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

President’s Message:
Fellow Estimators and Friends of ASPE Chapter 55
Silicon Valley

It is with great pleasure that I announce the new President, Officers and Board Members of our Chapter for 2019 2020 as follows

President Neil Burrow McCarthy Construction
Vice Pres. Shawna Alvarado O’Donnell Plastering
Secretary Spencer Gravelle Blach Construction
Treasurer Alan Jacobs Blach Construction
Dir, Industry Kevin Fennimore
Dir, Industry Jonathan Hughes Daley’s’ Drywall
Dir, Industry Jonathan Snow Hensel Phelps
Dir, Industry Reza Habib ACCO

I want to thank all of you for your support as being President. We have accomplished a lot over the past few years with the success of the Joy of Bocce and our Texas Hold’em Fundraisers. We have made major scholarship donations to both Cal Poly and Chico State.
Our membership has been steady, and we have had some very informative monthly meetings. I look forward to becoming the Treasure and organizing our annual Poker Tournament.

Please note our upcoming event as follows

**June 20th Joy of Bocce**

**ASPE National 2019 Summit Kansas City Rocking the Roles June 19-22, 2018**

We are also looking for suggestions on interesting subjects for upcoming meetings so if you have any suggestions, please do not hesitate to let me or our Neil know.

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 it to Chapter Secretary, Shawna O’Donnell at: shawna@odonnellplastering.com.

It has been a great pleasure being President of Chapter 55 and look forward to the great leadership of Neil and our new board.

Thank you,

Alan S. Jacobs CPE
President, ASPE Chapter 55

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

**ASPE Chapter 55 Bocce Event**
The American Society of Professional Estimators, Silicon Valley Chapter #55 will host its 12th Annual “Joy of Bocce” Fundraising Tournament at Campo di Bocce in Los Gatos, California on June 20, 2019. Again, we hope to raise 10K with Proceeds for this event going towards providing Construction Scholarships.

The coveted trophy went to AGC last year!

**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…

**Special Announcement:**

**Chico CM Scholarship! Congratulations!**

Two Board Members (Kevin Fennimore and Spencer Gravelle) present four academic scholarships to
excelling estimating students of CSU Chico’s Construction Management program, at their annual Industry Advisory Council Meeting held at Sierra Nevada Brewing Company. These four students demonstrated above average knowledge and work ethic in both Building Estimating (CM 450) and Heavy Civil Estimating (CM 458) courses. These students show a bright potential for future estimating careers, and we as ASPE Chapter 55 are glad to be a part of it!

On behalf of ASPE Chapter 55, thank you again for joining us for the Panel discussion in May!

On 5/13 we had a wonderful group of panelist for our Trade Partner Discussion representing structural steel, framing/drywall/ceilings, glass & metal panel systems, mechanical, plumbing, electrical, etc. We gained a valuable perspective on what their trades want GC’s & cost consultants to know. Each shared about unique estimating facts, tools, tips, tricks of their trade. The advancements in technology occurring in each trade as well as the future projections of technological impacts. Insight as to how each trade sees the current economy and what types of indicators are evaluated when anticipating an economic downturn gave some confidence that our local bay area economy remains strong. The labor availability in the bay area is certainly a challenge, but each trade shared some unique strategies that are helping them to overcome.

Thank you again to our panelists for giving of their time and the sharing of valuable information:
(Order left to right)
Jonathan Hughes – Daley’s Drywall
Scott Sullivan – Royal Glass Co.
Rob McGregor – Schuff Steel
Reza Habib – Acco Engineered Systems
Rick Guzman – Rosendin Electric
Thank you to our moderator, Neil Burrow – McCarthy Building Companies, Inc., for facilitating a very informative discussion.
Thanks again to Blach Construction for hosting with the meeting location, food and beverage.

Thank you,

Neil Burrow, CPE
(Chapter 55 Vice President)
Estimating Manager
ASPE “Joy of Bocce” Tournament
American Society of Professional Estimators

Thursday, June 20, 2019 4:45 – 8:00 pm

We are celebrating our 12th Annual “Joy of Bocce” Tournament at Campo di Bocce at 565 University Avenue in Los Gatos (call 408.395.7650 for directions). Every year the American Society of Professional Estimators is able to give out $10,000 in scholarships to Construction Management students with your donations.

Put aside those construction plans and deadlines! Take a break! Come and enjoy an evening of Bocce with old and new friends and business associates. Enjoy a glass of wine, fine appetizers and the pleasant ambiance of Campo di Bocce in Los Gatos.

Enter your company’s team for a chance to win the coveted “We’ve Got Bocce” trophy! (Goto: www.ASPE55.org to register through Eventbrite or fill out the form below).

The team entry fee is $750 that includes four players, your logo on the “Joy of Bocce” teams banner and 12 months of free advertisement on the ASPE Chapter 55 website. The winning team is the one with the most points. A team can loose a round and still win the tournament. There are prizes for first and second place winners.

For companies that cannot attend, there is a $250 sponsorship available that includes your company logo display on the “Joy of Bocce” sponsors banner at the event and 12 months of free advertisement on the ASPE Chapter 55 website.

If you know of a philanthropy organization that would like to make a matching $10,000 donation, please call Kevin Fennimore CPE @ 831.722.2277 or email kfinc@ix.netcom.com

Come and enjoy. We can teach you Bocce in five minutes. Get your registration in early. Team Sign-up deadline is June 10, 2019. Register below or goto: www.ASPE55.org and scroll down to “Joy of Bocce” Event and register through Eventbrite.

