masses yearning to breathe free…”

We in California are not alone. There are a gaggle of other states in which business and property owners are apparently stymied by ADA dragons and demons, states like Texas, Florida, and Alabama to name just a few. The latest bill in California that attempts to squeeze its ungainly bulk into that misshapen mold is SB 1186, which was meant to reduce or even eliminate frivolous ADA litigation, except that the critical part, according to property owners and advocates, was left on the cutting room floor, namely the part about a notice period identifying alleged barriers at a property before a would-be plaintiff can sue.
This is not the first time where such a clause was omitted in the final bill, but in addition to this ‘slap in the face,’ another requirement crept in; namely Section 12 of SB 1186, which essentially requires a property owner to disclose (from July 1, 2013), in the event of a sale, refinance or lease, if the property has been CASp inspected.

**Section 12, Paragraph 1938 has been added to the Civil Code, to read:**

“1938. A commercial property owner or lessor shall state on every lease form or rental agreement, executed on or after July 1, 2013, whether the property being leased or rented has undergone inspection by a Certified Access Specialist (CASp), and, if so, whether the property has or has not been determined to meet all applicable construction-related accessibility standards pursuant to Section 55.53”

This essentially impacts all non-residential leases from July 1, 2013, onwards. Not only does this impact the property owners, but the property managers as well, in that a failure to advise clients correctly could have legal ramifications and potential loss of business implications.

The inspection must be carried out by a CASp – not just any other party, which includes consultants who might otherwise be knowledgeable in all things ADA, but do not have the CASp certification.

Properties inspected by a CASp consultant have to be brought into compliance with all applicable accessibility standards as identified in the CASp report. This means additional costs for the owner, something they might not have budgeted for.

One could also envision other potential issues, such as the responsibility falling back on the owner for non-compliance issues in the actual tenant space and the cost of defending against litigation and indemnifying the tenants. In the past, owners would often require that the tenant indemnify them against ADA barriers in the tenant space, but now an owner handing over a space that is identified as not being in compliance has additional legal exposure should they not correct the alleged access barriers.

If a potential tenant is looking at renting and finds two properties that are the same, the prospective tenant who is savvy would likely go with the property that affords them the least exposure, i.e. the property that has been CASp certified and the identified barriers to access have been addressed.

If one reads into the possibilities that may evolve out of SB 1186, it would appear that the long term implications seem to be leaning to all properties being CASp certified eventually, and hence, everything being compliant with all applicable accessibility standards. A similar situation can be found in residential real estate where an owner must get a termite clearance when selling a house.

In theory, this legislation all but eliminates the serial plaintiffs and their cadre, but for an unwary owner or property manager, this bill could spell disaster. So instead of things becoming simpler, they just got more complex. To complicate matters worse, if you include the conflicts between the new (2010) federal ADA and the current California Accessibility code, a property owner runs the risk of being in violation of one statute if they are in compliance with the other.

So what is an owner or property manager to do? Well, businesses in California have a valuable benefit, and it is called the CASp certificate. By having a property audited by a CASp inspector, not only is the property afforded certain “special legal rights” when it comes to litigation exposure, but the owner may have a window of time to address barriers that are more significant, and which carry a substantial fiscal impact.

So to sum up the situation, it would seem that the sane approach would be to get your property CASp certified. Don’t wait… just CASp it.
Welcome to Our New Members

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<tr>
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<th>COMPANY</th>
<th>CHAPTER</th>
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<td>Shannon Diversified, Inc.</td>
<td>Los Angeles 1</td>
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<td>Gus Oppermann</td>
<td>Arcadis</td>
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<tr>
<td>Christine Henkel</td>
<td>Bristol Alliance of Companies</td>
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<tr>
<td>Eric Peterson</td>
<td>Adidas &amp; Peterson Construction</td>
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<td>Scott Goldenhersh</td>
<td>Schuff Steel Company</td>
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<td>Andrew Apostolik</td>
<td>Sundt Construction</td>
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<td>Michele Sanderlin</td>
<td>DPR Construction</td>
<td>Chicago 7</td>
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<td>Matthew Manglaris</td>
<td>First Point Consulting</td>
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<td>Adam McDonough</td>
<td>Monson-Nicholas, Inc.</td>
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<td>J. D. King</td>
<td>The Lemoine Company, LLC</td>
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<td>Qian Henry Zhou</td>
<td>PACO Technologies, Inc</td>
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<td>Tun Tun Lin</td>
<td>STVINC</td>
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<td>Viverlyn Baez</td>
<td>HPD</td>
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<td>Austin Yoges</td>
<td>Air Systems Service &amp; Construction, Inc.</td>
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<td>Amber Stitt</td>
<td>Swinerton Builders</td>
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<td>Kristen Young</td>
<td>MBP Construction Engineering</td>
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<td>Jeff Carr</td>
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<td>Matthew Baxter</td>
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<td>Vincent Sgrosso</td>
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<td>Craig Garland</td>
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<td>Jerry Reid</td>
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<td>Daniel Miller</td>
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<td>David Kiely</td>
<td>Kleeberg Sheet Metal</td>
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<td>Kyle Learch</td>
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<td>Jayson Rodriguez</td>
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<td>Jeff Glazener</td>
<td>BK Resources</td>
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<td>Nathan Brinthurst</td>
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<td>Spencer Gravelle</td>
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<td>David Brallier</td>
<td>Brallier Fine Woodworking, Inc.</td>
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<td>Jonathan Snow</td>
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<td>Thad Berkos</td>
<td>Design Collaborative</td>
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<td>Scott Mouw</td>
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<td>Suzana Maria Cunha</td>
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<td>Tim Jasper</td>
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MEMBERSHIP CLASSIFICATION

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Certification Journal:

A CPE’s Certification Journal is an important tool that is available (and always at your fingertips)!
Take steps to streamline the CPE Renewal process: No more lost certificates … No more hand-written PDU recaps! CPE Members have the ability to enter PDUs immediately when earned.

1. Log-in to the ASPE Website and into Your Profile
2. Select: Quick Links (in black tool bar)
3. Select: Certification Journal (located at the bottom of the List)
4. Select: Journal Entries (tab on the right)
5. Select: + Add Entry
6. Enter: Information into the Data Field(s)
7. Select: Submit

SBO Corner

FACES OF ASPE: Phillip Salisbury, CPE

Chapter 65 – Old Fort – Chapter President
Blundall Associates Inc. – Senior Estimator
Contact: Phillip Salisbury, CPE: psalisbury@blundall.com

Best advice I ever received
Focus on making yourself better and not compare yourself to others around you.

Best advice I share with young (and not so young) estimators
NEVER trust a scale on a drawing. Check EVERY page.

Chapter goal for 2018
To successfully host this year’s Central Plains Fall Regional Meeting in October.

If I wasn’t doing this, I would
Be a craftsman.
The industry standard for search!

Exclusively for commercial construction professionals, like you!

- Quick & easy access to over 1 million qualified commercial construction professionals
- Find exactly WHO you need – when you need them
- Always available – Always up-to-date

TheBlueBook.com/ASPE
(844) 617-2478
# 2018 Chapter Scholarships

**ONWARD AND UPWARD**

In addition to the ASPE National Scholarship that is distributed annually, ASPE is proud of the same commitment displayed by Chapters in their award of Scholarships. Please join us in congratulating these Chapters in their commitment to construction industry education programs and support of deserving students!

<table>
<thead>
<tr>
<th>Chapter Number</th>
<th>Chapter Name</th>
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*Estimating Today • 2018 July/August Issue*
A Week in the Life of an Estimator: Part 3

Chris Ray, CPE
Education Committee
Chapter 33 – Little Rock
cray12@gmail.com

Thursday, 2:30PM
That’s an interesting breakdown.
Universal at $8,890,000. We are second at $10,300,000 and Central is third at $10,381,000. WOW. Universal is low by $1,410,000. With a Bid Bond at 5% for $444,500, they are still low by about $1,000,000.

