



February 2010

PROFESSIONAL ESTIMATOR

Denver, Chapter 5

NW Region Newsletter of the Year 2003-07; National Newsletter of the Year 2004-05

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CHAPTER MEETING NOTICE

Date: Tuesday, Feb. 9, 2010

Time: Gather: 5:00 p.m.
Dinner: 6:00 p.m.

Place: Red Lion Hotel
4040 Quebec Street
Denver, CO 80216
(303) 321-6666

Cost: \$45.00 w/registration*
\$50.00 w/o registration*
\$25.00 for students

*\$5 off if you register by Feb. 2
See additional details and registration
information on page 8



MESSAGE FROM YOUR PRESIDENT

Heather Boulanger

I would like to thank all of you that came to our January meeting and participated in our ethics program. We had some lively discussions and came away with a better understanding of the many pressures that others face while trying to procure work.

I am also looking forward to this month's meeting on Tuesday the 9th, when we will hear Mark Latimer discuss the issues that will be debated this year at the capital. As these issues will affect us and how we do business, it is imperative that we be acquainted with them.

Mark is the President and CEO of the Rocky Mountain Chapter of Associated Building Contractors. ABC is recognized as one of the leading organizations representing America's business community and the U.S. construction industry.

I would also urge you to come to our Estimating Academy, which will be held on Friday, February 26th at the PPA Event Center on 21005 Decatur Street in Denver. In one track, we will have five different topics covered, each approximately one hour

Continued on page 7...

Estimating Consultant - Not Your Typical Estimating Profession

by Craig Tarr, CPE

On many occasions I am asked:

So Craig what do you do for a living?

I am the Denver regional manager and a consultant for Madsen, Kneppers & Associates, Inc. (MKA), an engineering and construction consulting company. We provide consulting services mainly for the insurance and legal industries – i.e. insurance adjusters and attorneys

Sounds straight forward, so what do you actually do?

A very simple question I say, but there is not a simple answer. Let me explain.

At MKA, we are responsible for providing our clients with services that include, but are not limited to:

- **Investigate and document building damage, defects and changes.** We document the type of materials and quantity of building components affected. In many cases we are asked to evaluate the cause and origin of the damage, defect, and change in construction.
- **Develop scope of repair or replacement.** We document the type of materials, the quantity of building materials/components and the work that needs to be performed in order to repair or replace the building or structure as a result of the damage or defect.
- **Develop estimates for building and structure repair, replacement and changes.** Our estimates are organized by building areas and locations and incorporate the CSI trade numbering system. Our estimates can be set up so they can be sorted by area, location, issue, etc.
- **Prepare valuation estimates for buildings and structures.** These estimates are typically used to check the insured value of a building or structure.
- **Clerk of the Work Services.** This is similar to owner representative services except we work primarily for the insurance company or attorneys.
- **Audit of repair and replacement costs** submitted by an owner or contractor.
- **Develop construction schedules** for the repair, replacement or changes.
- **Provide written reports** detailing our assumptions, exclusions and findings from our investigation and evaluations.
- On several occasions I have been appointed as **an appraiser for an insurance appraisal process** where there is a difference in opinion on scope and costs of damages. My duties as an appraiser are to evaluate the damages and try to resolve any differences with the other party's appraiser in a fair, reasonable and unbiased manner. If we are unable to resolve the differences, they are presented to a mutually agreed upon and appointed umpire for a ruling.

How do you manage to do all of this?

Well I don't do all of it. I am responsible for coordinating and managing our architects, engineers, estimators and schedulers to assist with these tasks. In some circumstances we work with scientists, professors, other outside consultants and experts in order to provide our clients with the best possible work product.

I also spend much of my time training our consultants to develop their skills and perform quality control reviews of our work product. I am an active project manager and oversee the estimating from our Denver office.

Feature Article continued on page 3...

What type of projects do you work on?

We work on all types of buildings, structures and other types of construction including residential, commercial, industrial, institutional, and heavy and highway.

Can you provide examples of some of the more interesting projects you have worked on?

I have worked on many different projects during my 13 plus years of employment with MKA.

- **Disasters** - These are our every day bread and butter projects that are caused by fire, wind (microburst, tornado and hurricane), hail, explosion and floods. These all come with their own intricacies such as: trying to keep the building occupied during the damage evaluation and repairs, performing our work so that we don't interfere with the business operations of the building owners/occupants, working under hazardous or potentially threatening conditions, evaluating ways and means to get the damage repairs or replacement performed so as to minimize the impact on business loss.

