ANNUAL MEETING AND ESTIMATORS SUMMIT RECAP – 2016
Construction Practices Have Evolved, So Should Your Contracts

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**VISION STATEMENT:**
To BE the innovative leader and recognized authority through education, certification, and standardization
Opinions and views expressed by contributors do not necessarily reflect the position of ASPE, Estimating Today, or its staff.

Send any submissions to:
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psmouth@aspenational.org

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jennifer@aspenational.org
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MESSAGE FROM THE PRESIDENT

Logos are an essential aspect of branding for any organization. They are the graphic representation of your company or organization and the first impression given to potential customers and partners. The logo is the packaging that immediately gets recognized by consumers when they see one of your products. Logos should be unique and communicate your organization’s message. An organization’s logo is the first piece in the creation of brand identity.

With our newly defined Core Values, Mission, and Vision, ASPE is going through a rebranding with a new look. Our old logo had not been updated or revisited in more than twenty years. Feedback received from non-members regarding the old logo included that it was outdated, old school, evoked images of men in black robes, and even that it could be considered retro-cool. The Strategic Planning Committee decided that it was time for a new look for the Society to represent the updated value-driven organization being created. We wanted the new logo to convey a modern, professional organization. We also wanted it to be versatile and fit appropriately with new media uses. The committee retained Salt Media to develop a new logo and reviewed multiple options for a new logo to represent the Society going forward. Some options were more traditional while others were more cutting edge. We all agreed on the new logo you see on ASPE material now. It is modern yet classy and refined. It is under this banner that we will continue on the path to providing a better value proposition to you as our existing members and to offer to potential members.

The new logo files are available for all members and chapters to use. They are available on the national website. Included with the logo files is a Style Guide that describes how the logo should be used and colors to use with it. It is important for the Society to develop a brand identity and the first step to doing this is to incorporate the new logo in all of the Society communication. I encourage individual members to take a look at the new logo and use it in your business communications. I use the logo in the signature of my emails and on my business cards to convey that I belong to a professional association.

The new logo is the first step in ASPE’s rebranding. Our brand is a promise that represents our Mission, Vision, and Values. Next steps include transitioning all communication to the new brand and developing modern communication. I value your ideas regarding the ways we can provide value under this new brand. Please contact me with feedback.

MARCENE N. TAYLOR, CPE
mtaylor@mticost.com
An Incredible Offer for ASPE Members

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He received his BS in Construction Management at the age of 52 from UALR and completed his Masters of Science in Education, with a specialization in post-secondary and adult education, with honors, two years later from Capella University. It was a difficult decision to continue and pursue his EdD, however he felt he would be filled with regret if he didn't continue.

During his many years of coursework, Doyle has taught as an adjunct professor at UALR in Little Rock, teaching in the construction management department. After moving to OKC, he continued teaching at the university via on-line instruction and was then invited to teach upper level students at the University of Oklahoma in the evenings. Doyle worked full time while completing his studies along with leading various professional organizations, leadership roles at his church and other work.

On August 20th, Doyle Phillips from Oklahoma City received his Doctor of Education (EdD) with a specialization in Leadership & Management graduating with Distinction. His doctoral capstone project topic was: Enhancing Curriculum Offerings in Construction Related Degree Programs.

He is hoping there is more time for golf and pleasure reading now that he doesn't have to have his head in a textbook or laptop every day!
2016 ANNUAL MEETING & ESTIMATORS SUMMIT
RECAP - TAMPA, FL
2016 ESTIMATOR SUMMIT SPEAKERS

SPEAKER SESSIONS

“From Estimating to Implementation”
“The Power of Competitive Leadership Skills that lead to Success”
“Utilizing 3D Laser-Scanned Measurements within the Estimating Workflow”
“The Future @ Work-Leading Through the Generational Lens”
“Estimating Construction Technology”
“Activation Your Leadership Greatness”
“Understanding Your Specialty Geotechnical Construction Proposal”
“Business in the New Media Age”
Awards Banquet

Dinner with Friends

July 15, 2016
Chapter Achievement Awards recognize a Chapter’s accomplishments in achieving the Society’s goal through a wide range of programs and activities. The winning chapters receive an electronic/digital award ribbon that each member of the chapter may include as part of their correspondence or as part of their email signature. After all, to achieve this award, was a “Chapter” effort. The electronic/digital award ribbon recognition is being presented to the Chapter on a disc that contains jpeg and png files to be uploaded to your local chapter website for download by members. Chapters increasing their recognition to the next, and/or higher level will also receive a table top banner that can be used for your local meetings or for local trade shows, showing the level of achievement attained.
CHAPTER PRESIDENT OF THE YEAR

Stacie Flynn
Denver # 5

This year’s recipient was introduced to ASPE while attending a trade show in 2011 and was soon a member eager to advance and bring others into the Society. Joining the Chapter Board in 2012, when a Membership Chair was needed she volunteered and has been spearheading that committee ever since.

