How to Estimate the Cost of Limestone Veneer on an Exterior Wall

Estimating Evaluation Evolution

Expert Witness: Questions to Ask Before You Are Retained
The idea of corporate memberships to ASPE has been discussed for years. At our annual business meeting in Reno, Nevada in 2012, there was debate about how a corporate membership could be established under the current bylaws. After a change to ASPE Bylaws to allow corporate memberships failed on the floor of the annual membership meeting, a task force was formed to write the bylaws change and shepherd it through the approval process the following year. Although interest in corporate memberships has not waned, the task force was not able to develop a proposal that could come before the members for a vote. The Society has gone through many changes in the past several years. One of the most impactful changes has been to allow the national Board of Directors to initiate changes to the bylaws with the assistance of the standing Bylaws Committee.

One of our goals for the Society for the 2018-2019 year is to establish and implement a structure for corporate memberships. Since meeting at the Summit in June, Mel Cowen has been leading a team to develop the structure for corporate memberships. We are excited to announce that the Board approved the proposed structure during the Board Meeting in October. The proposal will progress through final review by the Bylaws Committee and the Society Business Office staff for implementation. Corporate Memberships will be available in January 2019.

We have been very careful to not just discount memberships when they are purchased in bulk. In fact, there is no discount offered to businesses. Instead, corporate memberships have their own value aside from individual memberships; and the level of corporate membership is not dependent on the number of individual memberships within a company.

Please be on the watch for the final information regarding corporate memberships in the next months. I encourage you to join my company in being one of the first to join as a corporate member!

Marcene N. Taylor, CPE
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As an ASPE Member, you will enjoy discounted Class Fees!
PRE-BID ANALYSIS AND POST BID ANALYTICS

If you have ever shopped for a new vehicle, you either have bought on instinct or have performed extensive research. Calling around to dealerships, or even sitting at your home computer for hours browsing on-line to find the right one, would not be unusual. Once you have completed this due diligence, identifying the cost you are willing to pay, and have located your choice of vehicle, you pull the trigger and purchase the best value for you and your family. All your hard work paid off.

As Oscar Wilde coined the phrase in 1889 that “Life imitates art more than art imitates Life.” Understanding what you see, although it has and always will be around you, is the key to understanding what you are seeing.

When it comes to assembling a project cost, in whatever manner, understanding what you see by identifying the risks is part of putting together a best value cost estimate (BVCE). There are many identifiers, and I review them constantly when assembling a cost estimate. There are many items available in my "dashboard", almost like the monitors you would see in a medical hospital's ICU. Knowing the limitations, high/low of all these items, allow you to constantly get a sense of the health of your estimate.

PRE-BID ANALYSIS

Analysis is the process of inspecting the live data with the goal of discovering useful information, making informed conclusions, and supporting on-the-fly decision making.

Three of the critical lifesaving sensors within our dashboard of information are described below. Moreover, as in the medical industry (airway, breathing, and circulation), the ABC’s are critical.

• Administration (Staffing)
  As in most cases, staffing to complete the project competently is usually the costliest part of the General Conditions. There are two settings to our vital signs when it comes to staffing, personnel provided and hours provided. There are also two monitors when it comes to staffing: new out-of-the-ground project staffing conditions and renovations staffing. These may be broken down into the overall size of the projects.

• Below (The Line Markups)
  In my studies over the years, I have found that the below-the-line markups are the second most important factor in winning a project. Knowing that edge in value between winning and losing is critical and involves many factors (too many to address here). The goal is to price the project one-dollar-less than the illusive breakpoint.

• Calendar (Project Duration)
  This is a simple question; or is it? The project duration effects many aspects of the cost, but the most overlooked of those is the how it plays into the owner’s schedule. You need to know, and fully understand, all the aspects of extending the project schedule due to change orders or other delays, or of shortening up a schedule due to late release. You need to buy-the-schedule with all subcontractors and vendors, and know the impact of all schedule related to logistics and phasing.

By David M. Watson
Chapter 76
Central Pennsylvania
fullcircleconsultingpa@gmail.com
POST BID ANALYTICS

Analytics is the process of examining data in order to draw a conclusion about the said data. This allows those who review the data to make more-informed business decisions and verify or disprove trends or frequencies of actions and results gained by harvesting the proper data.

After a win and especially after a loss, a football coach will go back individually with his coaches and then the players and review what worked, and more importantly, what did not. The Post Bid Analytics work in the same way: look and understand the data.