- **Moisture Intrusion** - Determining the cause and origin of moisture intrusion and the resulting damage are always interesting projects. In some cases certain conditions or activities contribute to the cause and source of moisture intrusion. The extent of damage resulting from the moisture intrusion can be detected using moisture detectors and infra red cameras.

- **Geotechnical** - Similarly, geotechnical issues such as settlement and heaving can become a challenge to investigate and evaluate. These types of claims generally require extensive investigation. There are normally many different repair options available that need to be thoroughly evaluated in order to identify the most efficient and economical cost options.

- **Roof Loads** - Damage resulting from the weight of snow or water normally involve a large amount of structural engineering evaluation. Evaluation of partial collapse and/or overstressed building components can be very interesting, especially if these components are concealed. This poses even more of a challenge for the estimator who is tasked with the repair or replacement estimate.

One particular project we worked on was the complete and partial collapse of many individual pig breeding barns due to the weight of snow. This had to be performed while the barns were kept operational which were extremely noisy and smelly. This project required all personnel to adhere to the strict hygiene protocols that included showering and change into and out of sterilized clothes whenever you entered and exited a barn to help prevent the spread of disease.

The most recent snowstorms of March 2003 and December-January of 2006 resulted in many buildings being compromised from the weight of snow, ice and water.

- **Lightning** - One of our projects included lightning strike damage to a church spire. The church is located in a busy downtown area that created safety concerns for pedestrians and vehicular traffic after it was damaged and during repairs. Special consideration was given to research the type of construction, available sources of matching stone, specialist (artisan) stone masons to manufacture replacement masonry block, gargoyles and accent pieces, the scope and cost to provide temporary access, to secure the damaged building components and temporary protection, for our estimates and cost evaluations.

- **Chemical** - One project involved the investigation of the cause of a clean room silicon sealant becoming fluid and interfering with the manufacturing operations of the facility. On this project I was required to complete a safety and training course prior to getting

Feature Article continued on page 4...

authorization to access the clean room manufacturing area. We worked with a chemistry professor from a local university that tested and evaluated the cause of the silicon sealant breakdown. We were also requested to evaluate the cost to replace the sealant while taking into consideration the impact of the repair work on the manufacturing operations.

- **Heavy & Highway** – Some projects involved estimating repair options for bridges and overpasses that have been damaged from vehicular impact while keeping the bridge open to vehicular traffic.

Another project I worked on included the evaluation of repairs, cleaning and remediation of several miles of potable water pipe that was contaminated during installation when someone inadvertently opened the gate to an irrigation ditch and flooded the excavation and pipe over a weekend.

Another head scratcher was estimating the replacement of rock fall retainer fencing on a very steep hillside over an interstate. Get this, the rock fences were destroyed by a rock fall.

- **Unique Construction** – One of the projects I was involved in was estimating the replacement value of a mausoleum that was built at the turn of the century with imported stone masonry. In order to estimate its replacement value, many telephone calls were made to Europe to find a source for the materials and skilled artisans that could manufacture the custom stone masonry pieces. The mausoleum had a building footprint area of approximately 300 square feet and replacement value was estimated at over \$5,000,000.

Is there anything different or unique about the estimates your company prepares?

The estimates that our company prepares are unique in many different ways when compared to the estimates I prepared in my previous life with a contractor.

As estimating consultants and experts we are required to provide sufficient detail and backup to support our opinions. As such, we need to provide very detailed estimates. Our company has developed its own estimating program that provides us with the ability to make very detailed estimates to support our client's needs and to report our opinions on scope and cost. Our estimates are developed by each estimator or team of estimators from scratch. Our estimate program does not incorporate database scope or pricing. Each estimate is unique based on the type and extent of damage, type of construction, other pricing factors such as project location, accessibility, availability of material, labor, equipment, and local costs. Our estimates are normally organized into areas (such as site-work, demolition, foundations, superstructure, exteriors, interiors, mechanical, electrical and plumbing) locations (such as landscaping locations, site improvements, building elevations, roof locations, room locations, etc.) issues (such as damage caused by wind or flooding), sub-issues (such as damage caused by mold), depending on the purpose of the estimate. Our estimate program includes a chart of accounts that allows the estimator to input detailed pricing information such as base material cost, coverage, waste, taxes, subcontractor markup, unit man hour production, hourly wage rate, crew size, equipment cost and subcontractor bid amounts specific to each line item in the estimate.

