

**ASPE  
ORANGE  
COUNTY  
CHAPTER 3**

# AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS

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Issue 21



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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 CORNER

### PRESIDENT'S MESSAGE

Welcome to a new fiscal year and a new team! I wish to thank Dan Schottlander and his Board for the past two years in which he had without much fanfare led this chapter meticulously. We fully intend to benefit from the momentum created by them. The new Board of Directors had our first planning meeting and we are rearing to go. Please observe elsewhere in this newsletter the composition of the new Board. For our first dinner meeting, the airport director of John Wayne Airport (JWA), Larry Sarafini, is going to convey all about the developments taking place at JWA.

We look forward to an exciting year. On the drawing board are several great dinner programs, a few job walks, and for our Christmas function we intend to watch the Newport boat parade. However, all of our planning and actions will be futile without Member participation. Please join in and let us know what subjects and / or speakers you wish to see. All Board activities are open to all members. Attend our meetings or let us know if you fancy serving as a Board Member or just visit our Facebook page. On the longer term, we plan to have another Academy, a LEED workshop, and our annual Golf day. This is the "buddy" year. Bring a buddy along or come and find a new one!

*- Wil Beukman*

### CALENDAR OF EVENTS

- Wed., Sept. 9, 2009 - Dinner Meeting - Topic: John Wayne Airport
- Wed., Oct. 7, 2009 - Board Member Meeting via WebX
- Wed., Oct. 14, 2009 - Dinner Meeting - Topic: Seismic Retrofit
- Fri., Oct. 23—Sat., Oct. 24, 2009 - Regional Meeting - San Francisco
- Wed., Nov. 4, 2009 - Board Member Meeting - Location TBD
- Wed., Nov. 11, 2009 - Dinner Meeting - Topic: Economic Outlook

#### TENTATIVE

- Nov., 2009 - Job Walk
- Dec., 2009 - Social Meeting
- Dec., 2009 - GC Advisory Board Meeting

### WELCOME TO ASPE!

#### CHAPTER 3 WOULD LIKE TO WELCOME THE FOLLOWING NEW MEMBERS:

- Pohl Paulis, Faithful + Gould
- Chiayen Yuan, Faithful + Gould



**Wil Beukman,**  
**President, ASPE Chapter 3**  
**Orange County**

### 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.

# AWARDS & RECOGNITIONS

## NATIONAL ESTIMATOR OF THE YEAR, 2009

### RONALD P. SVARC, CPE DISTINGUISHED SERVICE

Ron was raised in an analytical, numbers-based environment. His father was a Civil Engineer for over 60 years and even served in two World Wars in the Army Corp of Engineers. Ron graduated from the University of California, Riverside with a Bachelor of Science degree in Mathematics. While performing as a Place-kicker/Punter in the NFL, he began his construction career as a laborer for M.H. Golden in the off-season while with the San Diego Chargers in 1972. Ron has been in the industry, non-stop ever since then. In 1973, Ron discovered the world of estimating and was given the opportunity, on a dare, by his then employer, Howland Corporation to estimate a two-story office building. After he came within 10% of the contracted price, the owner told Ron he had a gift and should pursue that. His pursuit continues today.

Ron Svarc has given his life to the estimating world of ASPE. He started with ASPE in 1977 and has served on 55 different committees. While with ASPE, Ron experienced changes in marital status twice, a change in churches three times, addresses seven times, and employers 13 times. The only stable relationship in Ron's life was ASPE. In 1982, Ron achieved CPE status. Due to disagreements between his employer and ASPE in 1992, Ron was forced to stop attending ASPE. He continued to serve as Installation Chairman and performed themed installations for Chapter #3 in the following years at the request of Marie Osowski and Nancy Nichols. Ron missed ASPE so much that he rejoined in 2004. As ASPE could not find the documents to justify his status as a continuing CPE, Ron successfully took the present exams and wrote a paper to comply with current ASPE standards. He passed on the first try. Ron continues to serve as much as his present health allows. Ron became Chapter #3 President in 2005 with an average meeting attendance of five per month. For the past year, Chapter #3 has averaged 28 people in attendance, with additional workshops and academies also being held. In 2008 - 2009, Ron served on five committees and on the National Board to successfully support ASPE.

Ron has remained an estimator in every capacity of his construction career while mentoring as many as 14 apprentices, including his own son who is now head of his own estimating department with a door, frame and hardware company with three apprentices of his own. Ron is now grooming his daughter for an estimating career as well. Before retirement in the next four years, he is structuring a relationship with the local junior colleges to promote and teach today's young students about a career in estimating. This is Ron's permanent commitment to ASPE. Ron intends to sell ASPE and estimating to the students of today and estimators of tomorrow.