“I’d hate to be in their office right about now,” I think to myself. “They had to leave something major out.”
I look over at Allan, our CFO, and inquire, “Can the Owner make him do the project?”

“If he chooses to not sign the contract, he may lose his Bid Bond; and we would be next low bidder,” Allen states. “Curtis, let’s make sure we have our Bid Tab sheets all organized and ready to go in the event the Owner wants us to proceed with the contract”.

“What if Universal made a mistake in compiling their Bid?” I ask.

“Well, one of the Rules of Law is that you cannot take advantage of mistakes. As long as the error is patent and obvious or a scrivener’s error, the Owner will probably allow Universal to withdraw their Bid. It will probably cost them their Bid Bond,” Allan says.

“What then?”
Allan adds, “Well, their Bonding Company is not going to be very happy; and if Universal was smart, they would pay the Bid Bond amount out of their own pocket. Defaulting on any Bond will put them into deep trouble with their Bonding Company, and they will probably not be getting any bonds in the near future.”

“What did you mean by patent or obvious error, or what was it you called it…scrivener’s error?” I ask.

“Patent or obvious means exactly that: a mistake that is material as opposed to minor. I think this fits into that category,” says Allan. “A scrivener’s error is when you write something down incorrectly, like writing down $170,000 when it should have been $710,000. If Universal can show that is what happened, they would be able to withdraw their Bid.”

“I know the President of Universal very well. I am sure he has contacted the Owner already and asked to have his bid withdrawn, and I am pretty sure they can prove some kind of error on their part.”
Allan continues, “I can’t see where the error would be one of bad judgment, particularly being over $1.4 million between their price and our price. It’s got to be a scrivener’s error. The only thing the Owner is losing is the benefit of the bargain.”

“Curtis, don’t be surprised if we don’t get a call before the end of the day. And by the way, how is that proposal going for tomorrow?”

“Oh that,” I think to myself. “Still working on it,” I tell Allan. “but I’ll be ready for the meeting tomorrow.”
After a well-deserved thirty-minute break, I decide to close my office door and concentrate on getting that proposal finished. I tidy up my desk from the chaos of putting together the previous bid, set aside the 30 or so pink phone message slips, and go over my notes from my conversation with Sheryl.

What was it Sheryl wanted – price and time, cost breakdown, allowances, inclusions, exclusions, clarifications?
The Cover Letter is done. Roberta, our Estimating Admin, did a great job. No sense in changing that.

“Oh, how hard can it be,” I think to myself. “Exhibit A is the UniFormat Cost Breakdown for the project. That’s already done.”
After a few keystrokes on the computer manipulating data in the estimating software, Timberline displays a nice and neat UniFormat version of the estimate.

“Bring the complete estimate to the meeting tomorrow in case Mr. Davis wants to see the backup. Bring all the Subcontractor Bid Proposals also. I may need to justify our total price,” thinking to myself. From experience, Mr. Davis will want to see the justification for the General Conditions and Requirements.

The next Exhibit is the Schedule. “How hard can that be?” I think to myself, “A dozen or so line items indicating major Work Breakdown Structures and Milestones and that should cover Mr. Davis’ immediate need.”

Microsoft Project is very simple to use, and it is what our Project Managers use. So after 45 minutes of tinkering with Project, a new work of art is created.

I am sure there will be overlaps in the work sequence. I’ll let the Project Manager provide the detailed Project Schedule that is required per Contract Form AIA-201.

What else was it Sheryl wanted? A Schedule of Allowances? That’s easy enough, as most were listed in the specifications. Oh yeah, she also wanted an outline spec, although I am not sure why. The Architect provided a complete Project Manual. We might pass on that one. Sheryl also wanted Inclusions, Exclusions, and Clarifications. The usual boilerplate should work for that.
The Schedule of Allowances was easy enough, but I decide to include a paragraph on what is an allowance. That always seems to be an issue.

Inclusions, Exclusions, and Clarifications, items not identified in the Project Specs, cause me to stop for a moment. Being that this is my first proposal, I decide to ask Allan for a little guidance. I get up from my desk and open my door only to discover chaos is running rampant in the Bid Room. I look over at Allan, and he appears to be in a heated discussion with someone on the phone.

Morris runs by, and I quickly ask, “What’s going on?”

“We got the job!” Morris exclaims. “Universal backed out, and we were second so we get to do the job.”

I look over at Allan and he gives me thumbs up, and he still has that grin on his face. A couple of minutes later Allan comes over, still grinning, and pats me on the back. “Way to go,” he says. “We got the job.”

“Allan states very calmly.

“Allan, about that proposal,” I begin. “What should I use for the Inclusions, Exclusions, and Clarifications? That’s got me a little confused.”

“Go look at some of the other proposals we have developed for Mr. Davis. Put in the unique items for this project, and go from there. Remember, you are not John Grisham, this is not a novel. Keep it simple,” Allan states, still with that grin on his face.

“Simple enough,” I say, turning back to my office.

Thirty minutes later, and another work of art is created. Well maybe not.

Thursday, 4:45PM

Finally, the proposal is done. “I’ll drop it by Roberta, our Estimating Admin, to see if she can give it the once over. The way she changed my first cover letter, that will be time well spent,” I think to myself.

I walk by Roberta’s desk, and she is deep in trying to get things organized for Saturday morning. “Hey Roberta, when you get a chance, can you give this proposal for Mr. Davis the once over? The way you made my cover letter shine, I know you’ll have some great ideas.”

Roberta looks up from her desk and with a rather unsympathetic stare and says, “Sorry, Curtis. I can’t get to it until probably Monday. The bid you just won needs some of my tender loving care before the Saturday turnover. See if Client Development can help.”

“Oh, I understand. Is there anything I can do to help out on the turnover?”

“Absolutely. When you get back from Client Development, we have a lot of work to get done and since you are the Senior Estimator on this project, you need to get the Scope Sheets organized for the Saturday morning. See if Client Development can help.”

“I’ll be right back,” I state as I hurry down the hallway to the other side of the building.

As I arrive at Client Development, something is not quite right. It’s too quiet; and no one is around, not even the Admin. Looking at my watch, I realize that it’s 5:15 p.m. and they have already left for the day.

Thinking to myself, “Wonderful. Now what do I do?” I decide to quickly scribble a message on a sticky note asking for a quick
review for the 3 p.m. meeting tomorrow with Mr. Davis and write that I’ll be back tomorrow around 10 a.m. after the ASPE Breakfast Meeting. I place my ‘work of art’ in the Admin’s chair.

“That should give them plenty of time to do a quick review,” I say to myself as I humbly walk back to the Estimating Department offices.

To my surprise, only Roberta is left in the office; and she hands me a stack of Bid Proposals, the Bid Tab sheet, and a hard copy of the Estimate Master Summary.

With a rather surprised look on my face I ask Roberta, “What do you want me to do with all of this?”

“Oh, not much. Just make sure that all of the subcontractor proposals are complete, that the numbers were transcribed correctly, and the Scope Sheets cover everything needed by the Contract Documents and there are no mistakes… especially no mistakes,” Roberta states with that same kind of grin Allen had.

“Oh, alright. I’ll get right on that.”

After a few hours of undisturbed concentration and review of all the documents, I find only one insignificant transcription error for $100 in our favor.

What a day. I finally leave the office at 11 p.m.

Friday, 7:00 A.M.

As ASPE Meeting Coordinator, I get to find and select our guest speaker for our monthly meetings; all part of the networking process. Our guest speaker this month is someone from a company called Prime Bid, yet another software company that promises they can take the headaches out of bidding.

“A good topic,” I think, especially based on the crazy day I had yesterday. This should be a very appropriate discussion.