Again, we will focus on only three items within the vast amounts of data points available after a bid submission.

• **General Conditions Percentage of Overall Project Cost**
  - This is a key indicator of the complexity of the project and depends on factors such as new construction, renovation, market sector, and project requirements to name a few. This is one of the first items that the client will scrutinize. When evaluating, it is key to understand how to divert some of these costs to other line items.

• **Project Cost vs. Historical Cost**
  - Are the results comparable to other projects of similar stature? If not, understanding why is a key to bidding or proposing on future projects. No two projects are alike, but similarities do exist. One factor you cannot control is the market.

• **Cost of Bidding vs. Win Ratio**
  - Understand where to put your limited resources to good use. If you have bid several similar projects and cannot seem to catch a break, or bid many projects to a particular owner and always appear to come in second (or so he says), it may be time to re-evaluate future bidding opportunities.

Analysis during the bidding process is critical to understanding for submission. Likewise, analytical review of the data collected will help you be better prepared for future opportunities.

Membership Renewal Invoices reminders have been sent to the email address noted in your Member Profile. To ensure accuracy, please verify that all contact information is current and correct (by logging into the ASPE Website and updating your Profile).

Renewal extends your ASPE Membership through December 31, 2019.

**CPE Renewal:** In addition to the number of PDUs required for Renewal being adjusted to 24 (vs 30), the most notable change is that the Renewal period is now completed annually, with a Cycle End Date of December 31. Please note that Late Fees will be assessed if Renewal is not accomplished timely and will be imposed effective January 1.

Note …. A grace-period for CPE Renewal is no longer available.

**Certification – Open Cycle Updates:** REMINDER: CPE candidates are no longer required to wait for enrollment. The CPE Program moved to an Open Cycle that allows interested candidates to begin the application process at a time that is convenient for them. Since implementation in November 2017, fifty-two (52) candidates have enrolled and are advancing through the flexible testing requirements. Options for submitting a Technical Paper have also changed, with a list of pre-approved topics available for selection by candidates.

For more information regarding the Certification Program, visit the ASPE website.
Welcome to Our New Members (Aug & Sept)

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<tr>
<th>NAME</th>
<th>COMPANY</th>
<th>CHAPTER NUMBER</th>
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<td>Yuliya Konoplina</td>
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2525 Perimeter Place Drive
Suite 103
Nashville, TN 37214
615.316.9200
ASPEnational.org

MEMBERSHIP CLASSIFICATION COUNT

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Congratulations to New CPEs (Aug & Sept)

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Congratulations to New CPEs (Aug & Sept)
Congratulations to New CPEs (Aug & Sept)

FACES OF ASPE: Phyllis Battle
Chapter 80 – Landrun – Chapter President
Pre Construction Services, Inc.
Estimator and Office Manager
Contact: pbattle@preconstructionservices.com

Best advice I ever received
Best advice I share with young (and not so young) estimators
Chapter goal for 2019
If I wasn’t doing this, I would

Read the documents, and track your work.
Don’t be afraid to try something new; you might be good at it!
Build team leaders within our Chapter
Be working with people, since my background is in psychology.

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The following elected positions will appear on the 2019 Ballot

PRESIDENT
1ST VICE PRESIDENT
2ND VICE PRESIDENT
SOUTHWEST GOVERNOR
CENTRAL PLAINS GOVERNOR
NORTHEAST GOVERNOR

Candidate nominations are due by January 30
Elections will close February 19

To continue and build upon ASPE’s growth as the industry’s leader and recognized authority in professional estimating, a passionate and committed Board of Directors is essential.

Begin planning by seeking nomination or nominating an ASPE Member who exemplifies the qualities needed for these important Board positions.

Roles + Responsibilities for each Board of Directors position is available for review by interested parties.

For more information, please visit
ASPenational.org / Members Only/ASPE Resources/Board of Directors Nomination Form
or by contacting ecersosimo@ASPenational.org
Expert Witness: Questions to Ask Before You Are Retained

On many occasions, as an independent cost consultant, I receive phone calls or emails from legal firms asking to retain my firm as a provider of cost opinions regarding their particular case or issue.

During my earlier years of exuberance, I felt honored that I was being called upon to provide this type of service to the industry. I felt I was proficient in providing cost breakdowns of the issues, yet communicating and explaining the cost findings became more difficult. Now that I have some experience throughout the years, I have learned to ask certain questions when I receive the lawyer’s call that can save emotional frustration and position myself to be put into an ethically compromising position.

