

**ASPE  
ORANGE  
COUNTY  
CHAPTER 3**

# AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS

JUNE, 2011

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## ORANGE SPEEL NEWSLETTER



### OUR MISSION

Since 1956, ASPE serves the construction & engineering industries by providing education, training, fellowship and opportunities for professional estimating development.

**PRESIDENT'S MESSAGE**

June is here and we are finally starting to enjoy the warmer summer months! Kids are out of school and family vacations are being planned. I want to congratulate all of our new chapter 3 officers and I encourage all of our membership to show your support and get involved! Our chapter's growth is contingent upon your interest and participation! This will be my final message as Chapter 3 President. I wanted to thank everyone for their support in growing our chapter! Let's get behind our new officers and make this an even bigger year!

I wanted to give a quick reminder of our upcoming events:

- National Convention, Nashville, TN, July 11
- Golf Tournament, August 10.

Our topic this month is "Conceptual Estimating with BIM" presented by Corey Sanders of Beck Technology. Corey's presentation is cutting edge and should be of interest to everyone in the industry.

I look forward to seeing everyone at the June 8 meeting at the Ayres Hotel! The address is 325 Bristol Street, Costa Mesa, CA 92626

- *Mike Mills*



**Mike Mills**  
**President, ASPE Chapter 3**  
**Orange County**

**CALENDAR OF EVENTS**

- June 8, 2011 - Dinner meeting
- July 13-16, 2011 - ASPE National Convention in Nashville, Tennessee
- Aug 10, 2011 - Annual Golf Tournament

**2011 GOLF DAY ON AUGUST 10!**

For all of you who participated last year our tournament are great fun and best of all they don't break your wallet!

By being a sponsor for as little as \$250 you can display a banner of your business at our annual golf tournament. Many other similar tournaments require donations into the thousands for similar exposure. It is a affordable way to market your company and goes for a great cause, providing scholarships to needy students in the construction industry.

**ASPE** (American Society of Professional Estimators) is a non-profit professional organization which is committed to the field of construction by providing constant education and training in the field of estimating.

If you unable to provide sponsorships please participate as a player. Our player fees are very affordable and we will provide you with a box lunch. That night there will be an awards ceremony with prizes and dinner! The tournaments are extremely casual and fun is our number one goal at these events.

So please join us and help those students who are struggling in these economic times.



# ASPE ORANGE COUNTY CHAPTER 3

## MEETING INFORMATION

Date: Wednesday, June 8, 2011

Time: 5:30 p.m. - Social Hour & Networking

6:30 p.m. - Program

Location: Ayres Hotel

325 Bristol Street

Costa Mesa, CA



**COST: \$40** Cost includes Appetizer, Choice of Grilled Salmon, Teriyaki Beef Skewers, Tuscan Vegetarian Risotto, dessert, coffee/tea)

RSVP at [www.aspechapter3.org](http://www.aspechapter3.org)

## TOPIC

# CONCEPTUAL ESTIMATING WITH BIM

**PRESENTED BY  
COREY SANDERS  
WITH  
BECK TECHNOLOGY**



### Talking Points:

- Communicating scope gaps and assumptions in conceptual estimates.
- How estimates derived from micro and macro BIM software save time and resources versus traditional planning budget estimates.
- How high level information models add more accuracy to planning and conceptual budget estimates.
- Building costs, energy costs and site work costs are communicated in less time to stakeholders.
- Project participants better understand the estimate and the relationships between design and cost.
- Communication with 3D visuals to owners and interested public and private parties.

## BACKGROUND

Corey Sanders has built his career with The Beck Group serving Beck-AT&T, Beck Preconstruction, and presently Beck Technology, a Beck Group affiliate company. As a project manager in Beck Preconstruction, Corey was an avid user and user-trainer of various cutting edge technologies used in take-off, scheduling, estimating, and building information modeling (BIM) for over 6 years. Corey has been an internal champion for using BIM in preconstruction to provide enhanced value to clients at all phases of design. Corey has estimating experience in tenant improvement, renovation, and new construction projects ranging in value from one-hundred thousand to over one-hundred million and has worked in various delivery methods including construction manager at risk, design-build, and integrated project delivery. Corey chair's an internal Beck technology users group, is a graduate of Prairie View A&M University's college of Civil Engineering and today works to expand Beck Technology's global software business.

