Fall is the time of year where I feel like “getting back to business.” For me, it’s a leftover from being young and returning to a routine after a summer of fun and little structure. This past summer was certainly a great time for ASPE. The Mile High Summit – the Art and Science of Estimating in Denver in July was a great celebration of what estimators do. ASPE welcomed incredible speakers about not only technical skills but also management and personal development. Best of all, it was an opportunity for all of us to get together to rekindle friendships and create new relationships. I hope that for everyone that attended this year’s Summit they saw a glimpse of what we can become as a Society. For those who couldn’t attend the Summit, I invite you to review the pictures and recaps in this edition of Estimating Today. See what you missed, and plan to join us next summer in Pittsburgh.

The focus of ASPE for the next ten months is Developing the Next Estimator. The world is changing rapidly in how services are delivered. While many tasks are more efficient and automated, it becomes more important than ever for us to pass on the knowledge gained by experience in estimating. What are the elements beyond quantities that the machines can spit out that we need to understand for an estimate to be accurate? Estimating skills are not being taught in colleges and universities, so it is our responsibility to train and educate those that will not only lighten our loads right now, but those that will eventually take our places. The Bureau of Labor Statistics reports that “employment of cost estimators is projected to grow 9 percent from 2014 to 2024, faster than the average for all occupations.” It is difficult to find a good cost estimator now, let alone while needing to fuel this anticipated growth. We as individuals, and collectively as a Society, have an obligation to the industry to develop quality estimators.

What best practices are needed to train an estimator? What qualities do you look for in an estimator? What do you think entry level estimators are lacking in their skillset? Where, besides colleges and universities, do you look for your next estimator?

This year I want discussion regarding the questions I am asking. The questions will be posted on Social Link, and I invite your responses and discussion.

I’m looking forward to a great year with ASPE!

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New York # 10

Larry Hendrick, CPE has been in the construction industry for 41 years with his California State Licensed General Contractor. He owned and operated his own general contraction business for 23 years. Larry has provided services for companies such as Balfour Beatty, Gilbane, and currently SWinerton Builders. He currently manages 22 estimators in two offices, Los Angeles & Irvine. Larry has been a member of ASPE since 1996. He was named chapter president of the year in 2006 and Estimator of the year in 2007.

Keith Parker, CPE
in the construction industry for 41 years working his way through the ranks starting as a laborer. He is now a Senior Estimator with Circle B Construction Systems. Keith has been a member of ASPE since 2017, a Chapter 59 Board Member since 2006 and a CPE since 2010. He has been married to his wife, Terry Lynn, for 39 years with 3 children and 8 grandchildren. When he is not at work you will find Keith coaching 4-H Shotgun program and 500 Flyers Youth Trapshooting Club.

Chuck Hesselbein, CPE
Southeast Governor
Arkansas #33

Gregory Williamson, CPE
Northeast Governor
Boston #25

Chris Morton, FCPE
Appointed Treasurer
Denver #5

Get to Know ASPE board of Directors continued...

Kris Larson, CPE is a detailed oriented individual with eleven years in the construction industry. Excellent Interpersonal skills and a keen ability to successfully manage projects. Currently, he is President of Construction Control Corporation in Salt Lake City. Kris is actively involved in all aspects of company operations including cost consulting, project management, scheduling, and general business operations. He increased profits by improving relations with municipalities and the Environmental Protection Agency during the development and construction process.

Chuck Hesselbein, CPE has been in the construction industry since 1972 with an emphasis on Estimating, Budgeting, Financial Analysis, Contract Negotiations, and Change Order Mitigation. Over his years of experience, Chuck has performed work as a Contractor, Consultant to Architectural/Engineering Firms and as an Owners Representative giving him the perspective of the different roles and responsibilities necessary for the successful completion of Construction Projects. He is currently VP of Estimating at Baldwin & Shell. When he is not working he is off playing tennis or golf.

Gregory Williamson, CPE utilizes his 35 years of experience in the construction industry to collaborate early with clients & design teams in all aspects of preconstruction, including development of planning, procurement, and execution strategies to achieve schedule goals. He also leads the effort in the investigation of value management options, life cycle cost analyses, and constructability reviews. He is currently the Vice President of Preconstruction at Bond Brothers, Inc.

Allan Hauck, Ph.D., CPC
Industry Director

Allan Hauck has served as Construction Management Department Head and Professor at Cal Poly in San Luis Obispo, California for the past 14 years. He also has 17 years of prior teaching experience at Colorado State University and the University of Maryland Eastern Shore. His nine years of commercial and residential construction experience ranges from front-line field supervision through senior project management. As a consultant, he has provided expert witness, training, business evaluation, and strategic planning services. He has been a Certified Professional Constructor since 1997 and served on the Board of Directors of the American Institute of Constructors.