I learned the hard way; I would do a few things differently now if I had the opportunity to do it over (hindsight is 20-20). The main thing I realized is that I must have a “passion for the issue.” In other words, there needs to be a “slam dunk” or a “smoking gun” issue for me to have the passion to relate my cost solution of the repair. It is very difficult to represent the repair cost for a picky client, and the court or the jury generally recognizes this type plaintiff. Representing the costs of a “picky plaintiff case” can cause communication difficulties to the cost estimator to the point accusations of ethical counts and a jury perception of “reaching too deep into the cookie jar.”

Therefore, from my experience, I would like to pass along some probing questions to ask the retaining counsel to protect frustrations in the future.

The first question I always ask: “Who are all the parties involved in the case, including the plaintiff, defendant(s), opposing lawyers, and opposing experts?” This is important for me to ensure I am not in a perceived adversarial position against my clients such as architects, consulting engineers, owners, or professional organization colleagues. Also, if there is a difficult opposing counsel, chances are that nightmare generating attorney will be deposing you.

The next question to ask: **What are the issues in this case,** possibly a structural problem? If so, is there a structural engineering report? (Obtain a PDF of the report before you make any commitment.) Structural issues can involve code issues or life-safety concerns, and are more favorable for having the jury’s attention and take away the attack on the estimator’s ethical focus. Your opinion on cosmetic or appearance issues can be tough to convince the jury, and again makes it difficult to have the passion you need on the witness stand or the deposition, not having to defend your estimate for a quality of work issue.

The next to the last question to ask: **What type litigation is the case?** Is it arbitration, or a county, state, or federal trial? This determines the format of your curriculum vitae (CV) and your report outline.

The last question: **Who is paying my firm?** Will the attorney guarantee the payment, even if their client does not have adequate funding? Or is there the possibility I can obtain a retainer for the payment?

There are some cases where your attorney client may not have other experts and want you to testify for contractual issues, specifically the Division I items based on your experience in contracting, if you are comfortable answering the questions.

Once you have made the decision to “jump off the high diving board,” here are a few tidbits I have found beneficial. Go to the site of the issue, and document the amount of times and dates you went to the site in your report. Identify in your report, names of people you met on site (get business cards). If there are several individuals at the site, be careful of the words you say. Obtain all plans, documents, submittals, daily reports, and expert witness reports in preparing your estimate, and document the source code numbers and any added conditions for each unit price. Let the client know it will cost more to identify the code during the numbers, yet it will save you from being “shot up with bullets” by the opposing counsel during the deposition.
When you provide your CV, the law only requires you to provide four years back on the cases of your involvement. I found out the hard way in a deposition where the opposing attorney made me go back on cases that were 20 years old, asking specific questions for each case knowing he was trying to make me appear to have memory issues.

During depositions, you will be asked how many times you have been on the witness stand and how many times you have been deposed. One of the most important items to remember is to “stay in your swim lane” of expertise. Try only to testify for items you are certified to give opinions. Do not let the other side try to take you into other expert’s areas of expertise. Only stay with testimonial opinions that you were retained for.

Lawyers pride themselves in creating overlapping opinions that conflict with each other. There are some cases where your attorney client may not have other experts and want you to testify for contractual issues, specifically the Division 1 items based on your experience in contracting, if you are comfortable answering the questions. If you are retained for estimating only, try to stay away from answering questions that require a licensed engineer’s opinion. Make sure you have the credentials of belonging to continuing education organizations such as ASPE, CERT, and AACE.

As I mentioned, the estimating portion of your services can be natural and performed relatively easily by a seasoned estimator. The difficult part can come down to communicating and defending your estimate. Just remember, anything can happen in a deposition or a court room. Always be cognizant of your body language by looking face-to-face with the person asking questions. Be respectful to answer the questions and don’t let the “prideful” attorney asking questions get under your skin. Most importantly, don’t let the case put you into a compromising position of “stretching the truth.”

---

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HTETCO Limestone Veneer on an Exterior Wall

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Section 9: Sample takeoff and pricing sheet
Section 10: Glossary
SECTION 1: INTRODUCTION
This technical paper is intended to provide the reader with a general understanding of how to effectively estimate limestone veneer. It outlines the components of a limestone veneer estimate including labor, productivity, material, freight, taxes, profit, overhead, escalation, mobilization, mock-ups, equipment, location, safety, size of job, and collecting historical data.