Exhibit D
Brookwood Phase III
Inclusions, Exclusions, and Clarifications

Inclusions
• General Liability and Builders Risk Insurance
• Sales Tax
• Preconstruction Services Fee
• All General Conditions costs to manage the work
• Construction Management Fee Lump Sum of $150,000.00
• Base Building Permit Fee
• Regular working time and days to meet scheduled completion of 420 calendar days
• Normal weather has been anticipated
• Normal excavation

Exclusions
• Additional Insurance as may be required by the Owner
• Architect/Engineer Fees and Commissioning Agent Fees
• Utility meters and Utility Impact Fees
• Any costs for installing primary electric conductor feeder on public right-of-way
• FF&E
• Residential Appliances
• Overtime to accelerate project completion at Owner’s direction
• Abnormal weather delays
• Rock Excavation

Clarifications
• If Overtime is required, workweek hours from 41 to 55 will be 1-1/2 time, 56-65 hours will be double time. Saturday overtime from 41-50 hours will be double-time. Sunday overtime will be triple-time.
• The Preconstruction Services Fee will be deducted from the project fee upon signing of base contract for construction.
• Abnormal weather delays shall allow for additional time for project completion.
• If rock is encountered at the jobsite, removal will be $544 per cubic yard.

After a delightful breakfast and a rather enlightening discussion regarding their software, I came to the following conclusions.

1. This software is really cool.
2. If used properly, it can save time.
3. It takes a little front-end work on preparing for a bid. That’s normal for any bid.
4. Based on their demonstration project, one individual can do the work of about three people, once the project is set up.

“I need to let our Vice President of Pre-Construction Services, Mr. Calvin, know about this software. This could really help in the bidding process,” I say to myself. “As a Senior Estimator I need to start thinking about the big picture for the company.”
The ASPE meeting is adjourned, and I skillfully elude most of the other members in order to get back to the office to finish up on the proposal for Mr. Davis. Hopefully, Client Development has had the opportunity to review my work of art.

I get back to the office close to 10 a.m. and head directly to Client Development. I ask Sarah, the Client Development Director, if she has had an opportunity to critique my proposal.

“Well, Curtis, I did get a chance to look at it; and I hope you don’t mind if I made a couple of changes. I really like how you have simplified things. It reads so much easier.”

Not wanting to take credit when I shouldn’t, I state, “You have Roberta to thank for that. She’s the one who really improved it, not me.”

“Well, we went ahead and added a couple of things. Just some normal corporate information. That should make it a little more apparent what we are capable of,” says Sarah.

I politely take the revised proposal, thank Sarah for all her help and head back to my office to see how much damage has been done. To my amazement, they only added the corporate stuff.

I think to myself, “Doesn’t Mr. Davis already know our capabilities? This is only about the twentieth building we’ve built for him. Maybe Client Development knows something I don’t. That wouldn’t surprise me.”

I have our Estimating Admin make four copies for my meeting, and I head off to return the stack of pink phone messages sitting on my desk. Only about 40 messages. I wrap up returning phone calls around 12:30 p.m.

Roberta comes into my office around 1:30 p.m. with that grin still on her face and asks me if I am ready for Saturday’s turnover meeting.

“Not a problem. I stayed here late last night to get it all done. Scope sheets are ready for Operations as well as all of the subcontractors and material suppliers’ information,” I state confidently.

“Curtis, by the way, on Monday you start training some of the new interns in Estimating. You’re going to be mentoring a new person by the name of Elvis Grover. He is the nephew of the company president.”

“Is he at the Brookwood project?” I inquire.

“As a matter of fact, he is. I hear you’ve already met him. He’s coming in around 2 p.m. today to go through orientation with Human Resources.”

“I’m really sorry I’m going to miss that. I’m going to be at that meeting for Mr. Davis,” I say apologetically.

“Oh, about that. I just got a call from Cheryl, Mr. Davis’ Admin. She’s says don’t worry about meeting today. Mr. Davis and Allen already met and everything is good to go. The contract has been signed and the clock is ticking. Sounds like you have another turnover meeting to prepare for,” Roberta states rather jokingly.

I ask Roberta, “Do I need to do anything with my proposal?”

“Nope. For the time being hang onto it, but get working on the turnover meeting. That’s scheduled for next Wednesday,” says Roberta and, with a grin adds, “And, oh, by the way. Your buddy Elvis is coming down the hallway. Have fun, Mr. Senior Estimator.”
A Week in the Life of an Estimator ... continued

By the time Roberta turns around to head to her desk and I look over my shoulder, Elvis is upon me.

Turning to face him, I pointedly ask, “Hey, Elvis. Did you ever get those Job Costs Data Sheets finished I asked for on Wednesday?”

“Nope…sorry…didn’t get a chance to finish those up. Walter, the Superintendent, said Estimating can take care of those,” he says.

“Well, after your orientation with Human Resources, come on back and you can finish up those job costs data sheets, because you are now in Estimating. See you in about an hour,” I say with a new grin on my face.

As Elvis is walking toward the other side of the building to Human Resources, Roberta gives me a ‘thumbs up’ and with that same grin on her face she says, “Curtis, well done. Sounds like you are a Senior Estimator. Don’t forget the turnover meeting tomorrow morning at 8 a.m. and the turnover meeting on Wednesday. Oh, we have a Pre-Bid meeting on Tuesday. You may want to take a look at the plans for the Senior Living Center we are bidding. You and your new friend Elvis can work on that.”

I head back to my office to return the dozen or so messages I’ve received in the last hour, try to straighten up my desk and await the arrival of Elvis. A couple of hours go by and no Elvis. I’m not overly concerned. It’s Friday, and I am worn out from a very hectic week. It’s a little past 5 p.m. and everyone is shutting down for the weekend.

I get up and walk over to Roberta’s desk where she is logging in time-clock estimates for all of the Estimating staff and I inquire on the location of my intern.

“Curtis, I hate being the bearer of bad news but,” Roberta deadpans, “Elvis has left the building.” We both have a good chuckle and with that, I decide to leave early. For once.

“Hey, Roberta, how many hours did I log this week?” I inquire. Roberta looks at her spreadsheet, “Curtis, just because you got a promotion and raise doesn’t mean you can slack off. Only 58 hours this week, not including tomorrow.”

“Ah, life is good,” I think to myself as I head for the door.

A short week for a Senior Estimator. ▲

In Memory ...

Jules Kraut (1925 – 2018)
Chapter 1 – Los Angeles

As I reflect back on when I first met Jules, I remember that we took the CPE examination together in 1981 and thereafter became good friends. But Jules’ life had interesting twists. Growing up in Belgium and as a teenager during World War II, he joined the underground and participated in a number of escapes. Following the war, Jules enlisted in the Israeli defense forces where he trained and served as a paratrooper.

Completing his military service, Jules finally moved to Los Angeles where he began a construction business; and that is when we met, became friends and joined ASPE. Not only was he a good estimator, Jules was also the life of any party. When elected President of the Los Angeles Chapter, and because it was Jules, the Members decided that an ordinary dinner party wouldn’t do so a belly dancer was hired. Sure enough and true to style, Jules was on the edge of the crowd watching the dancer and mimicking her moves. The turnout at his inauguration party was in excess of 100 and set a record that has not been equaled to this day.

Jules was never at loss for words on any subject and could carry on a discussion in Flemish, French, English or Hebrew. Jules will be sorely missed by his family and many friends, but he will not be forgotten. ▲

By Charles C. Munroe, III, FCPE
Chapter 1 – Los Angeles

ANNOUNCEMENTS

ASPE Membership Cycle: In June 2017, ASPE chose to reincorporate in Delaware, providing the Society with a more favorable tax and regulatory environment in which to conduct business. In conjunction with the reincorporation, ASPE also chose to adjust the Fiscal Year to a Calendar Year. As a follow-up to that decision, the Board of Directors has elected to extend Membership through December 31, 2018, with no additional cost to Members.

▲ Current Membership Cycle: August 1, 2017 thru December 31, 2018 (17 Months)

▲ Invoices for Membership Cycle: January 1, thru December 31, 2019, will be issued in October 2018

Estimating Today • 2018 July/August Issue
The ASPE Board of Directors, together with the Certification Committee, has unanimously approved the following updates/changes to the ASPE Certification Program.