Our estimates are unique in that they are specific to each project, do not include database scope or pricing, generate reports that can be sorted and formatted to identify specific issues and sub-issues, and provide a lot more scope and pricing detail than most contractor estimates.

Feature Article continued on page 5...

This is necessary to meet the needs of our clients to document a comprehensive scope of repair or replacement, and provide detailed pricing in order to present our opinions on scope and cost.

What do find most challenging about your work?

Finding the right consultant or credible experts that are able to keep an open, unbiased mind in evaluating a problem or situation can sometimes be difficult. MKA is fortunate that many of our staff are able to meet these requirements. However, in some instances we need to outsource certain tasks to more specialized consultants or experts in order for us to complete our evaluations.

As estimators we are normally the last link in the chain where we use the information developed by others to evaluate and document the scope and cost for repairs or replacement. Coordinating consultants, engineers and experts can sometimes be a challenge in order to get all the pieces together for a timely and comprehensive report that covers the projects needs.

Other challenges encountered are evaluating existing buildings and structures without documentation such as plans and specifications, especially if they are burnt to the ground or totally destroyed.

We can also be involved in projects that may lead to or be involved in a pending insurance appraisal, mediation and trial in order to reach resolution. One of the more difficult challenges is being brought into a project with very limited information and being asked to provide opinions. Needless to say, we are very good at identifying what information we have relied upon to form our opinions and in drafting caveats for our opinions.

Some projects may last many years before there is resolution. We are required to keep detailed information and back-up on these projects so that it can be used at a later date without having to redo or recreate everything that had previously been performed by our company.

One common challenge, is having a client ask you to estimate, off the cuff, an amount for the repair of damages or work required within a few hours of having the opportunity to inspect the project.

Isn't it difficult working for insurance companies?

No. It's not much different than working for a developer or owner. There are very similar challenges related to performance, scheduling, costs, etc. Most people I know or who ask me this question are negative about insurance companies and how they do business. I have very different opinions on insurance companies and how they do business.

Insurance is a business and insurance companies are in the business to provide a product and make money from the sale of their product. There are many insurance companies with different products at different costs available for purchase by the consumer. It is up to the consumer purchasing the insurance to do their own due diligence of the company and products offered to make sure it meets their needs in coverage, service and cost. Your insurance policy is your contract with the insurance company and its terms and conditions are what are normally used to evaluate the damages and loss.

Feature Article continued on page 11...

Estimating New Work: A Learning Experience.

By Nick Benjamin, LEED AP, CPE

When I first started my construction career with Kiewit Building Group, one of my mentors told me that the hardest part of working for Kiewit would be learning their jargon and acronyms. At the time I didn't think much of it. My bachelor's degree had prepared me for general construction acronyms and abbreviations such as Slab on Grade, Guaranteed Maximum Price and Gross Square Foot. However, when it came to "Kiewitized" terms like: TED (Tracking and Experience Database), LDR (Labor Distribution Report), and JOR (Job Operating Report), I was at a loss. It took me well over a year to be comfortable using these terms in regular conversation with my managers. In my 10 years with Kiewit Building Group, my main focus has been with estimating commercial building projects. Those "Kiewitized" terms and acronyms flow more freely in my vocabulary now...so much so that the new hires that I mentor often look at me with blank stares when I start rattling them off.

Fast forward 10 years from those awkward "newbie" days and I've found an entirely new world of acronyms, terms and abbreviations, all of which have me feeling like the new kid again. Recently I've taken the lead on a portion of the estimate for Denver's new FasTracks project. The EAGLE P3 Project is the largest component of RTD's FasTracks program and will feature electrified commuter rail vehicles per RTD's strategic plan. In addition to the rail, new infrastructure will connect multiple municipalities to downtown Denver and DIA (Denver International Airport).

Like most new endeavors, I became very excited with anticipation to start a new project. Before jumping into my estimate, I needed to have a clear understanding of the RFP requirements. As I began to read the pages upon pages of requirements, I was introduced to acronyms like EMU, DMU and MOW. Even more confusing were terms like "OCS Bridge Flash Screens", "Cant Deficiency" and "Min Frog Number". As I continued to read, I felt more and more like the new hire I was 10 years ago. Slowly the excitement turned to fear! How was I going to estimate something I knew nothing about? Thoughts of our Code of Ethics: Canon #1 filled my head! If I didn't figure this out soon, I might need to look for a new job!