BRIEF DESCRIPTION
The author will discuss how to measure quantity of limestone and other materials that go into a limestone veneer along with various factors that will affect the cost estimate including size of job, location, specifications, safety, and logistics. The author will also explain numerous mark-ups that will apply to a limestone veneer estimate including taxes, profit, overhead, escalation, mobilization, mockup, freight, and equipment rental. Instruction will be given on how to analyze the estimate and what ratios and rules of thumb to look for when reviewing a finished estimate along with possible reasons an estimate might vary from those rules of thumb. Lastly, the author will touch on the importance of historical data in estimating limestone and the appropriate steps that should be taken after a job is complete in order to become an accurate estimator.

Section 2: Measurements
Quantity take-offs for manufactured masonry units is ordinarily done on a per unit basis, but limestone veneer is not estimated in this way. Because limestone is a naturally occurring material and is cut to such a variety of different patterns and sizes of blocks, the take-off measurement is done in square feet (SF).

Other components included in a limestone veneer estimate are masonry ties (by EA), mortar net (by LF), cast stone (by LF), drip edge (by LF), termination bar (by LF), flashing (by LF), grout (by CF), rigid insulation (by SF), mortar (by CF), and weep holes (by EA). Information on the requirements for these components can be found in the plans and specifications. Once the quantity of limestone veneer has been determined, the quantities of all other components can be determined based on the requirements stated in the plans and specifications. For example: if the masonry ties are specified to be every 16 inches on center, the estimator can calculate the number of ties based on the square footage of wall. The estimator must analyze sections of the exterior wall in order to be sure all of the parts and pieces are accounted for, and then read the masonry specifications to make sure all of this information is included in the estimate.

When performing quantity take-off for limestone veneer it is vital that the estimator check the depth of the brick ledge below grade on the structural drawings. Often the correct depth below grade is not on the architectural sheets, and if a mistake is made here it will result in an inaccurate quantity of materials. The estimator should not rely solely on architectural sheets when performing quantity take-off.
Section 3: Specific Factors to Consider in Takeoff and Pricing

The estimator should evaluate on a case by case basis a number of factors that will affect the price of a limestone veneer wall.

QUANTITY OF LIMESTONE

The estimator must identify how large of a job the project is. A small patch job might require expensive equipment that is not offset by the size of the job overall causing the price per square foot of limestone to be very high. A large building with a high percentage of limestone on the building façade will be less expensive per square foot because the cost of mobilization and equipment will be spread out over more square footage of material and have less of an overall impact.

LOCATION OF QUARRY

The massive weight of stone causes the freight and shipping costs to be high. If the stone which is specified can be locally sourced the cost of the freight will be significantly less expensive than if the stone has to be shipped long distances. The estimator should always consider the distance the stone must be shipped and incorporate this into the estimate.

Additionally, different types of masonry ship differently; a limestone with split back will cost more to ship than a limestone with a sawn back. The material supplier is a resource in calculating what the costs of freight will be.

COLORS

Stones that are more dense are more expensive to process than less dense stones. The color of the stone effects the density, and the difference in material price for different colors can be as much as $4 per square foot of stone. It is vital that the estimator check this detail and make the appropriate adjustments. This is especially important in a conceptual estimate where the estimator is likely not provided with a specification and would be using historical material pricing rather than reaching out to a quarry for pricing. The estimator should clarify what color choices are included or excluded in the estimate.

FINISHES

Any extra handling or processing of the stone by the manufacturer will add to the cost of material. The specifications should be checked for things such as honed face or sawn back. Anything that causes the material to be handled again will impact the material pricing. In the case of a conceptual estimate the estimator must clarify what finishes are included.

HEIGHT OF WALLS

The height of walls affect the cost in more than one way.

The first thing to consider is that the most expensive components of the wall are at the bottom: the weeps, the mortar net, and waterproofing below grade. Productivity on the bottom three feet of wall is low because the mason has to incorporate all of these components into his work. Another battle with productivity on the bottom three feet of wall is simply that the mason has to do a lot of bending over, and this wears quickly on the installer.

The second thing to consider regarding height of limestone walls is equipment and scaffolding requirements. The height of the limestone veneer will determine what kind of equipment is required and for how long. The estimator should determine based on the project schedule what pieces of equipment will be needed and for how long.

It is more economical to utilize an 8000 pound 42 foot machine for the majority of the job and add a second lift of 10,000 pounds and 55 foot height as needed rather than renting the larger machine for the duration of the project.