Even though she had minimal software experience, when the chapter adopted a new web based management system she again volunteered and became the webmaster forcing on-the-job training to learn the ins and outs of website development.

In addition to the duties of Chapter President, for the past four years she has managed the Annual Sporting Clay Tournament, turning it into one of the larger successful scholarship fundraiser’s the chapter supports.

This member has attended Regional Conferences held in Boise, Idaho; Scottsdale, Arizona; Seattle, Washington; and Albuquerque, New Mexico; and the Annual Meetings held in Indianapolis, Indiana and San Diego, California.

Community involvement is important to her and was appointed to the Board of Adjustment and Appeals a “quasi-judicial board that reviews variance requests and appeals of zoning regulations and building codes”.

In addition to her duties for ASPE and the City Board, as an Alumna member of Kappa Delta Sorority, she enjoys being a mentor to college women and donating time to the Prevent Child Abuse America campaign.

CHAPTER CHAMPION AWARD

Phyllis Battle
Landrun -OK City # 80

This award is the highest honor ASPE bestowed for an individual or company promoting membership, or the advancement of ASPE, as an organization. It is presented to an individual or company who has made significant contributions to the advancement of ASPE and/or to society membership by going above and beyond typical membership promotion and retention techniques to other industry professionals and students studying construction management and science.

This recipient was extremely instrumental in chartering the 80th chapter of ASPE and served as Interim Chapter Vice President, Secretary and Treasurer. She is the currently serving as the chapter Awards Committee chair and also chair of the Newsletter Committee. She has written articles for the “Estimating Today” on helping chapters with tips on how to submit for Chapter Achievement Award recognition. Her articles describe a system showing how to easily keep track of their back-up materials utilizing a “Dropbox” format system and showing how to use the awards criteria as a guide for chapter programs.

She is currently assisting the “Core Group” in Tulsa, supplying them with organizational information utilized with the Oklahoma City chartering. She is also emailing the potential new members in the Tulsa area information on the upcoming meeting dates.
Robert George, FCPE has been a member of San Diego Chapter #4 for over 40 years, received his Certified Professional Estimator certificate in 1980, and was honored as the Chapter's Estimator of the Year in 1985. He obtained his Certified Cost Consultant status with AACEI in 1986. When one reviews his resume, you quickly become aware of the wide range of positions held in the construction industry and his lifelong passion for education.

His career began in the field as a craft worker, and progressed through the years to foreman and project superintendent before embarking into the estimating profession. After working for several general contractors/construction managers in the San Diego area, he established Construction Experts, Inc. in 1994. The firm serves a variety of clients including owners, architects and engineers, contractors, subcontractors and other entities involved in construction.

During his tenure on the Education Technical Committee, he was responsible for helping to create the ASPE Estimating Academies, the ASPE National Website, and the ASPE Online Store. His firm entered into an agreement with the Society in 2001 to offer online courses to its membership, and that curriculum continues to grow as new classes become available. He was part of the Board of Trustees for six years, having been elected National President in 2004 and 2005.

Chris Morton, FCPE is a Denver native who has always enjoyed the many outdoor activities the Rocky Mountains have to offer, including several years as a ski instructor. He grew up inspired by his father's direct involvement as a construction executive of many high-rise buildings in downtown Denver which motivated him to follow in his father's footsteps pursuing a construction career.

Chris joined Howell Construction in Denver in 2000 as Chief Estimator and in 2007 received the designation of LEED AP. Howell Construction, founded in 1935, has an annual volume of approximately $50 million, and specializes primarily in interior renovation projects in the commercial, medical, aerospace, telecommunications and biopharmaceutical fields. During its' 81 years in the business, Howell Construction has not had a lien filed on a project - a true indication of their strong client commitment and high-quality performance. With his retirement on the horizon, Chris recently moved to a Senior Estimator position.