# ASPE, CHAPTER 3, ORANGE COUNTY

**ANNUAL GOLF TOURNAMENT:  
AUGUST 10, 2011.**



## **GOLF SPONSORSHIPS INFORMATION:**

- **COURSE SPONSOR—\$250 TO \$1000 DEPENDING ON SPONSORSHIP.**
- **DINNER SPONSOR—\$1250**
- **LUNCH SPONSOR—\$750**
- **BEVERAGE CART ON THE COURSE—\$500**
- **WELCOME BANNER SPONSOR—\$250**
- **PRIZES FOR FIRST PLACE; SECOND PLACE; NEAREST TO THE PIN; LONGEST DRIVE AND HOLE IN ONE**
- **GOLFER—\$135 (\$50 discount if registered as a foursome)**

## **WHAT DO YOU GET FOR THE SPONSORSHIP?**

- Discounted entry fees for any golfers registered by you (\$100 pp)
- Lunch and Dinner for all sponsors (2 representatives/sponsor)
- On Course Signage/Banners
- Marketing Materials at Dinner Location
- Recognition from the Podium and in the Tournament Program
- Special Recognition in the ASPE Electronic Newsletter, Tournament Issue
- Exposure to the various role players of the Construction Industry
- And much more e.g. link from our website ...depending on your sponsorship

**FOR MORE INFORMATION AND TO ENSURE YOUR PLACE, RSVP BEFORE JULY 22, 2010 with Steve Murow AT: [smurow@moote.com](mailto:smurow@moote.com) or 714 932 9992.**

# ASPE, CHAPTER 3, ORANGE COUNTY

## ANNUAL GOLF TOURNAMENT: WEDNESDAY, AUGUST 10, 2011.



**Aliso Viejo Country  
Club  
Aliso Viejo**

- Shotgun start at 12:30. The format will be a Texas Scramble.
- Cost per player—\$135 including green fees, lunch, cart, awards reception with BBQ buffet.
- Cost per 4-ball—\$495 including green fees, lunch, cart, awards reception with BBQ buffet..
- The tournament will be held rain or shine unless the course is closed by course officials.



Benefiting the ASPE, Chapter 3 Education Scholarship

### Tournament Registration Form

**Anita Beukman: 949 690 4152**

**E-mail: anita.beukman@fgould.com**

Contact Name 4-ball \_\_\_\_\_

Company Name \_\_\_\_\_

Company Address \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Contact Phone 4-ball \_\_\_\_\_

Names of Players:	Cost
_____	\$135.00
_____	\$135.00
_____	\$135.00
_____	\$135.00
<input type="checkbox"/> Check included	<b>Total:</b> _____

Contact E-mail 4-ball \_\_\_\_\_

# ASPE, CHAPTER 3, ORANGE COUNTY

**ANNUAL GOLF TOURNAMENT:  
AUGUST 10, 2011.**



## REGISTRATION OF SPONSORSHIP

SPONSORSHIP OF YOUR CHOICE: \_\_\_\_\_

COMPANY NAME: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY, ZIPCODE: \_\_\_\_\_

CONTACT NAME: \_\_\_\_\_

CONTACT E-MAIL: \_\_\_\_\_

CONTACT PHONE NO: \_\_\_\_\_

CHECK INCLUDED:

SIGNATURE: \_\_\_\_\_

Please mail this form with your check payment to:

Steve Murow, C/O The Moote Group, 1516 Brookhollow Drive, Santa Ana, Ca. 92705.

Checks to be made out to: ASPE, Chapter 3

**THANK YOU FOR YOUR SUPPORT**

**TO ENSURE YOUR PLACE, RSVP BEFORE July 23, 2011 with STEVE  
MUROW at: [smurow@moote.com](mailto:smurow@moote.com) or 714 932 9992**



## Technology: What Is Lost & What is Gained?

By: Brandon Rosenthal, CPE

Not too long ago I worked on an estimate to re-level an existing building. The building was built sometime in the 1960s and had been constructed on bad fill (partially organic). In a nutshell, the building was sinking. This project, though unique in nature, started out like most for me in that I was provided a set of plans that had been composed on a computer. The lines depicting the building were perfectly straight and consistent in their thicknesses, all together presenting a seemingly exact rendering of the structure. These plans had a lot of detail from practically every conceivable angle. And then I came across the as-builts for the building.