CREW SIZE AND PRODUCTIVITY

Crew size and productivity are key factors in determining the cost of a masonry job. While it is true that increased productivity leads to lower costs, more masons does not equal higher productivity; unfortunately it is more complicated than that.

The size of the building, the length of the masonry runs, and the amount of wall that will be ready at once are all vital in selecting the appropriate crew size of for a job. It provides no benefit to have 10 masons on the job if there is only enough room for 5 to work at a time. Having two 5-person crews might be a good solution, but this will only work if there are two locations for the crews to work. On a congested site or a small masonry job, two crews will not be able to work simultaneously. Another factor to consider is cure time of mortar; the estimator must consider what the maximum number of lifts is per day is for the mortar specified. Productivity of crews is not one size fits all, but must be analyzed on a case by case basis taking into account job size, number of openings and breaks in masonry runs, and logistical constraints.

For example, a long blank wall of limestone on a building presents few challenges and the crew will have high productivity. If the limestone is broken up into many smaller pieces, or if the wall has multiple doors and windows to flash and detail, productivity will be less. The pattern in the block and the size of the block is another major factor in determining productivity. If the architect has shown a pattern that will involve the masons spending time hunting and picking through block in order to find pieces appropriate to fit the look, this will negatively affect productivity. If the pattern has blocks large enough to require two men to set, this will also significantly slow productivity.
WEATHER
Most construction trades are affected by weather in one way or another, and masonry is no different. The estimator must consider the time of year that the work will be completed and factor in winter weather protection as needed.

Section 4: Overview of costs and approach to mark-ups
Before performing take-off, some preliminary estimating components must be determined. Begin by setting up the tax rate, profit, overhead, escalation, mobilization, and mockup.

The tax rate can be determined by reviewing the request for bid. Some jobs will be tax exempt. In these instances, sales tax on materials can be omitted.

Profit and overhead may stay the same from job to job, but can be affected by certain factors. If the job or client is particularly difficult, an increase here might be necessary.

Escalation will be determined based on the time-line of the job. If the job is not starting right away, or if the estimator anticipates an increase in material or labor rates during the job, it is smart to include this in the estimate.

The specifications will indicate what the requirements are for a mock-up. Some jobs will only call for a small section of wall to be mocked-up for review by the design team; others will call for something much bigger. It is important to review this and be sure to include enough money in the estimate to meet the requirement.

Section 5: Special Risks
SAFETY
The estimator should always review safety requirements on a job specific bases. OSHA standards need to be met at a minimum, but a job specific safety plan will always need to be performed and incorporated into the estimate.

Some questions the estimator must evaluate are:

• Will fall protection be required?
• Are tie off points provided?
• Will masons be sharing scaffolding with another trade, and if so who is responsible for inspecting it?
• Does my lift meet OSHA safety measures, or will I need to plan on renting one?
• Will I need to build and remove temporary guardrail anywhere or will this be provided for me?
• Are safety nets needed?

It’s a good idea to review these questions with the safety manager in order to be sure the proper dollars are allocated for safety in the estimate.

Section 6: Ratios and Analysis
As a general rule of thumb 66% of the estimate will be labor and 33% will be material. The estimate should be checked at the end to verify that there are no huge discrepancies with this rule of thumb ratio.

Limestone veneer is typically $45-$55 per square foot, but there are many factors that could swing this cost up or down. The cost per square foot is calculated at the end, and in the event that it does not fall into that range, it must be determined what the cause is. Some possible reasons that an estimate may not follow the general rules of thumb are:

• Particularly large blocks require two masons to set, and this can drive labor costs up.
• A limestone veneer job that is only a wainscot will cost more per square foot than a full height wall because the most expensive components of the wall are in the bottom three feet. Mortar net, weeps, termination bar, and waterproofing all occur in the bottom three feet of wall.
• A small job will have a higher unit price because line items like mobilization and mockup weigh more heavily in the estimate.

For example:
Job A comes to around a 60/40 ratio for labor and material, and the overall unit price of the veneer is $48/sf. Neither of these checks are cause for concern as they follow the general rules of thumb.

Job B comes to 75/22 ratio for labor and material, and the overall unit price of the veneer is $67/sf. This seems a little off, and the estimate should be checked for errors. Some possible reasons that the general rule of thumb might not apply to Job B include:

• This is a small job; the cost of mobilizing and doing a mock-up are weighing heavily on the cost per square foot
• Perhaps the blocks on this façade are large and require multiple masons to place. This might explain the expensive labor cost.