Doyle T. Phillips, FCPE
Immediate Past President
Landrun-Oklahoma City #80

Chuck Hesselbein, FCPE in 2016.

He worked with UALR to write the Estimating courses to be transitioned to online courses. He is currently an adjunct faculty member at the University of Oklahoma in Norman.

Doyle Phillips, FCPE is the Executive Vice President of Preconstruction for Southwest Operations with Nabholz Construction. He manages offices in Oklahoma City and Tulsa, OK. He has been in the construction industry for over 40 years. He is an active member of ASPE and is the Immediate Past President of the Society. He has taught several seminars at different estimating academies and educational programs for ASPE and other organizations. He has experience in regional and national committees with ASPE. His volunteer work revolves mainly around his church and other non-profits as time allows. He completed his Doctor of Education with Distinction with a specialization in Educational Leadership & Management in September of 2016. He has a passion for teaching and helping others in our Industry reach their fullest potential. He worked with UALR to write the Estimating courses to be transitioned to online courses. He is currently an adjunct faculty member at the University of Oklahoma in Norman.

Chuck Hesselbein, FCPE
Southeast Governor
Arkansas #33

Marcene Taylor, CPE conducts her educational, civic, parks/recreation programming and commercial facilities. She has expertise in examining projects by their functional component or trade, value engineering, evaluation of change orders, reconciliation with construction managers, and contract management and control. Marcene specializes in early conceptual estimating in ensuring that a project’s scope is achievable for the budget available, emphasizing not only the construction cost portion of the project, but also the entire project budget.

Chris Morton, FCPE was appointed Treasurer of ASPE in 2001 and received his designation as a Certified Professional Estimator (CPE) in 2004 and has designation as a Fellow Certified Professional Estimator (FCPE) in 2016.

Get to Know ASPE board of Directors continued...
2017 Annual Award Recipients

CHAPTER ACHIEVEMENT

Landrun - Oklahoma City #80
Roadrunner #47
Denver #5
Chicago #7
Southwestern Ohio #38
Tampa Bay #48
Arizona #6
Catwalk Trail Reconstruction Design/Build

**Company Name:** AUI, Inc.
Sam Garrell, CPE
Southwest Region - Roadrunner - #47

Although the cable + kicker-supported catwalk was reconstructed in 2008, the Gila National Forest Catwalk Trail in southwestern New Mexico was wiped-out by catastrophic rainfall in 2013. The design-build team of AUI, Inc. and Bohannan Huston, Inc. was tasked with restoring the Trail and its suspended steel Catwalk to its historic relevance while remaining sensitive to the extremely fragile environment of the Canyon.

The new structure, a cantilever beam supported Catwalk enhancing the historical vision of floating above the canyon floor, was designed to withstand future flood events with minimal impact on the environment. Reopening the Catwalk has revitalized tourism and the community and was completed in an impressive short project timeline of less than 10 months.

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Great Park Ice & Sports Complex

**Company Name:** Swinerton Builders
Larry Hendrick, CPE
Southwest Region - Orange County - #3

Originally proposed as a 3-rink training facility for a local youth hockey organization and the Anaheim Ducks professional hockey team, the building was designed as a 196,920 sf facility with a $59 million budget. With previous experience building an ice arena, Swinerton Builders also had strong comparative historical data for developing the needed cost model.

The project (and specifications) grew with the addition of the US Olympic Figure Skating Team and relocation of the Anaheim Ducks training facility to the premises. Finally, a 2,500 seat arena was added to the complex for a total of 4 ice sheets.

Value Engineering was initiated and, with adjustment to improvements and finishes, the final cost is estimated at $92,040,369, including $1,465,826 of alternates.
Highland Hospital Acute Care Tower Replacement Project

Company Name: Marcene Taylor Inc.
Marcene N. Taylor, CPE
Northwest Region - Northwest MAL - #90

More than a large seismic upgrade construction program on a historically significant site, the $668 million Acute Care Tower replacement project is a commitment to the residents and businesses of the County to provide a modern state-of-the-art facility for high quality healthcare to its most underprivileged individuals, while bringing Highland Hospital into compliance with seismic safety requirements mandated by the State of California. This project is the largest capital project ever undertaken by Alameda County.

A project spanning more than ten years has inherent risk. The estimates completed in 2007 by Marcene Taylor, CPE included appropriate contingency for design, cost escalation, scope changes, unforeseen conditions, and changes in market conditions. The project was completed on schedule and on budget, while mentoring and growing local small construction and related businesses and keeping the resident community involved.