- **CPE Candidate: Fails – 2 Attempts / Carry-Forward Passing Grade(s) to Reapplication**
  - **Approved:** Candidate will be allowed to carry-forward Passing Grade(s) and re-take failed/or incomplete portion of the Certification Program ONLY if …
    - Candidate re-applies in 6-12 Months from the month that the fail occurred AND
    - Candidate must complete the failed/or incomplete portion within three (3) months from the re-application acceptance date
  - **Note:** DST Part 1 and DST Part 2 are separate tests but are weighted as 1 item. If Candidate fails either Part of the DST Exam, both Part 1 and Part 2 must both be retaken
  - **Note:** Candidate must earn a score of 70% on DST Part 1 and DST Part 2 of the DST Exams
  - Incentive for Applicant to reapply and continue in the Certification Program toward CPE designation

- **CPE Candidates: Fails – 2 Attempts / Requires 6-Months Waiting Period prior to Reapplication**
  - **Approved:** Offer $100 Credit to Application Fee if Candidate re-applies in 6-12 Months
  - Incentive for Applicant to reapply and continue in the Certification Program toward CPE designation

- **PDU Requirements**
  - **Approved:** Reduce from 30 PDUs to 24 PDUs Annually
  - PDUs do not carry over into subsequent years
  - **Effective Date:** Cycle Start Date 01/01/2019

- **CPE Renewal Period**
  - **Approved:** Annual Renewal vs every 3-years
  - **No Change in Fees/Renewal Fees:** $50 Annually
  - **Effective Date:** Scaled/Beginning with 2018 Cycle Renewals
    - 2018 Renewals/Extend 5 Months from 07/31/2018 Cycle End to a 12/31/2018 Cycle End
    - 2019 Renewals/Extend 5 Months from 07/31/2019 Cycle End to a 12/31/2019 Cycle End
    - 2020 Renewals/Extend 5 Months from 07/31/2020 Cycle End to a 12/31/2020 Cycle End

- **CPE Renewal Date**
  - **Approved:** Adjust to Annual Cycle End Date of 12/31
  - Coincide with Membership Renewal
  - **Effective Date:** Scaled/Beginning with 2018 Cycle Renewals
    - 2018 Renewals / Extend 5 Months from 07/31/2018 Cycle End to a 12/31/2018 Cycle End
    - 2019 Renewals / Extend 5 Months from 07/31/2019 Cycle End to a 12/31/2019 Cycle End
    - 2020 Renewals / Extend 5 Months from 07/31/2020 Cycle End to a 12/31/2020 Cycle End
● **CPE On-Time Renewal: Cycle End Date vs Expiration Date**
  ▲ **Approved:** Dates to be the Same
  ▲ No longer 12-Month Grace Period to submit PDUs
  ▲ **Only a 30-Day Grace Period for Renewal (for submission of PDUs)**
  ▲ After 30-Day Grace Period Expires = Late Renewal or Reactivation will be required
  ▲ **Effective Date:** Scaled/Beginning with 2018 Cycle Renewals
    • 2018 Renewals/Extend 5 Months from 07/31/2018 Cycle End to a 12/31/2018 Cycle End
    • 2019 Renewals/Extend 5 Months from 07/31/2019 Cycle End to a 12/31/2019 Cycle End
    • 2020 Renewals/Extend 5 Months from 07/31/2020 Cycle End to a 12/31/2020 Cycle End

● **CPE: Late Renewal Fees**
  ▲ **Approved:** $50/Calendar Month Penalty until required PDUs are submitted
  ▲ **Effective Date:** Cycle Start Date 01/01/2019

● **CPE Reactivation**
  ▲ **Approved:** $1,500 Reactivation Fee
  ▲ **Approved:** This is a one-time only option available to a CPE
  ▲ **Must occur within 2-Years after Cycle End Date**
  ▲ No PDUs required during Reactivation
  ▲ **After Reactivation, PDU requirements will continue in order to maintain CPE Certification**
  ▲ **Effective Date:** Cycle Start Date 01/01/2019

● **CPE Lifetime Status**
  ▲ **Approved:** With CPE Renewal accomplished Annually, Lifetime Status will require 14 consecutive On-Time Renewals
    (= 15 Years as CPE in good standing with Membership in Good Standing)
  ▲ Time starts over at 0 Years as CPE, if/when a CPE has been Revoked or granted Amnesty
  ▲ **Implementation:** Application review required by Certification Team

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**ASPE CORE PURPOSE**
ASPE is the construction industry’s leader and recognized authority in professional estimating through excellence in Education, Certification, and Standardization.

**ASPE CORE VALUES**

**Education:**
ASPE educates and mentors professional estimators for the sustainability of the construction industry.

**Professionalism:**
ASPE promotes the lifelong pursuit of excellence and credibility in professional estimating.

**Fellowship:**
ASPE develops a fellowship of professional estimators that connects and leads the construction industry.

Estimating Today • 2018 July/August Issue
You wonder if your future employee has all the skills and knowledge they claim. How can you be certain he or she knows exactly what they are doing?

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MONEY-BACK GUARANTEE: cancel anytime and get a full-refund for the unsent issues!
Best advice I ever received

Perform a complete take-off once so you aren’t repeating the steps. For example, if you complete the take-off of concrete footing correctly, you can obtain your quantities for concrete ready mix, placing rebar and formwork all in one take-off.

Take your time and be thorough. Estimators are not perfect, but you can be as thorough and complete as possible.

Increase scholarships to universities to encourage Estimating as a profession.

Work at or own a hardware store.

Best advice I share with young (and not so young) estimators

Chapter goal for 2018

If I wasn’t doing this, I would
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How to Estimate the Cost of Exterior Wall Blown In Blanket System (BIBS)

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How to Estimate the Cost of Exterior Wall Blown In Blanket System (BIBS)

SECTION 1: INTRODUCTION
This technical paper will provide the reader with a general understanding of a Blown In Blanket System (BIBS) and provide an overview of the basic cost factors a professional estimator should consider when estimating this type of system.

BRIEF DESCRIPTION OF SUBJECT MATTER
The Blown In Blanket System (BIBS) is a tested, proven insulating system using fiberglass blowing wool, similar to the fiberglass used in batt and blanket insulation, but not bound together with glues or binders. This blowing wool is installed in the cavity spaces of walls, floors, attics, and cathedral ceilings, after a special mesh fabric (netting) is installed against the framing members. Like a perfectly fitting blanket, the blown in insulation completely fills in around any plumbing, electrical wiring, and other objects within the cavity, eliminating all gaps and voids, increasing thermal efficiency and producing higher R-values than could be obtained with regular batt or blanket insulation.

Section 2: Types and Methods of Measurements
While most insulation is estimated in square feet (SF), quantity take-off can be completed by measuring areas in square feet or by measuring linear feet (LF) of a wall with a known height. Exterior walls can be measured by both area square feet using the elevations and/or linear feet using the floor plans, depending on the project. Areas in the wall that are not going to receive insulation, like windows and doors, will need to be deducted or backed out from the insulation square foot totals, including any space taken up by headers above the windows and doors.

The mesh fabric netting that retains the blown in insulation within the cavity is estimated by square feet. The same square foot quantity that was determined for the insulation can be used for the netting, however the backed out areas will not be deducted from the total because the netting will be stretched over the entire area, including opening such as windows and doors.

Depending on where the project is located, an air barrier and/or vapor retarder may be required, either to the warm side or cold side of the wall assembly. For example, a 4mil visqueen on the inside of the wall, over the top of the netting, might be required. This visqueen is also estimated by square feet using the same total used for the netting, as it will also be stretched over any openings in the wall.
Both the netting and the visqueen will be stapled to the framing members. The netting will be stapled using an auto-fire air staple gun specifically made to staple in a rapid manner as the stapler is dragged down the framing member. The visqueen will be stapled much more sparingly using a hammer-stapler. Both methods of stapling are very fast and require only a small amount of labor. For some contractors, staples might be considered part of the cost of doing business and install trucks would just always be stocked with a good supply. If the staples are going to be included as a cost item, they should be estimated per each (EA) box. The quantity of boxes needed can be easily determined by using a ratio of staples per square foot multiplied by the SF area to be cover by the netting or visqueen.