These rules of thumb can be useful when developing a conceptual estimate for limestone veneer. Generally applying $45 per square foot is a good assumption for the entire assembly including all parts and pieces, equipment, overhead, etc. All of the factors in Section 3 should be considered before submitting a conceptual square foot price for limestone veneer, and the estimator must always list assumptions and clarifications with a conceptual estimate in order to communicate the specifics of what is included in the estimate.

### Historical Data

<table>
<thead>
<tr>
<th>Job A</th>
<th>Job B</th>
</tr>
</thead>
<tbody>
<tr>
<td>Square Feet</td>
<td>21,000 sf</td>
</tr>
<tr>
<td>Labor</td>
<td>Labor $600,000</td>
</tr>
<tr>
<td>Materials</td>
<td>Material $400,000</td>
</tr>
<tr>
<td>Mobilization</td>
<td>Mobilization $2,000</td>
</tr>
<tr>
<td>Mock-Up</td>
<td>Mockup $1,500</td>
</tr>
<tr>
<td>Total Cost / SF</td>
<td>$1,003,500</td>
</tr>
<tr>
<td>Labor Percentage</td>
<td>60%</td>
</tr>
<tr>
<td>Material Percentage</td>
<td>40%</td>
</tr>
</tbody>
</table>

### Section 7: Miscellaneous pertinent information

Methods of estimating limestone veneer are varied, but using a data-driven estimating program will enable fast and easy updates to the estimate and will ensure consistently accurate bids.

Data such as material costs, labor costs, crew size, and productivity are stored in the program, and once take-off is complete those costs and productivity are applied to the estimate automatically. It is important to check and update this data frequently.

Tracking data is an important part of the estimator’s job, and this takes place at the end of the project. The costs of work need to be reviewed with the project team and any lessons learned need to be documented. This data is valuable to use for future estimates and should be stored accordingly. Some examples of valuable historical data include:

• Work for Client A routinely includes extra meetings; future estimates for Client A need extra time for a project manager to attend meetings.
• The price of limestone recently increased; adjustments to the data stored in the estimating software needs to be updated.
• A re-negotiation with the labor union has resulted in wage increases for hod carriers; data stored in the estimating software needs to be updated.
• An intricate pattern in a limestone wall took fewer man hours to create than were in the estimate; this data should be stored so that it can be referenced for future estimates.

Historical costs are invaluable when putting together an estimate. Anyone can do the take-off and get material pricing from a supplier, but knowing how long it will take to complete a job is not an exact science; it is something that comes with experience. This experience is easier to share with others if historical costs are kept in an organized spreadsheet. The estimator should have a spreadsheet that tracks, on every project, the following:

• Project Name
• Brief Description
• Quantity of material
• Material Price - estimated
• Material Price - actual
• Man hours - estimated
• Man hours – actual
• Bid amount
• Actual Cost
• Actual Cost – escalated to today’s dollars
• Embedded link or path to where the estimate is saved

The organization of historical data and of old estimates is vital to the growth of the estimator. Referencing previous estimates and going back to similar projects to determine things such as crew size and productivity will make for more accurate estimates.
Section 8: Sample Sketch

Isometric View:

Wall Section:
### Section 9: Sample Takeoff and Pricing Sheet

#### Take-Off

<table>
<thead>
<tr>
<th>Material</th>
<th>Take-Off</th>
<th>Units</th>
<th>Quantity including waste</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stainless Steel Masonry Ties</td>
<td>3,519 EA</td>
<td>3,519</td>
<td></td>
</tr>
<tr>
<td>2&quot; Mortar Net</td>
<td>276 LF</td>
<td>276</td>
<td></td>
</tr>
<tr>
<td>Cast Stone 8&quot;</td>
<td>212 LF</td>
<td>212</td>
<td></td>
</tr>
<tr>
<td>Stainless Steel Drip + Term Bar</td>
<td>276 LF</td>
<td>276</td>
<td></td>
</tr>
<tr>
<td>Hyload 18&quot; Flashing</td>
<td>276 LF</td>
<td>276</td>
<td></td>
</tr>
<tr>
<td>2500 PSI Grout</td>
<td>57 CF</td>
<td>57</td>
<td></td>
</tr>
<tr>
<td>Thermal 3&quot; Rigid Insulation</td>
<td>6,179 SF</td>
<td>6,179</td>
<td></td>
</tr>
<tr>
<td>Limestone in Sq Ft (1% Waste)</td>
<td>6,181 SF</td>
<td>6,243</td>
<td></td>
</tr>
<tr>
<td>Mortar</td>
<td>56 CF</td>
<td>56</td>
<td></td>
</tr>
<tr>
<td>Cell Vent Weep Holes</td>
<td>138 EA</td>
<td>138</td>
<td></td>
</tr>
</tbody>
</table>

