



AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS

DENVER CHAPTER 5

ESTIMATING ACADEMY '18

The Art and Science of Estimating Practices

TO REGISTER:

www.aspedenver.org

Early Registration - until Feb 23rd

All Day: \$130/ Half Day: \$90

Students: *prices discounted 50%!*

Standard Registration - after Feb 23rd

All Day: \$140/ Half Day: \$100

Please see cancellation policy on aspedenver.org

Contact us to become a sponsor

FRIDAY, MARCH 2nd, 2018

7:45am-8:15am - Registration

8:15am-11:30am - Morning Sessions

11:30am-12:30pm - Lunch

12:30pm-2:30pm - Bid Strategies

2:30pm-4:30pm - 11th Hour Bid Simulation

LOCATION:

Hensel Phelps - Training Room

12121 Grant Street, Suite 410

Thornton, Colorado 80241

The ASPE Denver Chapter 5 is excited to offer our Annual Estimating Academy that is an opportunity for seasoned and new estimators, students, general contractors and specialty contractors alike. This unique day of training and networking is designed to mentor new estimators and for experienced estimators to share knowledge and fellowship with peers.

MORNING SESSIONS:

Session #1: Estimators Panel Discussion - Learning From Experience

Session #2: New Technology in Construction - Presented by BuildingPoint West

Session #3: Current Issues in the Construction Industry - Presented by Michael Gifford, AGC of Colorado

LUNCH: A catered lunch and beverages will be provided

AFTERNOON SESSIONS:

Session #4: Bid Analysis and Strategies

Session #5: 11th Hour Bid Day Simulation - Bring a reliable calculator!

ASPE Denver Chapter 5 will be providing documentation for Continuing Education Credits

ASPE ESTIMATING ACADEMY '18

Sessions Overview

MORNING SESSIONS:

Session #1: Estimators Panel Discussion - Learning From Experience

Chris Morton, FCPE - Howell Construction, Robert Steele - Himmelman Construction, Geoff Johnson - Heartland Acoustics, Bob Hadley - Ludvik Electric will share their insight into construction estimating through their knowledge, experience, and current projects. How has estimating changed? What are some of the biggest challenges to successfully estimating construction projects? How are you developing your abilities and knowledge?

Session #2: New Technology in Construction - Presented by BuildingPoint West

Robert Beck and his team from BuildingPoint West will present on new technologies being implemented in construction with an overview of the tools, software solutions, and services that forward-looking industry professionals require to grow their business, and enhance their productivity. New software and hardware are coming together to make the jobsite more productive than ever before.

Session #3: Current Issues in the Construction Industry - Presented by Michael Gifford

Michael Gifford is the President and CEO of Associated General Contractors (AGC) of Colorado and is active in the construction industry and the members of the AGC. Michael is on the forefront of the current state of the Colorado construction economy and will share trends, expectations, and changes that the construction industry is facing for 2018.

AFTERNOON SESSIONS:

Session #4: Bid Analysis and Strategies

Whether you have spent countless hours in a bid room or have only heard about it, this is a great opportunity to gain new understanding of how an estimate comes together from everyone involved from subcontractors, to junior estimators, to chief estimators. Shared experience is priceless and leads us to provide better proposals to prime contractors and owners, how to request key information needed for a proposal, and how to work with our peers to land that next job.

Session #5: 11th Hour Bid Day Simulation

After discussing how a bid comes together, our ASPE Chapter 5 Board Members will conduct a live, simulated bid experience with teams competing to close out a bid to win the next job. This is an excellent chance to share your experience, take a jump at leading a bid room, or getting a glimpse at the rush of closing out a bid. After the bid closing, the teams bids will be opened and the winning bidder announced. We'll wrap with a postmortem discussion of the simulation with some great takeaways for our next bid.

Bring a reliable calculator for the Bid Day Simulation (cell phones are handy, but are often awkward for multiple calculations)



**AMERICAN SOCIETY
OF PROFESSIONAL
ESTIMATORS**