Luckily as an estimator most of us have an innate ability to organize, prioritize and sift through lots of information in an efficient timeframe. (Think hard bid quotes.) I quickly, relatively speaking, interpreted these new acronyms and terms. What I found is for the most part I was still estimating commercial building construction. The only thing that was different was the ancillary items that drove the design for the common commercial structures. Over time I adapted to the situation and formed a new appreciation for this type of construction.

As uncomfortable as it was to not be knowledgeable of this new scope of work, I eventually found it very satisfying to learn something new. It reinforced my dedication to continue my professional education and search out new learning opportunities.

Article continued on page 7...

ASPE Code of Ethics

- Canon 1** Professional estimators shall perform services in areas of their disciplines and competence.
- Canon 2** Professional estimators should continue to expand their professional capabilities through continuing education programs to better enable them to serve clients, employers and the industry.
- Canon 3** Professional estimators should conduct themselves in a manner, which will promote cooperation and good relations among members of our profession and those directly related to our profession.
- Canon 4** Professional estimators shall safeguard and keep in all confidence all knowledge of the business affairs and technical procedures of an employee or client.
- Canon 5** Professional estimators shall conduct themselves with integrity at all times and not knowingly or willingly enter into agreements that violate the laws of the United States of America or of the states in which they practice. They shall establish guidelines for setting forth prices and receiving quotations that are fair and equitable to all parties.
- Canon 6** Professional estimators shall utilize their education, years of experience and acquired skills in the preparation of each estimate or assignment with full commitment to make each estimate or assignment as detailed and accurate as their talents and abilities allow.
- Canon 7** Professional estimators shall not engage in the practice of "bid peddling" as defined by this code. This is a breach of moral and ethical standards, and a member of this society shall not enter into this practice.
- Canon 8** Professional estimators and those in training to be estimators shall not enter into any agreement that may be considered acts of collusion or conspiracy (bid rigging) with the implied or expressed purpose of defrauding clients. Acts of this type are in direct violation of the Code of Ethics of the American Society of Professional Estimators.
- Canon 9** Professional estimators and those in training to be estimators shall not participate in acts, such as the giving and receiving of gifts, that are intended to be or may be construed as being unlawful acts of bribery.

Article: Estimating New Work continued from page 6...

I'm fortunate to have found that even after over 10 years in the industry, that I'm still learning something new every day. And even the most complex project can still be estimated in a fundamental way. As estimators, we should only estimate what we are trained for. At the same time, we should be open to new ideas and not be afraid to learn something new. Doing so will encourage growth that both you and your company can benefit from. The construction industry challenges us every day. That's what makes this profession so rewarding.

President's Article continued from page 1...

...long. Each topic was selected for its relevance to the current technologies and issues in our industry. Breakfast and lunch will be provided.

I look forward to seeing you.

Membership Statistics (as of Dec. 31, 2009)

Current Membership Count 116

Chapter Membership Classifications:

23.28%	27	Certified Professional Estimator (CPE)
52.59%	61	Estimator (E)
8.62%	10	Associate Member (ASM)
1.72%	2	Constructor (C)
6.90%	8	Student (S)
5.17%	6	Affiliate Member (AF)
0.00%	0	Member Emeritus (ME)
0.00%	0	Honorary Member (HM)
1.72%	2	Fellow (FCPE)
100%	116	TOTAL

FEBRUARY PROGRAM

Governor Ritter gave his State of the State address during the opening session of the legislature last Wednesday the 13th. In that address he focused on a major threat to the state of Colorado and the construction industry. He stated in part “. . . Coloradans must unite against three of the most backward-thinking ballot measures this state has ever seen. Proposition 101 and Amendments 60 and 61 would shut down colleges and prisons, increase class sizes, put thousands of teachers out of work, and prevent the repair of unsafe roads and bridges. If these measures pass, the state could never again support building another public school, library or rec center...”

Mark Latimer, President and CEO of the Rocky Mountain ABC and Dennis Jakubowski, Director of Government Affairs for the AGC of Colorado will discuss the current issues affecting the construction industry in the legislature and how these issues will affect us. Plan on joining us at the February 9th meeting to hear the issues from both sides of the aisle.