After joining ASPE Denver Chapter 5 in 2001, Chris received his designation as a Certified Professional Estimator (CPE) in 2004. He has served as Chapter President 2004 - 2005 and 2012 - 2013 and he has received the Chapter 5 Estimator of the Year Award in 2004, 2006, and 2013. Since joining Chapter 5, Chris has held the position of Chair of the Chapter 5 Education, Industry Relations, Trade Relations, Industry Liaison, Membership and Newsletter Committees. At the national level, Chris has served as the Northwest Regional Governor 2005-2009, Membership Committee 2003-2005, and continues on the Scholarship Committee since 2008 and the Finance Committee and Treasurer since 2013.
One of the things Keith loves to do following his time on the Board of Trustees and serving as ASPE President is to travel and enter Bar-B-Que Cooking Contest. A couple of years ago he posted his picture on Facebook of himself at one of the competitions followed by Executive Director Patsy Smith responding to his post that he should demonstrate his expertise for the Board of Trustees Meeting being held soon at the SBO. Keith has since then “bought, prepared and delivered” a complete meal twice for the Board Meeting, from his home in Chattanooga, Tennessee, an approximate 2 hour drive.

Paula Daly is a member of the Arizona Chapter #6 and is being recognized for her Membership & Retention efforts. She is resilient in sending e-mails, making phone calls, and following up with members and prospective members. A constant effort is always being given by Paula in her resourcefulness in keeping the ASPE name out and in front of people.

Firas is a Non-member CPE living in South Carolina. He has been extremely beneficial in assisting the staff with Arabic speaking CPE candidates with interpretation efforts. He became the “go to” interpreter for helping staff in giving instructions on the CPE program to these candidates.

---

Consigli Construction Co., Inc. -- 20 members
Skanska USA Building, Inc. -- 21 members
Cumming Corporation -- 22 members
Baldwin & Shell Construction – 24 members
Madsen, Kneppers & Associates, Inc. – 28 members
This year’s recipient has over 39 years of experience in cost estimating. He is a 1976 Engineering Technology / Construction Management graduate from Oklahoma State University and has 17 years of experience working as an Estimator for General Contractors. Since 1994 he has been a Cost Consultant, providing estimating, budgeting, serving as construction advisor and project services to architects, developers and owners. He is currently President of Pre Construction Services, Inc. Although most of his firm’s projects focus is close to home, over the years his firm has participated in projects in 16 other states and 2 foreign countries.

He has been an active member of ASPE, joining in 2001 and obtaining his CPE status in 2005. In 2007 he headed up a core group to form a chapter in Oklahoma City and January, 2009 the Oklahoma Chapter #80 was chartered with him serving as Chapter President until 2011. Attending his first Annual Meeting in Baltimore in 2008, he has attended every National Meeting since for a total of 8 to date. He has served as National Chairman on the Industry Awareness Committee; Membership Committee and Awards Committee.

In addition to this recipient’s involvement on the local and national level of ASPE, he serves on Three Board of Directors on various Civic organizations and Foundations; plus being active with the Shuttle Bus Ministry in his church; his neighborhood HOA; and working as a volunteer with the Glass Prison Ministries.

Currently he is working with individuals in Tulsa to form a new chapter there and held their “first core group” meeting on April 27th.
The first Legacy Award is the “Howard S. Prout Founder of Certification Award”, recognizing an individual actively promoting and mentoring candidates through the Society’s CPE process. It goes to an individual who has made significant contributions to certification by actively promoting the program through education about the program and serving as proctor and reviewer.

This recipient has been an avid supporter of the certification program for many of his 40 years of membership. He served on the Certification Committee for three terms where he also served as its Chairman. He was instrumental in acquiring the recognition of the CPE with the General Services Administration (GSA), the United States Postal Service and the United States Veteran’s Administration, as well as acquiring State recognition in the State of New Jersey. He remains extremely active in promoting the certification program and working with new candidates to obtain their CPE recognition.
The “Frank E. Young Excellence in Education Award” is the highest honor ASPE bestows for an individual promoting education through ASPE. It is presented to an individual who has made significant contributions to education through writing, teaching and speaking engagements to other industry professionals.