#### Equipment

<table>
<thead>
<tr>
<th>Equipment</th>
<th>Cost/Day</th>
<th>Days</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lull</td>
<td>150.00</td>
<td>22</td>
<td>$3,300.00</td>
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#### Labor: Crew Hourly Costs Breakdown

<table>
<thead>
<tr>
<th>Crew</th>
<th>Base Salary</th>
<th>Fringe Benefits</th>
<th>Labor Burden</th>
<th>Total Cost Per Hour</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brick Foreman</td>
<td>$37.74</td>
<td>$19.56</td>
<td>$9.42</td>
<td>$66.72</td>
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<tr>
<td>Brick Layer</td>
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<td>Labor Foreman</td>
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<td>$14.93</td>
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<tr>
<td>Laborer</td>
<td>$30.09</td>
<td>$14.93</td>
<td>$6.07</td>
<td>$51.09</td>
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<tr>
<td>Engineer</td>
<td>$34.61</td>
<td>$12.97</td>
<td>$6.94</td>
<td>$54.52</td>
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</table>

#### Productivity

<table>
<thead>
<tr>
<th>Material</th>
<th>Lay-Rate Units/Day</th>
<th>$/Units</th>
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<tbody>
<tr>
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<td>$3.89</td>
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<td>2&quot; Mortar Net</td>
<td>4,000</td>
<td>$0.16</td>
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<tr>
<td>Cast Stone 8&quot;</td>
<td>80</td>
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#### Estimate

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<th>Material</th>
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<th>Lay-Rate (Units/Day)</th>
<th>Labor</th>
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<td></td>
<td>2400</td>
<td>$ 0.45</td>
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</tbody>
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| TOTALS                                | $ 148,092.00 | $ 74,301.00 |

20 American Society of Professional Estimators • ASPEnational.org
### Section 10 – Glossary

**Brick Ledge** – A Brick ledge is part of the concrete foundation of the building where masonry veneer is intended to rest.

**Escalation** – Escalation is the anticipated increase in price as a result of inflation and levels of market construction activity.

**Hod Carrier** – A Hod Carrier is a laborer who carries materials for masons.

**Mock-Up** – A mock-up is a small model or sample of something large that has not yet been built.

**Take-Off** – material take-off refers to generating a material list by analyzing the building plans and doing a quantitative measure or count of each item required for construction.

**Wainscot** – A wainscot in masonry refers to a short wall which is usually about four feet tall and typically has some sort of cap at the top.
ASPE Industry Awards

Best Estimate
The ASPE Industry Best Estimate Award honors those entries that display the best overall estimate of a proposed project across any sector. Benchmarks can include, but are not limited to, the following:

- Estimate Efficiency
- Estimate Accuracy
- Budget Control
- Material Efficiency
- Revisions
- Client Satisfaction
- Tools and Technology Used
- Solutions for Unexpected Challenges

Most Innovative Project
The ASPE Industry Most Innovative Project Award honors those entries that display the most unique and innovative benchmarks across the entire scope and process of the project submitted. Benchmarks can include, but are not limited to, the following:

- Innovative Design Build
- Creative Design Build
- Technology Elements of Project
- Technology Solutions
- Use of Advanced Techniques/Software
- Green Innovation
- Community Involvement
- Addressing Environmental or Coding Concerns

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. The descriptions of each of the required elements are meant to be used as guidelines. You should interpret all criteria based on your own unique project submission and respond accordingly. This information will also be used during award presentation.

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 display the scope and process of the project and any challenges described in the narrative. You may include up to 3 photos in your project submittal.

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The Gray Areas of Ethics in Estimating

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Chapter 76 – Central Pennsylvania
billwos@msn.com

I have spent many years as an estimator in both the Trade (sub-contractor) and General Contractor roles. In my years as a lead and senior estimator for General Contractors, I have had instances where I have been presented with dilemmas that did not fit into the ASPE Code of Ethics neatly. The opening Introduction in the ASPE Code of Ethics accurately states as follows: “The ethical principles presented are intended as a broad guideline for professional estimators and estimators in training. The philosophical foundation upon which the rules of conduct are based is not intended to impede independent thinking processes, but is a foundation upon which professional opinions may be based in theory and in practice.”