Labor is calculated per man hour. The estimate should include man hours for:

- Loading or stocking the truck
- Travel to and from the jobsite
- Jobsite set up or shakeout
- Mesh Fabric installation
- Blowing Wool installation
- Vapor Retarder / Air Barrier installation (if required)
- Jobsite Cleanup

Overhead, markup, and tax can generally be calculated as a percentage of the total construction cost.

Section 3: Specific Factors to Consider in Takeoff and Pricing

Specifications and Construction Documents

Special attention should always be given to the specifications and construction documents. Required R-values, necessary air barriers or vapor retarders, and additional code requirements all need to be considered when estimating the project. However, while the plans and specifications may be clear as to what is to be installed, some factors of the BIBS system cannot be changed. The depth of framing members will dictate the maximum R-values that can be obtained. Also, the cavity must be filled completely regardless if this will use extra material or provide a higher R-value than what was specified. A 2x4 wall cavity will never be able to reach the same R-value of a 2x6 wall cavity, even if the specification requires the higher rating. Any deviation from the plans and specs should be noted and addressed in the proposal. This will be useful when comparing the proposal with other bidders, as these difference can help explain large pricing discrepancies between competitors, as well as make it easier to determine the lowest responsible bidder.

Wage Rate Requirements

Some projects will have prevailing wage requirements. These wage rates will vary by location and should always be investigated and considered when estimating labor costs. Failing to do so can lead to overages in labor costs, as well as fines or penalties.

Small Projects vs. Large Projects

Every job is different. Some costs will have more effect on smaller jobs, while other cost will more significantly affect larger projects. However, some costs need to be accounted for regardless of size.

Loading Delivery Truck – smaller projects will require less material and thus less time to stock the truck compared to larger projects.

Jobsite Location and Subsistence – depending on the distance from the warehouse to the jobsite, travel time will vary from project to project and subsistence may be required for projects that are longer distances away. While this can increase the cost of smaller projects, with larger projects that are longer distances away, subsistence can help reduce the costs of multiple trips and allow more daily man hours to be allocated to installation.

Jobsite Setup and Shakeout – every project will require time to set up ladders or scaffolding, roll out blowing hoses and compressors, and carry in the mesh fabric and other equipment as needed. Larger projects may require more time to do so.

Installation Time – installation time will vary according to how large the project is (or how many bags of blowing wool will be installed,) however, productivity will also be affected by the ease or difficulty to reach the areas to be insulated. Productivity on multi-story projects will go down as the work progresses higher up the building.

Cleanup – every project will need cleanup after installation. Installing BIBS can be a little messy. With an insulation vacuum, most of the fallout insulation will be recycled back into the blower machine, but a light sweeping of the jobsite will still be required, along with rolling up the hoses and returning all equipment back to the truck at the end of each day.
Doubling the labor should effectively cut the installation in half, while keeping the same cost per square foot.

Section 4: Overview of Labor, Material, Equipment, Indirect Costs and Markups

LABOR

Labor costs are calculated per man hour. An installation crew will generally consist of one foreman and two installers. Larger projects could require additional installers, but that would necessitate an additional blowing machine as well. Doubling the labor should effectively cut the installation time in half, while keeping the same cost per square foot. For the purposes of this paper, an approximate hourly rate, including labor burden, of $16.00 per foreman and $12.00 per installer or $40.00 per crew will be used.

Examples of productivity rates are as follows:

- Loading Trucks – 10 to 20 minutes per man per day
- Jobsite set up and shakeout – 10 to 20 minutes per man per day
- Install netting – 1,600 SF per man day
- Install blowing wool insulation – calculated by the number of bags of blowing wool per hour or per man day (this rate will vary depending on the type blowing machine and how it is set up)
- Install visqueen (if required) – 1,600 SF per man day
- Cleanup – 10 to 20 minutes per man per day

MATERIAL

- Netting – per SF (available in 8, 9 and 10 foot by 350 foot rolls)
- Fiberglass blowing wool – per bag (consult manufacturers product data sheet)
- 4mil visqueen – per 10’ x 100’ or 1,000 SF roll (also available in 8 foot rolls)
- Standard staples – per box of 5,000 (example: one box per 2,500 square feet of visqueen)
- Auto-fire staples – per box of 5,000 (example: one box per 100 square feet of netting)

EQUIPMENT

While equipment is typically owned, if rented, appropriate costs should be included. Examples of equipment are:

- Truck mounted blowing machine and blow hoses
- Ladders and scaffolding, Extra scaffolding or man lifts rented as needed
- Air compressor, air staple guns, hoses
- Brooms and Shovels

INDIRECT COSTS

Indirect costs are additional expenses required for the operation of the contracting business but not part of the materials, labor and equipment used to complete the project. Often, these cost are included as a percentage of the project cost, based on historical averages, when it is difficult or not possible to apply these costs directly to the project. Examples of indirect costs related to insulation contracting include office / warehouse overhead, project management, administrative staff, payroll burden, tools and safety equipment, vehicles, insurance, taxes and bonding.
APPROACH TO MARKUPS

There is no set rule or exact science for setting a Markup. Markup is generally determined by several factors. While there is always a bare minimum percentage for which the company is willing to do the work, nobody likes to leave money on the table. Everybody would like to make as much profit as possible, and at the same time, not price themselves out of the market or project. Some things to consider when determining an appropriate markup are:

- **Project Risk** – Every project has some risk involved, some more than others. It is generally accepted that the higher the risk, the higher the markup.

- **The size of the project** – Smaller projects may require higher markups in order to cover indirect costs or to make the job profitable enough to pursue. Larger projects may allow for lower markups as indirect cost impacts can be lessened when spread out over the entire project. Also, larger projects with larger contract values can produce higher profit totals, even when using a lower markup percentage. For that reason, using a lower markup on a larger project is a tactic regularly used to win the project while still being able to make larger profits compared to smaller projects. On the other hand, some larger projects may be too big for the competition. Considering the number of competitors and their ability to do the work is just as important. If the likelihood of competition on a particular project is lower, this may be an opportunity to keep markups higher than what might be used on other large projects.

- **Market Conditions** – The current construction market climate should always be considered. The amount of work available to bid in the market can drive markups up or down. If there is little work available, markups tend to be lower as the competition gets more aggressive. When there is an abundant amount of work available, markups will generally go up, especially as current backlogs increase and contractors become more selective about the projects they will pursue. Recent success rates in bidding and procuring other projects can be a great indicator of market conditions. If recent success rates are higher or lower than what would be considered normal, pricing and markup should be reconsidered.

Section 5: Special Risk Considerations

**Job readiness / Job Schedule** – Every project has a schedule and deadline to be finished. Many times there will be portions of a project that will be ready before other areas. Other times, preceding contractors fail to complete their work on time or may have missed some work, which can cause unexpected delays for the crew installing the blowing wool. Either of these situations can force additional trips to the jobsite, additional setups or shakeouts, and additional cleanups. While every effort is made to identify areas that may need additional trips, not everything will go as planned. For instance, if the exterior sheathing was not installed on an exterior gable wall before the crew arrives to install the blowing wool, the crew might have to return another day to finish. One option might be to install the netting on both sides of the framing member, allowing the crew to finish the installation and not require an additional trip to the jobsite. The cost of extra labor and netting may be very small compared to returning to the jobsite after the problem is corrected. Additionally, having to return unexpectedly to a jobsite can cause scheduling conflicts with other projects.