This recipient has been a member of ASPE over 40 years and has been a CPE for 35 years. He has participated at both the Chapter and National levels during that tenure, including serving as ASPE President. While serving on the National Education Committee for ASPE he helped create the ASPE Estimating Academies and was an instructor for several of the academies. He also assisted during that same period to help create the original ASPE website and ASPE Store.

His firm, Construction Experts, Inc., entered into an agreement with ASPE in 2001 to provide online courses to members and those wanting to learn about estimating. These courses have become a very viable non-dues revenue source for ASPE, plus taking hundreds to our website, introducing them to ASPE.

Robert George, FCPE
San Diego # 4
THE "MERLE W. HECKENLIVELY FOUNDER OF STANDARDS AWARDS" is given for excellence in promoting the utilization of standards and ethics and the practice thereof, within the construction industry.

This recipient, in 1999, served as the chartering Chapter President of Chapter #74 in Cedar Rapids. He obtained his CPE in 2002 and his technical paper was published that same year in the then “ESTIMATOR”.

In 2004 he was appointed to the National Standards Committee working on the revisions for issuing the 7th edition of the Standard Estimating Practice manual. That edition was published in 2008 and he was elected as Chairman of the committee in 2009.

In 2005 he moved to Omaha and became a member of the Great Plains Chapter #35, where he has remained an active participant.
In Memory

Unfortunately this year has been a year of sadness as we have lost members who have served ASPE as national officers.

Paulette R. Rutlen, CPE
- Orange County # 3
- Certification Committee Chairman
- ASPE National President 08/09 & 09/10

Walt Lemon, III, CPE
- Columbia-Pacific # 54
- Certification Committee Chairman
- Northwest Region Governor
2016 SCHOLARSHIP RECIPIENT
TIFFANY SHELL OSMUND
BRIGHAM YOUNG UNIVERSITY

2016-2017 ASPE BOARD OF DIRECTORS
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A DIMENSIONERING COMPANY
### ARIZONA

**Arizona # 6**
- **Where:** Double Tree Hotel
- **Address:** 320 N 44th Street
- **City:** Phoenix
- **State:** AZ
- **Zip Code:** 85008
- **Date:** 2nd Tuesday
- **Time:** 5:30 Social Hour Starts
- **Meeting Contact:** Tom Norton, CPE
- **Email:** aspendreasurer@gmail.com

**Old Pueblo # 53**
- **Where:** Varies
- **Date:** 1st Wednesday
- **Meeting Contact:** Trip McGrath, CPE
- **Email:** tripm@aol.com

### ARKANSAS

**Arkansas # 33**
- **Where:** Baldwin & Shell - Main Office
- **Address:** 1000 West Capital Ave.
- **City:** Little Rock
- **State:** AR
- **Zip Code:** 72201
- **Date:** 3rd Friday
- **Time:** 12:00 Noon Social Hour Starts
- **Meeting Contact:** Mickey Perez
- **Email:** mperez@baldwinshell.com

**NW Arkansas # 79**
- **Where:** Varies
- **Date:** Varies
- **Time:** 11:30 am Social Hour Starts
- **Meeting Contact:** Thom Thibodeau
- **Email:** thom.thibodeau@cox.net

### CALIFORNIA

**Los Angeles # 1**
- **Where:** The Barkley Restaurant
- **Address:** 1400 Huntington Drive
- **City:** South Pasadena
- **State:** CA
- **Zip Code:** 91030
- **Date:** 4th Wednesday
- **Time:** 6:00 pm Social Hour Starts
- **Meeting Contact:** Joe Miller, CPE
- **Email:** bpmiller@yahoo.com

**Golden Gate #2**
- **Where:** AIA Eastbay
- **Address:** 1405 Clay Street
- **City:** Oakland
- **State:** CA
- **Zip Code:** 94612
- **Date:** 3rd Wednesday
- **Time:** 6pm Social Hour Starts
- **Meeting Contact:** Gustav Choto
- **Email:** gchoto@buildingpointpacific.com

**Orange County # 3**
- **Where:** Ayres Hotel
- **Address:** 325 Bristol Ave.
- **City:** Costa Mesa
- **State:** CA
- **Zip Code:** 92626
- **Date:** 2nd Wednesday
- **Time:** Varies
- **Meeting Contact:** Tom Smithson
- **Email:** tedwardssmithson@gmail.com