It has been a while since I have seen a set of blueprints. This version of the building was the same but altogether different. The lines depicting the building in the blueprints were straight, but were not consistent in their thicknesses. And no two like numbers or letters describing the building looked exactly the same. The blueprints had details, but they were limited in number, usually showing just one cross-section. Clearly the blueprints were tediously drawn by hand, whereas the new sets of drawings were composed with the click of a mouse and the help of computer software. As I compared the two sets of plans I caught myself thinking, how did the construction industry build stuff back in the 1960s without the abundance of detail I had come to expect from a current set of plans? Of course much was built before and during the 1960s, I presume, with little difficulty.

With this in mind, I got to talking to a gentleman who had successfully run a contracting business for 35 plus years. I asked him what he thought about the level of detail prevalent in a current set of plans vis-à-vis a set of hand drawn blueprints. Having considered my question he simply said that there were just too many details describing what he considered to be the same thing. During most of his career, he said, most of the contractors he worked with knew how to build something, and in the event someone didn't, say someone coming up in the industry, they asked a respected tradesman in their field. He added, most contractors didn't need this level of detail, and plans were simpler because most architects, engineers, and contractors had been forced to learn everything "in between" because the times and the state of technology necessitated it. He ended, "Architects couldn't just push a button and replicate a detail or drawing in twenty different ways...it had to be rendered by hand, and when they had to do it that way, they tended to think a little bit more about it, and that often made for a better design." With the ever increasing speed of computers and the myriad of software available, are we in the construction industry being enabled to *think* less? I suppose another construction professional might say the opposite that the current level of detail present in plans creates a level of transparency that promotes thinking and learning between architects, engineers, and contractors. I don't have a position either way, but I cannot help but see how each side might argue their points.

The pros and cons of technology is a discussion that has been going on for time immemorial. It is clear technology is pervasive and will presumably be around, ever evolving for years and years to come. In essence, technology is here to stay. I think perhaps what that gentleman was really trying to tell me was not to lose sight of the fundamentals at the hands of technology. Perhaps next time I effortlessly drag my mouse over a slab on grade via onscreen takeoff, I will take a moment and really think about all the elements (setting forms, placing base/visqueen, rebar, etc.) that go into generating that particular unit rate.

There seems to be a bright future for those pursuing a career in estimating. According to the US Bureau of Labor Statistics, the need for estimators is set to *grow much faster than average*, with expected growth to be around 25 percent between 2008 and 2018. This level of growth will most certainly make the case for the introduction of more new and efficient estimating technology. And I am sure, many more conversations regarding what is gained and lost at the hands of technology.

Brandon Rosenthal can be reached at [brandonrosenthal@gmail.com](mailto:brandonrosenthal@gmail.com)

### ASPE

#### CODE OF ETHICS

##### Canon #1

Professional Estimators shall perform services in areas of their discipline and competence.

##### Canon #2

Professional Estimators shall continue to expand their professional capabilities through continuing education programs to better enable them to better serve their clients, employers and the industry.

##### Canon #3

Professional Estimators shall 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 confidence all knowledge of the business affairs and technical procedures of an employer of 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.



## **CERTIFICATION**

By: Art Quinion

Professional evaluation through Certification is one of the many ways the American Society of Professional Estimators endeavors to promote the profession and benefit the construction industry. ASPE Certification is the highest form of professional recognition an individual estimator can receive and is being sought by more construction estimators every year. Through its Certification Program, the American Society of Professional Estimators recognizes the estimating proficiency and ethical awareness of the Certified Professional Estimator (CPE).

If you would like to become certified, the certification process requires the candidate to write a 2,500 word technical paper, in addition to taking two examinations. The first exam is a General Knowledge Exam (GEK) consisting of approximately 500 questions across a variety of construction topics including AIA documents and general estimating knowledge. The candidate has four hours in which to complete this test. In addition, each candidate must also take a Discipline Specific Test (DST). These exams are a test of the candidate's specific area of expertise. Currently ASPE has Discipline Specific Tests in numerous categories including General Estimating, Earthwork, Concrete, Roofing, Plumbing, HVAC Sheet Metal, and Electrical to name a few. The DST exam is an eight hour test with true/false and multiple choice questions as well as estimating problems that are basically mini-estimates. There are two testing cycles per year. The timeline for the next testing cycle is approaching soon, so you will need to fill out an application for certification as soon as possible. Once approved, you will be required to complete an online or chapter workshop to begin the testing process. The chapter will also be presenting an Introduction to Certification workshop in the near future, in addition to the required online workshop, to review what to expect from the technical paper and two tests.