**Insulation Density** – On any project, the blowing wool needs to be installed to the proper density. The Blown In Blankets System is engineered to be installed to a density of either 1.5 or 2 pounds per square foot (lbs./SF). The 2 different densities will produce different R-values within the same cavity space, and will require different amounts of blowing wool to be installed. Depending on the R-value required and the cavity depth, the required density can be determined as well as the proper amount (number of bags) of blowing wool to include in the estimate. Failure to install the proper density can lead to several problems. If a 1.5 lb. density is required, installing a higher density will use more blowing wool than was estimated, resulting in extra costs. If a 2 lb. density is required, installing a lower density will result in a lower R-value than what was required, which could result in returning to the project for additional work to bring the blowing wool up to the proper density. Installing higher than a 2 lb. density can cause the netting and insulation to balloon out past the framing members. Any ballooning can cause drywall screws to pop and will not let the drywall lay flat, giving the wall a wavy look. This could result in removing everything back to the empty cavity and starting over, as well as back charges and loss of future work. Even with a good estimate, without the proper training of employees, any job can go badly.

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Estimating Today • 2018 July/August Issue
Section 6: Ratios and Analysis
Every company (and estimator) should maintain a database of unit cost, assembly costs, labor rates, production rates and costing for unique project aspects that have been estimated and/or installed on past projects. Using this historical data while preparing the estimate can increase its accuracy, as well as save time putting the estimate together. After the estimate has been prepared, it can be analyzed using this same historical data to make sure that the estimate is following the same square foot cost ratios of similar projects. The comparison should include projects that used the same R-value and assembly as the estimate. The labor costs per square foot can also be compared to labor costs of similar projects. Making sure all aspects of the estimate fall within known parameters of completed projects will help to detect and prevent errors and omissions.

Section 7: Other Pertinent Information
Green Building has become an integral part of the construction industry. Properly installed insulation plays a big part in building Green. Any LEED or sustainability requirements for a project should be projects noted and followed. These requirements can create the need for additional record keeping and reporting. The costs for this additional work will usually fall into the indirect cost, but should be accounted for.

Section 8: Sample Sketch

Section 9: Sample Takeoff and Pricing Sheet
Example of Area Square Feet Takeoff

- **BIBS 2x6 R23** - Q1 137 SR; Q2 197 SF
- **BIBS 2x6 R23** - Q1 130 SR; Q2 187 SF
- **BIBS 2x6 R23** - Q1 130 SR; Q2 187 SF
- **BIBS 2x6 R23** - Q1 129 SR; Q2 186 SF
## How to Estimate the Cost of Exterior Wall Blown In Blanket System (BIBS) ... continued

### Sample Small Office for ASPE Salt Lake City, Utah

<table>
<thead>
<tr>
<th>Item Material</th>
<th>Description</th>
<th>Quantity</th>
<th>Unit</th>
<th>Ext. Price</th>
<th>BIBS R23</th>
<th>Mats SF</th>
</tr>
</thead>
<tbody>
<tr>
<td>Blowing Wool for BIBS</td>
<td>2 x 6 Studs 1.5lb. Density BIBS R23</td>
<td>57.00</td>
<td>SF</td>
<td>$17.00</td>
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<tr>
<td></td>
<td>10% Extra Blowing Wool for Waste</td>
<td>53.70</td>
<td>SF</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total SF of Blowing Wool</td>
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<td>590.70</td>
<td>SF</td>
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<tr>
<td>Bags of Blowing Wool - Rounded Up</td>
<td>45.8 Max Coverage Per Bag Bags Needed</td>
<td>13.00</td>
<td>Bags</td>
<td>$22.00</td>
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<td>$286.00</td>
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<tr>
<td>Netting</td>
<td>766 SF of Netting - Add 10% Waste/Overspray</td>
<td>842.00</td>
<td>SF</td>
<td>$0.05</td>
<td>$42.12</td>
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<tr>
<td>4mil Visqueen</td>
<td>766 Bags of Visqueen 10 x 100 - 1,000 SF</td>
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<td>EA</td>
<td>$21.88</td>
<td>$21.88</td>
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<tr>
<td>Staples for Netting</td>
<td>100 Bags of Blowing Wool for BIBS</td>
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<td>EA</td>
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<td>$20.00</td>
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<td>4mil Visqueen - Box of 5,000</td>
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<td>1</td>
<td>EA</td>
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**SUBTOTAL** | **$371.51**

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<th>Unit</th>
<th>Ext. Price</th>
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<th>Mats SF</th>
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</thead>
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<td>Freight, Rental</td>
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<td>-</td>
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<td>Rental Equipment 27&quot; Scissor Lift</td>
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<td>Scaffolding Rental</td>
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**SUBTOTAL** | **$371.50**

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<tr>
<th>Item Material</th>
<th>Description</th>
<th>Quantity</th>
<th>Unit</th>
<th>Ext. Price</th>
<th>BIBS R23</th>
<th>Mats SF</th>
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<td>Tax</td>
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</tbody>
</table>

**SUBTOTAL** | **$371.50**

**Cost Subtotal** | **$607.07**

### Section 10 : Glossary / Terminology

**BIBS** – An acronym for Blown In Blanket System, an insulating system using netting and loose insulation fibers, or blowing wool, to fill cavities of walls, floors, attics, and cathedral ceilings.

**Blowing Wool** – loose fiberglass fibers, similar to the fiberglass used in batt and blanket insulation, but not bound together with glues or binders, so it can be installed with a blowing machine and hose.

**CSI 2004 Master Format** – The Construction Specification Institute Master Format is a master list of Divisions, and Sections used to organize project requirements.

**R-Value** – a unit of measurement of thermal resistance of a product such as insulation. The higher the R-value, the more resistant the insulation is to heat transfer.

**Visqueen** – a brand name commonly used when referring to polyethylene plastic sheeting, used as a vapor barrier.
The manufacturers Product Data Sheet / BIBS Coverage Chart can be used to determine the quantity of bags needed for any required density, thickness or R-value.
2018 ASPE Critical Calendar: June - August

**JUNE**

1. **Deadline:** 2018 July/August Estimating Today articles to Society Business Office
2. 1st Last day for Chapter Reports to Governors for Annual Meeting Reports
3. 8th Annual Board Reports due to Society Business Office for Annual Meeting Books
4. 8th Committee and Technical Committee Chairs progress reports due to their respective Vice President and Society Business Office
5. 13th Certification Committee Meeting via Conference Call
6. 20th Education Committee Pre-Summit Meeting
7. 27th 2018 - 2019 Board of Directors take Office
8. 27th Board of Directors Meeting
9. 27th Certification Committee Meeting
10. 27th Standards Committee Meeting
11. 28th Education Committee Meeting
12. 28th Joint Technical Committee Meeting
13. 27-30th Annual Meeting + Estimators' Summit: Pittsburgh, Pennsylvania

**JULY**

11th Certification Committee Meeting via Conference Call
11th Education Committee Meeting via Conference Call
24th Standards Committee Meeting via Conference Call

**AUGUST**

5th **Deadline:** 2018 September/October Estimating Today articles to Society Business Office
8th Certification Committee Meeting via Conference Call
8th Education Committee Meeting via Conference Call
11th Board of Directors Meeting via Video Conference
21st Standards Committee Meeting via Conference Call
ASPE AND CERT: Two Organizations with Common Goals

As a past National President of both the American Society of Professional Estimators (ASPE) and the Consulting Estimators Round Table (CERT), I am in a unique position to make the statement that the two professional organizations share common goals and complement and support each other.

ASPE:
• Concentrates on the individual Estimator
• Educates the individual to be a better estimator

CERT:
• Concentrates on the Estimating Consultancy
• Educates the consultant company in doing better at the business of being a consultant
• Adopted and uses the nine Canons of the ASPE Code of Ethics as their foundation document, and every member of CERT agrees to these Canons

ASPE is in the DNA of CERT, a relatively new organization formed in 2011 and incorporated in 2015. To date, there have been five presidents of CERT; and each President has been a CPE. Three of the five have been on the ASPE Board of Trustees as a Governor, Vice President and/or President. In addition, past and present Presidents of ASPE, Vice Presidents, Governors of ASPE and National Committee Chairs are all members of CERT.

Both organizations offer networking opportunities giving the individual estimator, through ASPE or the estimating consultant through CERT, a wider reach in advancing professionally in our chosen field.