### COLORADO

**Denver #5**
- **Where:** Urban Roadhouse
- **Address:** 999 18th Street
- **City:** Denver
- **State:** CO
- **Zip Code:** 80202
- **Date:** 2nd Tuesday
- **Time:** Varies
- **Meeting Contact:** Matthew Rasmussen
- **Email:** mrasmussen@jensenhelps.com

### CONNECTICUT

**Nutmeg # 60**
- **Information not submitted at this time**

**Yankee #15**
- **Not Active**

### DELAWARE

**Delaware # 75**
- **Where:** Varies
- **Date:** 2nd Wednesday
- **Time:** 5:30pm Social Hour Starts
- **Meeting Contact:** Jason Gordon
- **Email:** jgordon@pennlighting.com

### DISTRICT OF COLUMBIA

**Greater DC # 23**
- **Where:** Jacobs
- **Address:** 110 North Glebe Rd., Ste 12
- **City:** Arlington
- **State:** VA
- **Zip Code:** 22201
- **Date:** 3rd Thursday
- **Time:** Varies
- **Meeting Contact:** Maurice Touzard, CPE
- **Email:** mtouzard@gmail.com

### FLORIDA

**Tampa Bay # 48**
- **Where:** Grill
- **Address:** 612 N. Dale Mabry
- **City:** Tampa
- **State:** FL
- **Zip Code:** 33609
- **Date:** 3rd Thursday
- **Time:** Varies
- **Meeting Contact:** Bob Nidzgorski, CPE
- **Email:** bob.nidzgorski@skanska.com

**Gold Coast #49**
- **Information not submitted at this time**
- **Contact:** Southeast Governor
- **Email:** chuck.hesselbein@baldwinshell.com

**Orlando #50**
- **Where:** TBD
- **Time:** TBD
- **Meeting Contact:** Danny Chadwick, CPE
- **Email:** dchadwick@bellsouth.net

### GEORGIA

**Atlanta #14**
- **Where:** Sage Woodfire Tavern-Perimeter
- **Address:** 4505 Ashford Dunwoody Rd
- **City:** Atlanta
- **State:** GA
- **Zip Code:** 30346
- **Date:** 2nd Monday
- **Time:** 11:30am Social Hour Starts
- **Meeting Contact:** Clinton Aldridge
- **Email:** clinton.aldridge@skanska.com

### ILLINOIS

**Chicago #7**
- **Where:** Barbacon Tacos & Tequila
- **Address:** 1341 Butterfield Rd
- **City:** Downers Grove
- **State:** IL
- **Zip Code:** 60515
- **Date:** 3rd Thursday
- **Time:** 6:00pm Social Hour Starts
- **Meeting Contact:** Bob Svoboda, CPE
- **Email:** bsvooboda@ccsdifference.com

### INDIANA

**Central Indiana #59**
- **Where:** Varies
- **Date:** 3rd Thursday
- **Time:** Varies
- **Meeting Contact:** Jeremy Atkins, CPE
- **Email:** jatkins@theadkinsgroup.com

### IOWA

**Quad Cities #71**
- **Where:** Granite City Food & Brewery
- **Address:** 5270 Utica Ridge Rd
- **City:** Davenport
- **State:** IA
- **Zip Code:** 52807
- **Date:** 4th Tuesday
- **Time:** Varies
- **Meeting Contact:** Ryan Andresen
- **Email:** randrensen@russellco.com

**Greater Des Moines #73**
- **Where:** Varies
- **Date:** 3rd Thursday
- **Time:** Varies
- **Meeting Contact:** Ryan Haaland
- **Email:** rhaaland@elitesglassandmetal.com

### LOUISIANA

**New Orleans # 9**
- **Information not submitted at this time**
- **Contact:** Southeast Governor
- **Email:** chesselbein@baldwinshell.com

### MAINE

**Maine # 37**
- **Where:** Woodard & Curran
- **Address:** 41 Hutchins Drive
- **City:** Portland
- **State:** ME
- **Zip Code:** 04102
- **Date:** 1st Wednesday
- **Time:** Varies
- **Meeting Contact:** Ryan Andresen
- **Email:** randrensen@russellco.com