Ron Svarc, accepting National Estimator of the Year Award for 2009 at the National Convention in St. Louis, Missouri

National Estimator of the Year Award – Ron Svarc

Chapter Membership Increase (Award by Count)

Chapter Membership Increase (Award by Percentage)

Chapter Membership Retention (Award by Percentage)

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 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 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** – Wil Beukman, MRICS, LEED® AP – Faithful + Gould, 562.314.4194, willem.beukman@fgould.com  
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## BOARD MEMBERS

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Parliamentarian – Wil Beukman, MRICS, LEED® AP – willem.beukman@fgould.com  
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**COMPANY MEMBER REPRESENTATIVES**

**ABACUS Project Management, Inc. AGC San Diego Plan Room American Constructors 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. Cumming Corporation Construction Cost Controls DDL Construction Disneyland Resorts Earth Tech / AECOM Faithful & Gould GKK Works Herzog Contracting Corp. HMC Architects Innovative Dimensions Inc. Jacobs Engineering JBH Structural Concrete Inc. 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 Mack5 Madsen, Kneppers & Associates Marlin Const. Consulting & Assoc. 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 RCR Mechanical Ronald Fedman Associates, Inc. Suffolk Construction Swinerton Builders The Clark Construction Group Timko**

**TECHNICAL ARTICLE—STEEL**

Submitted by: Danielle Leyva

Steel prices are starting to rise again after a long year on the decline. This can be seen in back to back months of increases; first in July and then again in August. “Despite the recent gains, rebar prices remain 12.4% below August 2008’s level” as reported by Engineering News-Record Materials Trend section dated August 31, 2009.

Calculate the total dollars (including installation) of reinforcing steel per the following footing schedule:

| Footing Schedule |               |                |               |
|------------------|---------------|----------------|---------------|
| Mark             | Size          | Min. Thickness | Reinforcing   |
| A                | 3'-0" x 3'-0" | 12"            | 4-#4 Each Way |
| B                | 5'-0" x 5'-0" | 14"            | 5-#5 Each Way |
| C                | 7'-0" x 7'-0" | 20"            | 7-#6 Each Way |

There are 7 – A footings, 5 – B footings, and 3 – C footings. Add a grossing factor of 25% for steel and use a unit rate of \$1.25/pound.

- A. \$1,275.00
- B. \$1,272.50
- C. \$1,171.25
- D. \$775.00

**TECHNICAL ARTICLE SOLUTION**

|                                  | Quantity | Length* | Pounds | Grossing Factor | Measure      | Unit | Rate   | Total      |
|----------------------------------|----------|---------|--------|-----------------|--------------|------|--------|------------|
| <b>Reinforcing Steel</b>         |          |         |        |                 | <u>1,018</u> | LB   | \$1.25 | \$1,272.50 |
| <i>Footing A (3' x 3' x 12")</i> |          |         |        |                 |              |      |        |            |
| 4 - #4 each way                  | 7        | 24.00   | 0.668  | 1.25            | 140          |      |        |            |
| <i>Footing B (5' x 5' x 14")</i> |          |         |        |                 |              |      |        |            |
| 5 - #5 each way                  | 5        | 50.00   | 1.043  | 1.25            | 326          |      |        |            |
| <i>Footing C (7' x 7' x 20")</i> |          |         |        |                 |              |      |        |            |
| 7 - #6 each way                  | 3        | 98.00   | 1.502  | 1.25            | 552          |      |        |            |

\*To calculate length:

Footing A – 4 bars x 2 ways x 3’ wide = 24 LF

Footing B – 5 bars x 2 ways x 5’ wide = 50 LF

Footing C – 7 bars x 2 ways x 7’ wide = 98 LF

The answer is B) \$1,272.50

# ASPE ORANGE COUNTY CHAPTER 3

## MEETING INFORMATION

Date: Wed., Sept. 9, 2009

Time:

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

6:30 p.m. - Program & Dinner

Location: The Mezzanine at Newport Gateway

Towers (lower level of Mezzanine Tower)

19800 MacArthur Blvd., Irvine, CA



## TOPIC



## WHAT'S NEW AT JOHN WAYNE AIRPORT?

## PRESENTED BY

**MR. LARRY SERAFINI**  
**DEPUTY AIRPORT DIRECTOR, FACILITIES**  
**JOHN WAYNE AIRPORT**



Lawrence G. Serafini has served as the Deputy Airport Director of Facilities at John Wayne Airport since August of 2001. Mr. Serafini is responsible for the oversight of Airport Development, Engineering, Maintenance, Information Systems, Planning and Environmental Compliance. He oversees a staff of 72 County employees and numerous contract employees, as well as an annual budget of more than \$30 million dollars and a \$95 million dollar capital improvement program.