There are many independent estimating consultants in ASPE, most are CPEs. ASPE services and programs are excellent in helping to make them and every other estimator a better estimator. Individual estimators are encouraged to take advantage of the avenues of education offered to them, including the annual educational Summit.

CERT offers a mentoring program to support individual estimators who are beginning their estimating consultancy. Independent estimating consultants can receive education to improve their business practices; and topics that have been covered include getting paid for work, human resources, construction law, claims, choosing clients, marketing, and insurance.

In addition, members of CERT have had the opportunity to work with each other and other ASPE members on projects. Having a deep bench with a variety of skills is important in getting additional work and performing at a high level.

It has been said many times that you get out of something what you put into it. The individual estimator who becomes involved in his or her ASPE Chapter, regional and/or national, gains in education, estimating standards, communication skills, professionalism and networking abilities. The estimating consultancy that gets involved with CERT gains by receiving its Best Practices manual, education, professionalism, and networking.

ASPE and CERT both complement and balance each other by improving the quality of the individual estimator and the estimating consultancy, while providing mutual benefits to the profession and added value and services to the wider AEC community.
### ARIZONA

**Arizona #6**  
**Where:** Double Tree Hotel  
320 N 44th Street  
Phoenix - 85008  
**Date:** 2nd Tuesday; **Time:** 5:30 PM  
**Meeting Contact:**  
Marvin Blau  
aspe6treasurer@gmail.com

**Old Pueblo #53**  
**Where:** Varies  
To Be Determined  
**Tucson**  
**Date:** 1st Wednesday; **Time:** 5:30 PM  
**Meeting Contact:**  
Trip McGrath, CPE  
tripm@compusultinc.com

### ARKANSAS

**Arkansas #33**  
**Where:** Baldwin & Shell  
1000 West Capital Avenue  
Little Rock - 72201  
**Date:** 3rd Friday; **Time:** 12:00 PM  
**Meeting Contact:**  
Chuck Garrett, CPE  
cgarrett@baldwinshell.com

**NW Arkansas #79**  
**Where:** Varies  
To Be Determined  
Bentonville  
**Date:** TBD; **Time:** TBD  
**Meeting Contact:**  
Chuck Hesselbein, CPE  
chesselbein@baldwinshell.com

### CALIFORNIA

**Los Angeles #1**  
**Where:** The Barkley Restaurant  
1400 Huntington Drive  
South Pasadena - 91030  
**Date:** 4th Wednesday, Jan. - Oct.  
**Time:** 6:00 PM  
**Meeting Contact:**  
Bruce Danielson  
lalofaspe@outlook.com

**Golden Gate #2**  
**Where:** AIA East Bay  
1405 Clay Street  
Oakland - 94612  
**Date:** 3rd Wed.; **Time:** 6:00 PM  
**Meeting Contact:**  
Gustav Choto  
ghoto@buildingpointpacific.com

**Orange County #3**  
**Where:** Ayres Hotel  
325 Bristol Avenue  
Costa Mesa - 92626  
**Date:** 2nd Wed.; **Time:** 5:30 PM  
**Meeting Contact:**  
Tom Smithson  
tedwardsmithson@gmail.com

**San Diego #4**  
**Where:** Varies  
To Be Determined  
San Diego  
**Date:** 3rd Tuesday; **Time:** 5:30 PM  
**Meeting Contact:**  
Mike Moyers, CPE  
michael.moyers@bestinteriors.net

**Sacramento #11**  
**Where:** Rancho Cordova City Hall  
2729 Prospect Park Drive  
Rancho Cordova - 95670  
**Date:** 2nd Friday; **Time:** 12:00 PM  
**Meeting Contact:**  
Jared Wright  
jwright@filmbuilders.com

**Silicon Valley #55**  
**Where:** Varies  
To Be Determined  
To Be Determined  
**Date:** Varies; **Time:** Varies  
**Meeting Contact:**  
Alan Jacobs, CPE  
alan.jacobs@blach.com

### COLORADO

**Denver #5**  
**Where:** To Be Determined  
To Be Determined  
**Denver**  
**Date:** 2nd Tuesday; **Time:** 5:00 PM  
**Meeting Contact:**  
Matthew Rasmussen  
mrasmussen@henselphelps.com

### CONNECTICUT

**Nutmeg #60**  
**Where:** Back Nine Tavern  
245 Hartford Road  
New Britain - 06053  
**Date:** Varies; **Time:** 6:00 PM  
**Meeting Contact:**  
Harrison Levy  
klevy@petraconstruction.com

**Yankee #15**  
**Where:** To Be Determined  
To Be Determined  
Stratford, CT  
**Date:** TBD; **Time:** TBD  
**Meeting Contact:**  
Gregory Williamson, CPE  
gwilliamson@bondbrothers.com

### DELAWARE

**Delaware #75**  
**Where:** To Be Determined  
To Be Determined  
Wilmington  
**Date:** TBD; **Time:** TBD  
**Meeting Contact:**  
Gregory Williamson, CPE  
gwilliamson@bondbrothers.com

### DISTRICT OF COLUMBIA

**Greater D.C. #23**  
**Where:** Jacobs  
1100 North Glebe Road, Suite #12  
DC  
**Date:** 3rd Thursday; **Time:** Varies  
**Meeting Contact:**  
Maurice Touzard, CPE  
mtouzard@gmail.com
ASPE CHAPTER MEETINGS (CONTINUED)

FLORIDA
Tampa Bay #48
Where: Lee Roy Selmons
4302 W. Boy Scout Boulevard
Tampa - 33607
Date: 3rd Wed.; Time: 6:00 PM
Meeting Contact: Bob Nidzgorski, CPE
bob.nidzgorski@skanska.com

Gold Coast #49
Where: To Be Determined
West Palm Beach
Date: TBD; Time: TBD
Meeting Contact: Chuck Hesselbein, CPE
chesselbein@baldwinshell.com

Orlando #50
Where: To Be Determined
Orlando
Date: TBD; Time: TBD
Meeting Contact: Danny Chadwick, CPE
dckadwick@bellsouth.net

GEORGIA
Atlanta #14
Where: Sage Woodfire Tavern
4505 Ashford Dunwoody Road
Atlanta - 30346
Date: 2nd Monday; Time: 11:30 AM
Meeting Contact: Clinton Aldridge
clinton.aldridge@skanska.com

ILLINOIS
Chicago #7
Where: Barbakoa Tacos & Tequila
1341 Butterfield Rd
Downers Grove - 60515
Date: 3rd Thursday; Time: 6:00 PM
Meeting Contact: Bob Svoboda, CPE
bsvoboda@ccsdifference.com

INDIANA
Central Indiana #59
Where: To Be Determined
Indianapolis
Date: 3rd Thursday; Time: Varies
Meeting Contact: Noelle Cichy
ncichy@summitconStreetcom

Old Fort #65
Where: To Be Determined
Fort Wayne
Date: Last Thursday; Time: Varies
Meeting Contact: Phillip Salisbury, CPE
psalisbury@blundall.com

IOWA
Quad Cities #71
Where: To Be Determined
Davenport
Date: Varies; Time: Varies
Meeting Contact: Keith Parker, CPE
keithparker@circlebco.com

Greater Des Moines #73
Where: To Be Determined
Des Moines
Date: 3rd Thursday; Time: Varies
Meeting Contact: Nicholas Gehl
nicholas.gehl@weitz.com

LOUISIANA
New Orleans #9
Where: To Be Determined
New Orleans
Date: TBD; Time: TBD
Meeting Contact: Chuck Hesselbein, CPE
chesselbein@baldwinshell.com

MAINE
Maine #37
Where: Woodard & Curran
41 Hutchins Drive
Portland - 04102
Date: 1st Wednesday; Time: Varies
Meeting Contact: John Brockington, CPE
jbrockington@woodwardcurran.com

MARYLAND
Baltimore #21
Where: To Be Determined
Baltimore
Date: Varies; Time: Varies
Meeting Contact: Ed Cluster, CPE
edcluster@phoenix-eng.com