### MARYLAND

**Baltimore # 21**
- **Where:** Varies
- **Date:** 2nd Thursday
- **Time:** 6:00pm Social Hour Starts
- **Meeting Contact:** Steve Krell, CPE
- **Email:** skrell@oakcontracting.com
<table>
<thead>
<tr>
<th>State</th>
<th>Chapter Name</th>
<th>Location</th>
<th>Contact Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>MASSACHUSETTS</td>
<td>Boston # 25</td>
<td>Courtyard by Marriott Boston Cambridge Hotel, 777 Memorial Drive, Cambridge - 02139</td>
<td>Dave Westfall, CPE - <a href="mailto:dwestfall@aspengroup.com">dwestfall@aspengroup.com</a></td>
</tr>
<tr>
<td>MICHIGAN</td>
<td>Detroit # 17</td>
<td>Varies - visit <a href="http://www.aspe17.org">www.aspe17.org</a></td>
<td>Patrick Todd, CPE - <a href="mailto:patrick.todd@aspe17.org">patrick.todd@aspe17.org</a></td>
</tr>
<tr>
<td>MINNESOTA</td>
<td>Viking # 39</td>
<td>Information not submitted at this time</td>
<td>Central Plains Governor - <a href="mailto:dwestfall@aspengroup.com">dwestfall@aspengroup.com</a></td>
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<tr>
<td>MISSOURI</td>
<td>St Louis Metro # 19</td>
<td>Information not submitted at this time</td>
<td>Contact - <a href="mailto:dwestfall@aspengroup.com">dwestfall@aspengroup.com</a></td>
</tr>
<tr>
<td>NEBRASKA</td>
<td>Great Plains # 35</td>
<td>Information not submitted at this time</td>
<td>Contact - <a href="mailto:dwestfall@aspengroup.com">dwestfall@aspengroup.com</a></td>
</tr>
</tbody>
</table>
| NEVADA     | Reno # 12            | Where: TBD Date: TBD Time: TBD Meeting Contact: David Evans, CPE davidevans@charter.net | UNIVERSITY OF LAS VEGAS - 89101 |}

| OHIO | Buckeye # 27 | Information not submitted at this time | Contact - Dave Westfall, CPE - dwestfall@aspengroup.com |
|      |              | Where: Desert Pines Golf Club 3415 E. Bonanza Rd Las Vegas - 89101 Date: 2nd Thursday Time: 5:30pm Social Hour Starts Meeting Contact: Charlie Stewart, CPE charlies@buildwithdcbg.com |
|      |              | Where: The Appian Way 619 Langdon Street Orange - 07050 Date: 4th Tuesday Time: Varies Meeting Contact: Jeffery Senholzi costnav@ptd.net |
|      |              | Where: Panera Bread 1501 Howard Rd Rochester - 14626 Date: 2nd Thursday Time: Varies Meeting Contact: Ben Nodine, CPE aspewny@gmail.com |
|      |              | Where: Las Vegas # 72 Where: Desert Pines Golf Club 3415 E. Bonanza Rd Las Vegas - 89101 Date: 2nd Thursday Time: 5:30pm Social Hour Starts Meeting Contact: Charlie Stewart, CPE charlies@buildwithdcbg.com |
|      |              | Where: Garden State # 26 Where: The Appian Way 619 Langdon Street Orange - 07050 Date: 4th Tuesday Time: Varies Meeting Contact: Jeffery Senholzi costnav@ptd.net |
|      |              | Where: Roadrunner # 47 Where: Fiestas Restaurant 4400 Carlise NE Albuquerque - 87107 Date: 1st Wednesday Time: 5:30 Social Hour Starts Meeting Contact: Joshua Crocker-Flint, CPE jpdfs@worldnet.net |
|      |              | Where: New York City # 10 Where: Empire State # 42 Where: Fiestas Restaurant 4400 Carlise NE Albuquerque - 87107 Date: 10/6/16 - 12/21/16 Time: 6:00pm Social Hour Starts Meeting Contact: James Madison, CPE jmadi@aspencontracting.com |
|      |              | Where: Western NY # 77 Where: Panera Bread 1501 Howard Rd Rochester - 14626 Date: 2nd Thursday Time: Varies Meeting Contact: Ben Nodine, CPE aspewny@gmail.com |
|      |              | Where: Las Vegas # 72 Where: Desert Pines Golf Club 3415 E. Bonanza Rd Las Vegas - 89101 Date: 2nd Thursday Time: 5:30pm Social Hour Starts Meeting Contact: Charlie Stewart, CPE charlies@buildwithdcbg.com |
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**Please NOTE:** meeting information is subject to change.