Speaker Biography - Mark Latimer

Mark Latimer has over 14 years of association management experience with the Rocky Mountain Chapter of Associated Builders and Contractors, a trade association of more than 200 construction and construction related firms in Colorado. In his role as president, he provides leadership and management for all internal and external activities of the association, and implements the policies and strategic direction adopted by the board of directors. He is responsible to ensuring that ABC's mission, goals and objectives are achieved in a resourceful, cost-effective and proficient manner.

MEET YOUR BOARD

STEVE LARSON

My name is Steve Larson and I am a professional estimator.

There, I've said it and I feel better.

I am currently the treasurer for ASPE Denver Chapter 5, a position I have held since July. My involvement with the Denver chapter began in October, 1987 when I attended my first meeting. At that time ASPE met at the old Writers Manor Hotel complex on the northeast corner of I-25 and Colorado Blvd, long since torn down for the big box stores and restaurants that now occupy that space. I attended off-and-on before finally joining sometime in the early 1990's. I became a board member in 1996 and served continuously until about 10 years later when I took a break and just acted as a regular member. I am glad to be back on the board and am enjoying the energetic group we are fortunate to have.

I graduated from Colorado State University in 1983, but had started working at Tolin Mechanical in the spring of 1982. I started estimating in 1986 and have loved this career ever since. I am currently vice president of preconstruction services (that's fancy for estimating) at Design Mechanical where I have enjoyed the past 11 years.

In my spare time I am a commercial aviation buff, enjoy gardening and am learning to enjoy walking and hiking after being a lifelong runner hobbled by recent back problems.

Serving on the board of ASPE has been one of the high points of my career as an estimator, and I encourage anyone to consider the rewards involvement will bring!

January 2010 Meeting Recap

“Economic Ethics”, by Chris Morton, CPE, LEED® AP

Ralph Kasper, CPE led a lively discussion on “Economic Ethics” that involved all 40+ people who attended. Ralph had a different topic for each of the seven tables. He read the topic for each table and had them comment on their findings and then opened the discussion to all in the room before moving to the next topic. The seven topics were:

1. An owner selects you on a GMP proposal at SD drawing stage with the understanding that you are to maintain the budgets thru the design phase then build the project, and issues a letter of intent. During the 10 month design phase the economy continues to deteriorate the owner gets many inquiries into the project. Shortly after the drawings are submitted for permitting he gets an unsolicited bid for 10% less than the GMP price you had turned in 10 months before. What is going to happen?



Attendees waiting for the program to begin

2. A general contractor has 4 subs in each trade do 3 rounds of budgeting throughout the design phase of the project. The prices all rise dramatically during the 2nd round but one sub in particular provides valuable insight into the design features that caused the increase and this feedback allows the design team and owner to correct their drawings and get the project back on track. In the final round, the helpful sub is 2nd of the 4 bids; the low bid comes from the sub that had been the highest of the 4 during the 2 previous rounds.

- a. Where is value added?
- b. What are the GC's obligations?
- c. What if you were the helpful sub?
- d. What if you were the low sub in the 3rd round?
- e. The GC swears that he did not report

interim numbers. Is it possible that the subs could have found out what the numbers were if the GC did not give bid results, but only asked clarifying questions of each bidder?



ASPE Chapter President Heather Boulanger

3. The attitude of those at the top of the food chain (owners, owner's reps, developers, school districts, etc), seems to be that they can ask for just about anything anymore, and as a result, there are some really strange procurement processes going on. One that seems to be proliferating is the “hard bid proposal”, where a detailed Request for Proposal is sent out, but beyond asking for proposal for costs for fees and GCs, and also asking for resumes and experience, the RFP also asks for an “opinion of probable cost” for an attached set of design information, often as far along as DDs.

Is this fair to GC's to have to essentially provide a bid for the entire project as well as all

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January 2010 Meeting Recap continued...

...the other stuff (knowing that price is likely to be the only, or at least the main, consideration)? If price is the determining factor anyway, shouldn't it be called a hard bid in the first place?

Is this fair to subs to often are asked to provide pricing to support the GC's "cost opinion", especially if there is a good change the GC selected will either choose, or be forced to, re-bid to subs once they have the project and the plans are complete?



Attendees at January's ethics program

Is the GC justified in not making it clear to subs that the pricing being requested is "budgetary" and not "real" (not a basis for award of a subcontract)? What if the GC as a result of being honest feels they won't get any sub input, that they'll have to rely on cost history, and then maybe lose the project because they were too conservative in their pricing?