Once recognized as a CPE, you will be expected to keep abreast of current trends and improved practices in the construction industry. Your conformance with this requirement is measured under the provisions of the Continuing Certification Program. CPEs subject to recertification must document active participation in the areas of ASPE service: professional, educational and creative contributions to construction estimating. Among the elements of continuing certification are review of technical papers, and the contribution of questions and problems to the Certification Test Data Bank.

As the Certification Chairman for ASPE Chapter 3, I'm available to answer any questions you may have about the certification process. Please feel free to email me at artq@phoenix-planning.com or call me at my office at (949) 581-9370.

## **MAY DINNER MEETING RECAP**

By: Greg Clayton

Last months' meeting featured Mr. Steve Murow as our guest speaker. Steve is a principal at the Moote Group where he oversees the development of pro forma's associated with mass grading and infrastructure development, analysis and budgets, bid packages and project management for developers and Municipalities and contractors in addition to litigation support for them. Steve laid out regardless of the type of contract you are working with you need to determine the price per cubic yard when grading is involved. He explained how a grading estimate is prepared using loading, hauling, dumping and return time to calculate the equipment cycle time that governs the earthwork production rate. Then he pointed out all the physical conditions such as, haul distances, percent grade of the haul roads, and capacity of the earthmoving equipment that effect the cycle time which all effect the hourly earth moving production rate. The hourly crew cost is then calculated and coupled with the earthmoving production rate which translates into a "buck a yard".

Once the cost per yard is determined, what are the external things that either interferes with the production or cause the cost per hour to increase was discussed and how to mitigate these affects contractually up front. Finally various tricks contractors might use to limit their liability or be paid twice for work that would otherwise be included in the contract, if bid and written properly, such as, stockpiling. It was an interesting and Informative event. If you were not there you missed a good one.

### **ASPE Code of Ethics**

**Continued...**

#### **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 practices 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 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 Estimator

#### **Canon #9**

Professional Estimators and those in training to be estimators shall not participate in acts, such as the giving or receiving of gifts, that are intended to be or may be construed as being unlawful acts of bribery.

## OFFICERS

**President** – Mike Mills, CPE – Jacobs Engineering, 714.327.4214, michael.mills@jacobs.com

**Immediate Past President** – Wil Beukman, CPE, MRICS, LEED®AP – Faithful+Gould, 562.314.4194, willem.beukman@fgould.com

**1<sup>st</sup> Vice President** – Tom Smithson – RCR Mechanical, 951.371.5000, tom.smithson@rcrcompanies.com

**2<sup>nd</sup> Vice President** – Greg Clayton, CPE, PE, LEED® AP – Contracting Engineers Inc, 949.548.2010, greg@4cei.com

**3<sup>rd</sup> Vice President** – Gary Casper, CPE – Casper Estimating Services, 949.206.1065, casperces@gmail.com

**Secretary** – Greg Clayton, PE, LEED® AP – Contracting Engineers Inc, 949.548.2010, greg@4cei.com

**Treasurer** – Brandon Rosenthal, CPE – The Rosenthal Company, 951.733.9252, therosenthalcompany@gmail.com

## BOARD MEMBERS

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Paulette Rutlen, CPE, CEP – Construction Cost Controls, 949.768.6686, paulette.rutlen@constructioncostcontrols.com

ChiaYen Yuan, LEED® GA – Faithful + Gould, 562.314.4216, chiayen.yuan@fgould.com

Dan Schottlander, CPE - AECOM, 949.476.3365, dan.schottlander@aecom.com

## COMMITTEES & CHAIRS

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Communications / Website – Paulette Rutlen, CPE, CEP – paulette.rutlen@constructioncostcontrols.com

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Scholarships – Anita Beukman – anita.beukman@fgould.com