MASSACHUSETTS
Boston #25
Where: Maggiano’s Little Italy
4 Columbus Avenue
Boston - 02116
Date: 3rd Wed.; Time: Varies
Meeting Contact: Mario DiCesare
Mario.DiCesare@aecom.com

MICHIGAN
Detroit #17
Where: Visit www.aspe17.org
To Be Determined
Detroit
Date: Varies; Time: Varies
Meeting Contact: Mel Oakley, LCPE
oakleymel@gmail.com

Western Michigan #77
Where: To Be Determined
Rochester
Date: Varies; Time: Varies
Meeting Contact: Mike Alsgaard, CPE
maalsgaard@ftch.com
ASPE CHAPTER MEETINGS (CONTINUED)

▶ MINNESOTA
Viking #39
Where: Varies  
To Be Determined  
St. Paul  
Date: Varies; Time: Varies  
Meeting Contact: Keith Parker, CPE  
keithparker@circlebco.com

▶ MISSOURI
St. Louis Metro #19
Where: Varies  
To Be Determined  
Columbus  
Date: Varies; Time: Varies  
Meeting Contact: Keith Parker, CPE  
keithparker@circlebco.com

Heartland #32
Where: Uncle Buck’s Grill or Bass Pro Shops  
See Meeting Contact  
Date: 3rd Wed.; Time: TBD  
Meeting Contact: Eric Soriano  
esoriano@hermeslandscaping.com

▶ NEVADA (CONTINUED)
Las Vegas #72
Where: Varies  
To Be Determined  
Reno  
Date: Varies; Time: Varies  
Meeting Contact: Larry Hendrick, CPE  
lhendr6899@aol.com

▶ NEW JERSEY
Garden State #26
Where: Varies  
To Be Determined  
Kenilworth  
Date: 4th Tuesday; Time: Varies  
Meeting Contact: Jeffery Senholzi  
costnav@ptd.net

▶ NEW MEXICO
Roadrunner #47
Where: Fiestas Restaurant  
4400 Carlise Boulevard NE  
Albuquerque - 87107  
Date: 1st Wed.; Time: 5:30 PM  
Meeting Contact: Joshua Crooker-Flint, CPE  
joshc@auiinc.net

▶ NEVADA
Reno #12
Where: Varies  
To Be Determined  
Reno  
Date: Varies; Time: Varies  
Meeting Contact: Kris Larson  
klarson@cccutah.com

▶ NEW YORK (CONTINUED)
Western NY #77
Where: To Be Determined  
Rochester  
Date: TBD; Time: TBD  
Meeting Contact: Gregory Williamson, CPE  
gwilliamson@bondbrothers.com

▶ NEW YORK
New York #10
Where: To Be Determined  
New York City  
Date: Varies; Time: Varies  
Meeting Contact: Bruce Schlesier, CPE  
bruce_schlesier@msn.com

Southwestern Ohio #38
Where: Varies  
Cincinnati & Northern Kentucky  
Date: 3rd Thursday; Time: TBD  
Meeting Contact: Kevin Gilbert  
kgilbert@hgcconstruction.com

▶ OKLAHOMA
Landrun-OK City #80
Where: Ingrid’s Kitchen  
3701 North Young Boulevard  
Oklahoma City - 73112  
Date: 1st Wed.; Time: 11:30 AM  
Meeting Contact: Ed Harris  
ed.harris@dormakaba.com

▶ OREGON
Columbia-Pacific #54
Where: University Place  
310 W. Lincoln Street  
Portland - 97201  
Date: 3rd Tuesday; Time: 5:30 PM  
Meeting Contact: Craig Welburn  
cwellburn@cherrycityelectric.com

NEBRASKA
Great Plains #35
Where: Varies  
To Be Determined  
Omaha  
Date: Varies; Time: Varies  
Meeting Contact: Keith Parker, CPE  
keithparker@circlebco.com

▶ OHIO
Buckeye #27
Where: Varies  
To Be Determined  
Columbus  
Date: Varies; Time: Varies  
Meeting Contact: Keith Parker, CPE  
keithparker@circlebco.com

Southwestern Ohio #38
Where: Varies  
Cincinnati & Northern Kentucky  
Date: 3rd Thursday; Time: TBD  
Meeting Contact: Kevin Gilbert  
kgilbert@hgcconstruction.com

Empire State #42
Where: Athos Restaurant  
1814 Western Avenue  
Albany - 12203  
Date: Varies; Time: Varies  
Meeting Contact: James Madison, CPE  
jmadison@arriscontracting.com

Oklahoma City #80
Where: To Be Determined  
Oklahoma City - 73112  
Date: 1st Wed.; Time: 11:30 AM  
Meeting Contact: Ed Harris  
ed.harris@dormakaba.com

Columbia-Pacific #54
Where: University Place  
310 W. Lincoln Street  
Portland - 97201  
Date: 3rd Tuesday; Time: 5:30 PM  
Meeting Contact: Craig Welburn  
cwellburn@cherrycityelectric.com
ASPE CHAPTER MEETINGS (CONTINUED)

► PENNSYLVANIA
Greater Lehigh Valley #41
Where: To Be Determined
To Be Determined
Allentown
Date: TBD; Time: TBD
Meeting Contact:
Gregory Williamson, CPE
gwilliamson@bondbrothers.com

Three Rivers #44
Where: To Be Determined
To Be Determined
Pittsburgh
Date: TBD; Time: TBD
Meeting Contact:
Kevin Sheahan, CPE
kevin.sheahan@aecom.com

Philadelphia #61
Where: To Be Determined
To Be Determined
Philadelphia
Date: 3rd Wednesday; Time: Varies
Meeting Contact:
Karla Wursthorn, CPE
kwursthorn@tnward.com

Central Pennsylvania #76
Where: Loxley’s Restaurant
500 Centerville Road
Lancaster - 17601
Date: 2nd Wed.; Time: 6:00 PM
Meeting Contact:
Dan Dennis, CPE
dd@EGSConstruction.com

► TEXAS
Houston #18
Where: Spaghetti Westerns
1608 North Shepherd
Houston - 77007
Date: 2nd Monday; Time: 6:00 pm
Meeting Contact:
Dennis Pyla
 dennis.pyland@gmail.com

Rio Grande #40
Where: West Texas Chop House
1135 Airway Boulevard
El Paso - 79925
Date: 1st Thursday; Time: 6:00 PM
Meeting Contact:
Rodolfo Barba, CPE
rodolfobarba1@gmail.com

Dallas/ Ft.Worth #43
Where: Alternates
To Be Determined
Varies: N. Dallas/Mid-Cities/Grapevine
Date: 3rd Friday; Time: 11:45 AM
Meeting Contact:
Rick Wyly, CPE
rick@buildcostcontrol.com

► WASHINGTON
Puget Sound #45
Where: Best Western Executive Inn
200 Taylor Avenue North
Seattle - 98109
Date: 3rd Tuesday; Time: TBD
Meeting Contact:
Mike Booth
mike.boothon@msn.com

► WISCONSIN
Brew City #78
Where: To Be Determined
To Be Determined
Milwaukee
Date: Varies; Time: Varies
Meeting Contact:
Keith Parker, CPE
keithparker@circlebco.com

► TENNESSEE
Middle Tennessee #34
Where: Adventure Science Center
800 Fort Negley Boulevard
Nashville - 37203
Date: 1st Friday; Time: Varies
Meeting Contact:
Ricky Sanford
rsanford7159@hotmail.com

► UTAH
Salt Lake City #51
Where: Varies
To Be Determined
Salt Lake City
Date: 3rd Thursday; Time: Varies
Meeting Contact:
Phil Capell, CPE
president@aspe51.org

► VIRGINIA
Richmond #82
Where: Baskerville
101 South 15th Street, Suite #200
Richmond - 23219
Date: 4th Wednesday; Time: Varies
Meeting Contact:
Jacob Dyer
jacob@gulfseaboard.com

Please Note: Information is subject to change. Report changes in your Chapter’s information with an email to jennifer@ASPEnational.org