John Wayne Airport, owned and operated by the County of Orange, has begun construction of the Airport Improvement Program – one of Orange County's largest-ever public works programs. To support the additional capacity and to relieve congestion in existing facilities, JWA developed the Settlement Amendment Implement Plan (SAIP). The estimated cost of the AIP is \$543 million and is overseen by Mr. Serafini.

The Airport Improvement Program includes construction of a new multi-level terminal building with six new commercial passenger gates, new security checkpoints, greater baggage screening capability, 2,250 new parking spaces and new commuter facilities at the north and south ends of the extended terminal.

After serving nearly 17 dedicated years in the United States Navy, Mr. Serafini retired as Lieutenant Commander, Civil Engineer Corps, while stationed as the Assistant Installation Director, MCAS El Toro and Environmental Officer, MCABWEST.

Mr. Serafini received a Master of Science degree in Civil Engineering (Environmental Engineering specialty) from California State University Long Beach, and a Bachelor of Science degree in Civil Engineering (minor in Economics) from Rensselaer Polytechnic Institute. He is a registered California Civil Engineer.

## 2009 NATIONAL CONVENTION - ST. LOUIS, MISSOURI

By: Wil Beukman

July 22<sup>nd</sup> through the 25<sup>th</sup> saw us visiting the “Show-Me State” for the Annual National Convention. Dan Schottlander and I were the delegates for our chapter. Also in attendance, our very own Paulette Rutlen as National President and Ron Svarc as a member of the National Membership Committee. Anita Beukman and Rene Svarc also attended and supplied moral support. The OC chapter was clearly well represented. In addition, **Ron Svarc was crowned as the National Estimator of the Year!!!**

The traditional Academy kicked off the official proceedings. The second day included Chapter workshops which were going in tandem with the CPE exam. The various National Committees utilized any in between times to get their Agendas done. Lunch meetings were sponsored events with very interesting presentations like BIM, Future Technology, etc. All of the sponsor booths were well visited.

Evening activities included a welcoming cocktail party, the “Prize Giving Gala” and the “President’s Party”, which gave ample chance to meet colleagues and exchange ideas. Despite the hectic program some sightseeing was achieved. The Gateway Arch with the swinging pod ride proved a winner and of course a brewery tour. Anheuser-Busch is MUCH more than just Budweiser!!!

By Saturday morning we attended all of the regional meetings and official proceedings culminated with the National Business Meeting at which the revised suite of bylaws were voted and eventually accepted. All in all, hard work and good fun.



Gateway Arch, St. Louis

## GOLF TOURNAMENT

By : Anita Beukman

We hosted our first Annual Golf Tournament on August 5, 2009 at the picturesque Aliso Viejo Country Club. We are thankful to all of our sponsors who supported us in spite of the “crash” in the economy, especially for PCI and their most generous sponsorship, JB Knowledge, Inc., Casper Estimating Services, Park Place Lexus.

The golfers were welcomed by Karina, Era and Claire at the sign-up table where they received a fun filled “goodie bag” made possible by our sponsors PCI and Faithful+Gould. Claire sold tickets for a fine bottle of Whiskey and Nike golf balls (sponsored by Victaulic), which were awarded to the winners of the raffle at the end of the evening.

Lunch boxes were ready at the golf carts and at 1pm the golfers teed-off with a shot gun start. At hole number 12, a picturesque par 3 “pulpit” hole is the location where Danielle and Karina gambled against the golfers on their accuracy. Guess who won?

Danielle and Karina also served as the professional photographers and took some scenic pictures which are available to view on our website [www.ASPEChapter.org](http://www.ASPEChapter.org)

We concluded the day with a well deserved dinner for the starving, exhausted and dehydrated golfers at the “19<sup>th</sup> hole” with the prize giving ceremony. Prizes included clubs, watches, kit bags, a free round of golf (sponsored by Aliso Viejo Country Club) and were awarded to the 1<sup>st</sup> up to the 8<sup>th</sup> place teams, the longest drive, and nearest to the pin. The 4-some that came in last on points was awarded a free golf lesson by Mark Reid Golf School.



ASPE Chapter 3  
First Annual Golf Tournament  
Wed., Aug. 5, 2009  
Aliso Viejo Country Club



Special Thank You to  
The Tournament Sponsors



## MEMBER SPOTLIGHT

### FRED SALDANA

O'CONNOR CONSTRUCTION MANAGEMENT, INC.

TREASURER, ASPE CHAPTER 3, 2009-2010

Interview conducted by: Danielle Leyva

**DL:** Well, it's a new year for ASPE and with that we have new officers. What made you want to volunteer for the Treasurer position?