**Ralph Kasper leads
the ethics discussion**

4. A client has sent the SD Drawings out to several contractors for budgeting and you are one of the General Contractors competing for that project. The project comes in over the Owner's budget but you were thoughtful enough to share several valuable Value Engineering ideas. The Owner then gives these ideas to all the other competing General Contractors and they come back with larger credits than you did and one of them is selected to move forward with pre-construction services.

- a. Is this ethical?
- b. What if you were one of the subs that provide the VE?

5. A General Contractor is the low bidder on a new project. During the buy-out phase, it comes to light that the low subcontractor has left out a significant portion of work, although his proposal clearly said "Per Plans and Specifications". How should the GC handle this problem?

- a. Should the GC shove it down the subcontractor's throat?
- b. What if the sub is unable to absorb the additional cost and would have to close their doors
- c. Should the GC work with the low sub and ask for an add for the work they left out?
- d. Should the GC throw the low sub out and start working with the second bidder?
- e. If so, should the GC try to negotiate the price with the second bidder, or just suck it up and sign the sub up for the original bid price?
- f. Should the GC throw all the bids out and re-bid the whole scope of work?

6. A subcontractor is currently performing work on several projects for a GC and is also

[Continued on page 11...](#)

January 2010 Meeting Recap continued...

...low on a couple projects that have not been awarded yet. The subcontractor lets the GC know that he is not getting paid by another General Contractor and will have to close their doors eminently.

- a. How should the GC handle this problem?
- b. Should the GC throw the low sub out and start working with the second bidder?
- c. If so, should the GC try to negotiate the price with the second bidder, or just suck it up and sign the sub up for the original bid price?
- d. Should the GC throw all the bids out and re-bid the whole scope of work?

7. A General Contractor is bidding a hard bid project at 2:00 PM. The GC is ready to turn in his proposal at exactly 1:57 PM. The fax machines are clearly behind and the bids are still spitting out of the fax machines at an alarming rate – all the way until 3:00 PM.

- a. Should the GC even consider any of these bids received after the bid time of 2:00?
- b. Once the bid results have become public and the subcontractor community becomes aware of who the low GC is, the GC begins to receive phone calls from subcontractors that did not bid the low GC. What should the low GC do with these phone calls?



**Attendees mingle before
the program starts**

Thanks Ralph for coming up with such great topics. For those of you who missed the meeting, please take time to consider what your responses to these questions would be.

FEATURE ARTICLE **Estimating Consultant** **- Not Your Typical** **Estimating Profession** **cont. from page 4...**

Insurance companies are held to very high standards by law and insurance commissions. They typically are not adversarial unless they are forced to be that way.

I have found the major source of negativity against insurance companies is mainly from consumers who feel that they are owed something from their insurance company especially when their claim is denied due to inadequate or no coverage for that loss. An insured is always responsible for their own decisions and actions when it comes to purchasing a product. I find it very common for people to try and pass these responsibilities on to their insurance companies without taking responsibility for their own actions.

What does it take to do your estimating job?

Many attributes are important such as being motivated, being a quick thinker and problem solver, the ability to work with other people, being able to evaluate the facts without bias, having adequate qualifications and experience, and having the ability to express one's opinions in a clear and concise manner without offending anyone.

Finally, being a member of a professional, well organized society like the ASPE that provides education and accreditation for one's estimating experience and continuing education (such as their certification program) as well as being held to a high standard is helpful for this job.

Estimating Academy Update

Please check out our agenda for the upcoming Estimating Academy on the next page. For more information and to register, go to our website at www.aspedenver.org

Estimating Academy Agenda for February 26 2010,

7:30a.m. – 8:00a.m. Continental Breakfast, Registration & Networking

8:00a.m. – 8:15a.m. Welcome

8:15a.m. – 9:15a.m.

Session 1: **LIGHTING A ZERO ENERGY BUILDING** – Rachel Petro, Jim Dent, Juliana Ruffalo

9:15a.m. – 9:30a.m. Break

9:30a.m. – 10:30a.m.