Mentoring – Mike Mills, CPE – Michael.mills@jacobs.com

## FOR YOUR INFORMATION...

### COMPANY MEMBER REPRESENTATIVES

*AECOM Analytical Planning Services, Inc. Bel Esprit Builders, Inc. Bert L. Howe and Associates Brussel Consulting & Const Mgmt Casper Estimating Services Consolidated Contracting Services Contracting Engineers Inc. Contractors & Cost Consultants Corecon Technologies Inc. Construction Cost Controls Dharma Construction Security Disneyland Resorts Faithful + Gould GKK Works HAAS Marketing Group Heinaman Contract Glazing HMC Architects Jacobs Engineering Kanda Project Services Corp Kerry Contractors, Inc. KFHP Inc. KGA, Inc. KHS&S L&R Construction Inc. Lawrence P. Lee & Associates Lombard Consulting Services, Inc. M. Cangro Development Madsen, Kneppers & Associates Marlin Construction Consulting & Assoc. McCarthy Building Co's O'Connor Construction Management, Inc. Pacific Rim Mechanical Contr. Inc. Performance Contracting, Inc. Pete Fowler Construction Services, Inc. Phoenix Planning Project Control Assoc. LLC Raymond Interior Systems Red Hill Services Construction RCR Plumbing & Mechanical Ronald Fedman Associates, Inc. Swinerton Builders TH Western Builder The Clark Construction Group The Rosenthal Company Timko Inc. Woods Construction*



**90 FOLLOWERS ON TWITTER!**

**FOLLOW US TOO! "ASPE3ORANGECTY"**

### TWITTER ACCOUNT

By: Paulette Rutlen

Twitter: [ASPE3OrangeCty](#)

Do you Tweet? With the advent of all of the social networking going on I figured we should be keeping up with the technology. For those of you not in the know, Twitter is a website that allows postings, called tweets, of no more than 144 keystrokes (yes, spaces count). With Twitter you can find individuals such as ASPE's national Executive Director (ASPENatExecDir), other chapters (ASPE12Reno or ASPE51SLCUtah), construction related organizations such as NAWIC, MC2, or McGraw Hill.

I intend on finding links to individuals and organizations that may be of interest to our membership. If you find an organization that you think would be of interest to our chapter membership let me know. Just post a tweet to [ASPE3OrangeCty](#) and I'll be sure to link us to the account.

Do you have insights to pass on to our membership regarding the construction industry in Orange County? With a Twitter account you can pass them along quickly. After all, how long can it take to type 144 characters? See a website or blog you think may be of interest, post the link with one tweet and the whole chapter can see it too.

Try it out. Even if you never post anything, you can follow the postings of whoever you may find interesting. Hopefully, one of those will be [ASPE3OrangeCty](#).

### FACEBOOK ACCOUNT

### 15 FACEBOOK FRIENDS!

By: Anita Beukman

Our chapter Facebook account is up & running—ASPE Chapter 3, Orange County—we have added a few friends from last month and we need more! If you have an account, look us up, so you can follow our status for upcoming events!

### BECOME OUR FACEBOOK FRIEND & LOOK US UP:

**"ASPE CHAPTER 3, ORANGE COUNTY"**

# ASPE ORANGE COUNTY CHAPTER 3

## ADVERTISING OPPORTUNITIES

Business Card	Per Issue	\$25.00	If you would like to advertise with us, contact ChiaYen Yuan at <a href="mailto:chiayen.yuan@fgould.com">chiayen.yuan@fgould.com</a> for more details.
¼ Page Ad	Per Issue	\$50.00	
½ Page Ad	Per Issue	\$100.00	
Full Page Ad	Per Issue	\$200.00	

## BECOME A MEMBER

Applications for membership can be downloaded from the national website, [www.aspenational.org](http://www.aspenational.org), or on our local website, [www.aspechapter3.org](http://www.aspechapter3.org). For more information, contact Gary Casper at [garyc@coppertopent.com](mailto:garyc@coppertopent.com)

## THOUGHTS OR SUGGESTIONS?

We are looking for your ideas and input regarding our newsletter and dinner programs. Do you have an idea for an upcoming dinner meeting? Would you like to be a presenter at one of our dinner meetings? Is there a topic of discussion that we should write an article about? Would you like to be a contributor to our newsletter? Please contact ChiaYen Yuan at [chiayen.yuan@fgould.com](mailto:chiayen.yuan@fgould.com)

## VOLUNTEERS WANTED!

We need your help! Anyone who is interested in serving on a committee for the OC chapter, please contact Mike Mills at [michael.mills@jacobs.com](mailto:michael.mills@jacobs.com) for more information. This is a great way to give back to ASPE both personally and professionally. We encourage you to attend a board meeting to see what it's all about. We meet every other month in a physical location and all ASPE members are welcome to attend.

*Serving construction estimating professionals by promoting ethical behavior, professional development, continuing education, standardization, certification and fellowship.*



**WE LOOK FORWARD TO SEEING YOU AT THIS MONTH'S MEETING!**