**FS:** I was feeling the need to contribute more time to the organization and had previously served as chapter Treasurer for three years. Dan Schottlander inquired in June if I would be interested, and I accepted the position.

It is important for me personally as a certified professional, and for my organization, that ASPE exist as a vital and influential professional organization in the construction industry. Our clients are looking for ecognition and validation, (primarily through certification), and that the skills and services provided by our team are recognized as top tier. ASPE fills that function.

**DL:** Where are you currently employed and what is your position there?

**FS:** I am currently employed by O'Connor Construction Management, Inc. at our headquarters in Irvine, CA as President of the 75-person firm. After a year with a large LA-based GC, I started with O'Connor as a cost estimator in 1987, and worked my way through various roles including: scheduler, inspector, and project manager. My position and our organizational structure allows me to work directly on a number of projects, which I enjoy, and still lead in the firm's management and administration.

**DL:** When did you become a Certified Professional Estimator and why is this so important for our industry?

**FS:** I became a CPE in 1999. Cost, schedule, and quality control skills are the foundation upon which a competent construction professional builds a career. Unfortunately, a lot of people are lacking these basics especially with respect to cost estimating. I am fortunate to work within a firm that takes these fundamentals very seriously.

**DL:** Of the major services that O'Connor provides (estimating, scheduling, constructability review, Inspection, program and project management), which did you enjoy the most as you worked through various roles before becoming President?

**FS:** I especially enjoy the opportunities to work on-site as a project manager. Not only do you get to observe the construction process and interact with a listed disciplines to be successful. Unfortunately as the firm grows, these opportunities become less frequent. When I get closer to retirement, I will start looking for one final project to work on-site. Hopefully, in some exotic locale.

**DL:** From a cost perspective, what are your thoughts on the current bid climate? Currently, we are seeing bids come in lower than estimates. Do you have any advice for fellow estimators out there?

**FS:** I think it is potentially disastrous for both contractors and owners. In my opinion, the prices jobs are being bid

are not sustainable. Contractors will go out of business, and owners will face unwarranted claims and changes due to this situation, which will evaporate any potential cost savings they might initially enjoy. Further, the "smart" contractors get underbid by lowball outfits, losing revenue, and putting their firms at risk. Everyone loses. Professional firms are not immune to this dilemma. We recently lost out on a contract by a proposal that was 25% of our fee, but I really feel sorry for the firm whose bid was half of ours and still lost out.

This is not unprecedented if you look back to the early 1990's. One of our larger clients reported back then, that every job that they bid in one 12-month span went to claim. Fortunately, we were providing claim support services to them at the time. I think the situation is more difficult now.

Each estimator and firm needs to evaluate the path that is best for their situation. There is no silver bullet to success though pricing jobs at less than cost, seems like a slow death unless you have the bank roll.

**DL:** When not hard at work as President of O'Connor, what kind of activities and / or interests do you most enjoy?

**FS:** I really enjoy work, but other than that I like to spend time with family and friends close to home in San Clemente. We enjoy the beach. So, a great day might entail a brisk early morning walk with my wife and dog along the beach trail, followed by a day at the beach with a bunch of families, and then a cook-out at home.

I am not big on traveling as we always seem to run into disasters. However, if I need to get away I try to pick somewhere warm and tropical: Costa Rica, Hawaii, Caribbean, or maybe Bali (sometime in the future).

For something more athletic, I like to surf and play golf. I used to enjoy remodeling, and still like to fix things around the house, but as I have gotten older I only really enjoy the demolition aspect now. I also find cleaning the pool to be an enlightening and cathartic experience and do a lot of good thinking while brushing the plaster. I always wanted to be a pool guy when I was a kid, and I guess I still could be if this construction gig does not work out.

**DL:** Thanks Fred for your participating in this month's *Member Spotlight!*

Fred Saldana

O'Connor Construction

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# ASPE ORANGE COUNTY CHAPTER 3

## ADVERTISING OPPORTUNITIES

|               |           |          |  |
|---------------|-----------|----------|--|
| Business Card | Per Issue | \$25.00  | If you would like to advertise with us, contact Danielle Leyva at <a href="mailto:dleyva@mack5.com">dleyva@mack5.com</a> for more details. |
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## 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 Ron Svarc at [kickerron@cox.net](mailto:kickerron@cox.net).

## 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 Danielle Leyva at [dleyva@mack5.com](mailto:dleyva@mack5.com)

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



## VOLUNTEERS WANTED!

We need your help! Anyone who is interested in serving on a committee for the OC chapter, please contact Wil Beukman at [willem.beukman@fgould.com](mailto:willem.beukman@fgould.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.

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