Georgia Southern University Health Services Building

Company Name: ADE Construction Consultants, Inc.
Dan Ergle, CPE
Southeast Region - Atlanta - #14

Because the assigned construction manager and architectural design team were unable to produce an estimate that illustrated construction was feasible within the established budget, ADE Construction Consultants, Inc. was retained by Georgia Southern University to provide an independent construction cost analysis with strict budget and aggressive time constraints. The established budget of $8,325,000 was to include construction and did not include architectural and engineering fees, testing, furniture, fixtures, or equipment.

Having been retained for the life of the project and with dedicated Value Engineering effort through each design phase, the Construction Document estimate delivered displayed a variance of only 0.027% from the original budget. Due to the closeness of the estimates, no reconciliations or additional Value Engineering was required.
PRESIDENT’S AWARDS

Phillips C. Tournor, CPE  
In recognition of Outstanding Service and Performance to the Awards Committee

David Battle, FCPE  
In recognition of Outstanding Service and Performance to the Awards Committee

Tom Mayer (*not present*)  
In recognition of Outstanding Service and Performance to the Education Committee

Ron Trawinski, CPE (*not present*)  
In recognition of Outstanding Service and Performance to the Standards Committee

CHAPTER CHAMPION

Tom Mayer (*not present*)  
In recognition of dedicated effort and contributions made to the advancement of ASPE!

HONORARY MEMBER

Elaine Cersosimo  
In recognition of her reorganization efforts and implementation of internal controls at the SBO level.

Maxie Carpenter  
In recognition of his contributions to the facilitation, creation and implementation of ASPE’s strategic plan

FELLOW AWARD

ASPE confers its highest award of Fellow Member on those persons who have attained national recognition for their achievements in the art of construction estimating and who have made exceptional contributions to the Society.

David Battle, FCPE  
Landrun - Oklahoma City #80

Joe Flemming FCPE  
Roadrunner #47
LEGACY AWARDS

Robert A Nidzgorski, CPE  
2017 Frank E. Young 'Excellence in Education'  
For Excellence in the Pioneering and Promotion of Educational Opportunities and Advancements.

Shawn Buckwalter, CPE  
2017 Merle W. Heckenlively 'Founder of Standards'  
For Excellence in Promotion and Utilization of Standards of Ethics and Practice within the Construction Industry.

Ronald S. Semel, CPE (not present)  
2017 Howard S Prout 'Founder of Certification'  
For Excellence in Promotion and Utilization of Standards of Ethics and Practice within the Construction Industry.

SCHOLARSHIP RECIPIENT

M. David Burton  
University of Cincinnati  
2017 Scholarship Recipient ($5,000)

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Contact: Marcene N. Taylor, CPE
Phone: 510.735.6768
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Assemble Systems with offices in Boston and Houston provides construction data management solutions. Its core offering, Assemble Insight is a cloud based platform allowing AEC firms to leverage 3D data for increased project insight, advanced project collaboration and data driven decision making. Assemble is used today to manage over 8,000 projects.

Contact: Sales
Phone: 855-646-4868
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www.assemblesystems.com

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Phone: 281.297.9000
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Contact: Dan Frondorf, CPE Phone: 513.706.7403 Email: dan@dgfrondorf.com www.dgfrondorf.com

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President: Larry Lucero

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President: Robert Svoboda, CPE

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Gordian
30 Patewood Drive
Greenville, SC 29615

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Contact: Shane Dotson Phone: 800-874-2291 Email: S.dotson@gordian.com www.gordian.com

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Welcome New Members!

Chapter Reports: Quarterly Reports prepared by Chapter Presidents and sent to the SBO are available on the ASPE Website at..... Members Only / Society Reports

Membership Reports: Quarterly Reports prepared by SBO are available on the ASPE Website at..... Members Only / Society Reports

Summit - Speaker Presentations: Summit attendees enjoyed presentations by great speakers. A copy of their Power Point presentations / handouts are available on the ASPE Website at...... Members Only / Annual Summit Recap

Summit - Photo Gallery: Photos taken during the 2017 Annual Summit are available on the ASPE Website at...... Members Only / Annual Summit Recap

SBO Corner

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All Entries Must Include a Project Narrative

Your narrative must not exceed a maximum of 750 words. The narrative should focus on why the project should be considered the best in its category. This information will also be used for the award presentation should you win an award. Note: The descriptions of each of the required elements are meant to be guidelines. You should interpret all criteria based on your own unique project submission and respond accordingly.

Visual Presentation:

While points are not awarded for the visual presentation, the photos may impact your entry in that they help to tell your story. Support your narrative with photos that show the scope and process of the project and any challenges described in the narrative. You may include up to 3 photos in your project submission.

NOTE: ASPE reserves the rights to adjust categories based on number of submissions received.

Three ASPE Industry Award Categories:

- Projects Under $5 million
- Projects Between $5 million and $10 million
- Projects Above $10 million

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