Session 2: **HOW LEED VERSION 3 EFFECTS PRECONSTRUCTION** – Courtney C France, France Sustainable Solutions

10:30a.m. – 10:45a.m. Break

10:45a.m. – 11:45p.m. Session

Session 3: **Sub-Contractors; Improve your Proposal Letter to get noticed in the crowd** – Scott O'Hara, PCL Construction
& Warren Neubauer Murphy Company

12:00p.m. – 1:00p.m. Lunch (included with conference registration)

Informal discussion during lunch about ASPE and what it can do for you,

1:00p.m. – 2:00p.m. Session

Track 4: **Keys to Winning Projects in Today's Hard Bid Market** – Ethan Cowles, FMI representative

2:00p.m. – 2:15p.m. Break

2:15p.m. – 3:15p.m. Session

Track 5: **Risk Assessment and Analysis** – Steven Heisdorffer, Godin Baity LLC

3:15p.m. – 3:30p.m. Estimating Academy Wrap-Up & Closing Remarks

Please Contact Warren Neubauer at 303-576-3875 or wneubauer@murphy-den.com

Early Registration Discount – expires January 30

ASPE Member \$95

Non-ASPE Member \$115

Student Chapter Member \$15

Standard Registration – after January 30

ASPE Member \$115

Non-ASPE Member \$135

Student Chapter Member \$25

Sponsorship Opportunities

Lunch Sponsors \$750 (1 available)

Breakfast Sponsor \$750 (1 available)

Session Sponsor \$250 per session (4 available)

Collegiate Chapter Sponsor \$150 (5 available)

All sponsors will receive verbal recognition and will be included on all print materials and event signage.

Member Company Roster

The following is a list of companies who are represented at ASPE Chapter 5...

Acoustical Concepts
 Adolfson & Peterson Construction
 Alliance Construction Solutions
 Alutiiq
 Amick Group, LLC
 ARC Integrated Program Management
 Assoc. Construction Consultants
 Black Roofing, Inc.
 Building Tech Consultants, Inc.
 C.P.C. Painting Inc.
 Casson Duncan Construction
 Catamount Constructors
 CDM Constructors
 CFC Construction Company
 CH2M Hill
 CLC Associates, Inc.
 Cutting Edge Construction Services, LLC
 dcB Construction Company, Inc.
 Demand Construction Services, Inc.
 Denver Drywall Company
 Design Mechanical Inc.
 E&K of Denver
 Eastcliffe Construction
 Encore Electric
 Golden Triangle Construction
 Heartland Acoustics & Interiors
 Heggem-Lundquist
 Howell Construction
 Hyder Construction, Inc.
 Interior Alterations, Inc.
 J.E. Dunn
 Jacobs Facilities, Inc.
 JKM Masonry
 J.R. Huston Consulting
 Kellogg, Brown & Root, Inc.
 Kenny Electric Service
 Kiewit Building Group
 Landtech Contractors Inc.
 Ludvik Electric
 M.A. Mortenson Construction
 Madsen Kneppers & Associates
 Main Electric
 Management Computer Controls
 Maxwell Builders
 McBride Electric
 Merrick & Company
 Metro Steel Fabricating
 Monument Roofing Systems
 Mountain Steel & Supply Company
 Murphy Company
 MWH Constructors
 PA Consulting Group
 Palace Construction Co.

Membership Update by Eric Ross, PE, CPE

I would like to recognize all the guests at the November and December meetings. They were:
Dean Galusha, Alutiiq
Doug Viita, Builders Glass
Kevin McKay, Fiore & Sons
Bob Parkin, Fiore & Sons
Joe Shinagle, Fiore & Sons
Jason Grubb, Henry Krupp & Co.

If you know of anyone that you think would enjoy the benefits of membership, please tell me and I will contact them with a personal invitation. I can be reached at: (901) 359-2041, or email me at: eross@mc2-ice.com.

Pasterkamp Heating & Air Conditioning
 Pinkard Construction
 Piper Electric
 Powers Products
 Precision Construction Solutions
 Professional Investigative Engineers
 Progressive Roofing, Inc.
 R.D. Simmermon & Company
 RFP Consulting, Inc.
 Rider Levett Bucknall
 Roche Constructors
 Rolling Plains
 Schommer Construction, LLC
 Shaw Construction
 Sturgeon Electric
 Sunstate Equipment
 T.P. Enterprises, Inc.
 Tapa EC, LLC
 Tetra Tech
 The Blue Book
 TJS Construction
 Total Plumbing, Inc.
 Trautman & Shreve, Inc.
 Universal Forest Products
 Weifield Group Contracting
 West Electric
 Weston Solutions, Inc.

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nsingleton@thirdeyegroup.com

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dcb Construction, Email: amreid@comcast.net

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