If you need to make any changes to your chapter's information please email jennifer@aspenational.org.
“Your Source” segment of Estimating Today is a new advertising platform that is designed to bring a more engaging presentation to readers of ASPE’s official monthly magazine. You are invited to view the short presentation showcasing ProEst. ProEst is a top sponsor of ASPE.

Visit: www.proest.com/aspe
2016 marked the 60th anniversary of the ASPE and let me tell you, what an exciting conference it was!! This year’s conference was held July 14-16 at the Renaissance Tampa International Plaza, in Tampa, FL. I have been to multiple conferences/conventions through the years, and I can assure you, ASPE at a national level knows how to put on a first class convention.

Since this was my first national convention, I tried to be kind of a “fly on the wall” and just listen to others that had been to previous ones to hear how they would compare this one to the past, and almost all of the participants, from Regional Governors, to local chapter Presidents, to local representatives like myself all agreed that this was one of the best ones yet. There were four separate programs a day for both Thursday and Friday that covered a variety of subjects including:

- The subject matter covered items like knowing your customer; selling the value of your company or product; RFP methods and how to make your RFP better than your competitors.

- The subject matter covered items like thinking globally; removing fear of the unknown and fear of failure; investing in employee training; creating loyal customer relationships.

- This subject matter was how to better utilize BIM in your bidding process and in your procurement and building methods. This program was put on by a bricklayer from Washington and he showed multiple case studies that he had done to not only run their projects more efficiently, but also making them a more profitable company.

- All I can say to this program is WOW!! Jerome Wade is the Chief Epic Officer of The Epic Advantage. He had the most highly energized program of anyone at the convention. He asked the group as a whole if we had “lost our roar”? His message was all about getting your personal life in order, and that would lead to better order in your professional life and then in your organization. His final message was to Get Up, Get on it and Get Going, don’t let fear hold you back and sometimes in life, you need to trust yourself and “take a flying leap”!!

Again, the programs were all fascinating and informative, but for me, the adventure had just begun on Saturday morning. I attended the “ASPE: The Case for Change”. It was a three-hour session talking about the current state of the society and the need for changes to our current by-laws, as well as improvements that are being made at a national level, that in turn, will trickle down to our local chapters. These changes will give the society more flexibility in the future and they are trying to look at where we can go for the next 60 years and beyond. This meeting had an open forum for the individuals to get up and express their opinions with the changes, both for it and against it. It was a very emotional meeting hearing thoughts from other chapters that are struggling as we are, and as the National is at this time.

After a break, we had the National Council Business Session, and again, what an experience. It is a very formal setting, and you truly feel like at this meeting, you have a voice at the national level. After all of the formal proceedings to start the meeting, the real business matter was voting on the newly updated by-laws. The biggest thing coming in the new by-laws is allowing the voting power to be placed in the hands of the Board of Trustees, instead of the individual delegates as it has been in the past. Again, it was a very emotional area of discussion, but at the end of the voting, the new by-laws passed with well more than the two-thirds vote that it needed. After the voting, and applause with the passing of the new by-laws, the new National Officers were sworn in and the meeting was adjourned.

The convention ended on Saturday night at the Presidents Party. We had another fantastic meal provided by the hotel, and a Casino night being held to raise money for the scholarship fund. A great time was had by all with poker, craps, black-jack, roulette and slot machines to play.

It was an honor and a pleasure to represent Chapter 54 at the national convention and I hope in the future we can have a stronger showing of Chapter members.

Thanks Craig for sharing your thoughts!

In preparing for the Annual Meeting Recap to be assembled, I remembered a report written by a first time attendee for his chapters’ newsletter and I think he says it extremely well. If you’ve never attended the new ANNUAL MEETING & ESTIMATOR’S SUMMIT, Craig gives you a great overview. Below is Craig’s report.

2016 ASPE Conference Report
By Craig Welburn, Columbia - Pacific # 54

Get on it and Get Going, don’t let fear hold you back and sometimes in life, you need to trust yourself and “take a flying leap”!!

Executive Director, Patsy M. Smith

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2017 ANNUAL MEETING AND ESTIMATORS SUMMIT

July 12-15, 2017
Embassy Suites Downtown Denver

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