Entry form for ASPE “Joy of Bocce Mixer” email to kfinc@ix.netcom.com

Please send checks to: ASPE Chapter 55
827 Calabasas Road, Watsonville, Ca 95076

Name: ___________________________ Company: ___________________________
Address: ___________________________ Email: ___________________________
Phone: ___________________________ Fax: ___________________________

Circle one: Team $750 total. Sponsorship only $250. Matching goal $10,000.
(Email your Company Logo to kfinc@ix.netcom.com)
Q and A with Kevin …

What motivated you to join ASPE? How has it furthered your career?

I was inspired to join ASPE in 1988. I received a formal education in construction management in 1974 from CalPoly Pomona. While I was there Jim ApRoberts CPE with ASPE taught me my first estimating class. I estimated various building and heavy engineering projects prior to joining ASPE. What got me committed was the thought of being recognized among the contractors, subcontractors, owners, architects and engineers in the construction industry. In talking to these people, I needed to represent professionalism and ethical behavior in serving an industry I love. My vocation started early in life building a playhouse for my sister when I was four years old. I went to Don Bosco Technical Institute as an adolescent learning all the trades. I am committed to educating others all about construction.

What is the biggest challenge facing ASPE?

Marketing. The Department of Labor has registered over 115,000 construction estimators in the United States. We need to do more to increase the awareness of ASPE. The aspect of ASPE that continues to inspire me is education. We represent the best the construction industry offers. We are now working to implement estimating as a profession in university curricula. My vision is for bonding companies to recommend CPE’s as risk managers. Perhaps one day there would be a CPE stamp alongside the corporate seal when submitting a bid to a government entity.

What is our responsibility as ASPE Members?

To promote professionalism, education and fellowship. A core ingredient to a successful ASPE Chapter is fellowship and fun. I recommend a “Joy of Bocce” fund raiser and a Poker Tournament once a year. These activities generate funds to your Chapter to promote all important educational events and scholarship programs.

Your advice to current and future estimators?

I think a CPE in the court of law is better equipped to answer questions as an expert witness in constructability reviews and estimating knowledge. I like Mike Carringer’s comment years ago, “If you estimate a project as a CPE, be prepared to go out build it.” Always remember in the beginning there is the estimate. May all your estimates be good ones.

"The Department of Labor has registered over 115,000 construction estimators in the United States. We are now working to implement estimating as a profession in university curricula. My vision is for bonding companies to recommend CPE’s as risk managers."
Rocking the Roles - The Evolution of Preconstruction

16 Professional Development Units Awarded
Technology • Professional Development • ASPE Business

Wednesday, June 19 - Saturday, June 22, DoubleTree by Hilton Kansas City

For more information or to register, please visit us at ASPEnational.org

Thursday, June 20
Awards Dinner
DoubleTree by Hilton

Celebrating ASPE!
Society and Industry Awards
Presented after Dinner

Friday, June 21 • President’s Party
REGISTRATION • WEDNESDAY • JUNE 19
3:00 – 6:00 Event Registration
6:00 – 9:00 Welcome Cocktail Reception

TECHNOLOGY DAY • THURSDAY • JUNE 20
8:00 – 9:00 Breakfast on Your Own
9:00 – 10:00 Conference Welcome Keynote: Dr. Barbara Jackson
10:30 – 11:45 The Growing Role of Estimating in BIM: Magnus Therkildsen
11:45 – 1:00 Lunch
1:00 – 2:00 An Owner's Perspective: Mike Dell'Isola
2:30 – 3:30 Going from What to How: Magnus Therkildsen
3:30 – 4:00 Exhibit Hall: Connect + Engage (Refreshments Served)
4:00 – 4:45 The Changing Role of Estimating Teams in the Preconstruction Stage: Andrew Zukoski
6:30 – 7:30 Cocktail Reception
7:30 – 9:30 Awards Dinner: Celebrating Innovation + Accomplishment

PROFESSIONAL DEVELOPMENT DAY • FRIDAY • JUNE 21
8:00 – 9:00 Breakfast on Your Own
9:00 – 10:00 Project Coordination In the Steel Industry: Doug Tibbs
10:00 – 10:30 Demonstration: Sage
11:00 – 12:00 Introduction: Bob Pratt, FCPE, Fellow Chair Essential Clauses for Successful Construction Contracts: Brian Perlberg
2:00 – 1:00 Lunch
1:00 – 1:30 Kicking Off Your Tech Journey: On Center Software by ConstructConnect
2:00 – 3:00 Database Transparency: Brian Marks
3:00 – 4:00 Exhibit Hall: Connect + Engage (Refreshments Served)
5:30 – 6:00 Transportation - President's Party
6:00 – 9:00 President's Party

SOCIETY BUSINESS DAY • SATURDAY • JUNE 22
7:30 – 8:30 Breakfast on Your Own
8:30 – 9:45 Construction Cost Forecasting for Capital Projects: James Vermeulen
10:15 – 11:45 Specifications and Estimating: David Stutzman, Ujjval Vyas
12:00 – 12:30 State of the Society: Board of Directors
12:30 – 1:30 Lunch
1:30 – 3:00 Best Practices in Chapter Development + Leadership / Regional Breakouts