Well said, as there are times when you have to use that independent thinking process to evaluate situations. I found that the best practice to solving these dilemmas was to consult with my peers in the office and then act on them as best as possible.

Some years ago, our Chapter, Chapter 76 - Central Pennsylvania, hosted an estimating academy; and I taught a class on Ethics. I compiled a few of those life instances that I had experienced at that time, gave them titles, and we discussed them as a class exercise. It was a good bit of fun with lots of discussion, and so here they are. Review them, and contemplate how you would handle them. I’m certain many of you have had similar instances, if not many more.

ETHICAL SCENARIOS:

1. **The Self-Performer:** Bid day arrives. Bids are streaming in, and the GC has done their own take-off and estimate for the project for specific trades. All bids in that particular trade exceed the GC’s amount. The GC plugs his own estimate amount in the line item and ends up successful on the total bid.
   - Does the GC have the right to put that scope of work out to bid later, feeling that the bids received were all inflated?
   - What if the GC originally intended to self-perform the work but later realizes that they are not able to and need to sub it out?
   - If the scope is divided into smaller portions, can those be re-bid?
   - Do you negotiate only with the trades that did submit bids on bid day?

2. **The Incomplete Quotes:** Bid day arrives. Bids are received with a variety of scopes for a particular trade. Missing scope issues necessitates that the GC estimators insert amounts to complete the trade contractors bid. The GC is successful. With no sub-contractor covering the complete scope, the GC has to contact each trade, request them to complete the bid by providing pricing for missing scope.
   - The low trade does not want to take on the missing scope; and the next trade, which has the complete scope, is at a much higher in price. What do you do?

3. **The Late Quote:** It is Bid day; and you have solicited sub-trades to bid on a project. The one contractor who has expressed strong interest in the project and contacted you throughout the process calls to inform you that he has had a legitimate circumstance (family emergency) that will cause him to be late in submitting his quote. You plug the low bid you receive and are successful on the project.
   - The contractor that was late finally submits his quote and is lower than the price you used. Can you use him?

4. **The Back-Out:** You are successful on a bid. In the buy-out, Sub A backs-out of the project. How do you proceed?
   - Ask Sub B to take it for the low price?
   - Give all the quoting subs the opportunity to lower their price?
   - If none of the quoting subs can match the low price, can you put the trade out for bid?
5. **The Money Saver:** Your design-build project comes in over budget. You return to the sub-trades looking for cost saving ideas. Ideas come in, a new price is submitted, and the project is a go. Sub B, submitting late, identifies a very strong idea that saves more money than Sub A.
   - Can you switch to Sub B?
   - Can you give Sub B’s idea to Sub A?
   - What do you do?

6. **The Floater Friend:** You work with a certain person at sub-trade A on designing a trade portion of a project. The project is a go, but certain person has begun working for sub-trade B.
   - Do you contract with sub A, who is honoring the price?
   - Do you remain with the certain person who assisted you and knows the project even though they are now with sub B?

7. **The Last Look:** Sub A assists with design and cost on a project. After design is complete, the owner now requests that there be three competing quotes in that trade. Sub A is not low.
   - Do you give sub A another look?
   - Do you advise Sub A of the low bid amount, providing them with a chance to match it?

8. **The Back Scratcher:** You discover an error on a quoted project and ask Sub A to give anything back that he can to help you with the project. He makes a big concession that is needed and helps the bottom line. On the next project, Sub A quotes, but you have to inform him he is not the low bidder. Sub A reminds you that he really needs the work and is willing to match the low bidder, reminding you that you owe him one.
   - Do you return the favor?

9. **The Prodigal Sub:** Sub A assists you with a negotiated project. In the buy-out, when trying to contact Sub A, he is unavailable and does not return correspondence. Your deadline arrives, and you advise Sub B that he is the successful bidder, even though his price is higher and you will lose money. Suddenly, Sub A returns, apologizes and indicates he is available to perform for the original amount.
   - Do you give the contract to Sub A or lose money and by staying with Sub B?

These are just a few of the dilemmas I encountered throughout the years as a lead estimator and, hopefully, handled them in the best manner. There were many more including misunderstandings of the scope of work, trades obtaining wrong plans and specs, missing addendums, etc.

The best advice I can share is that if you find yourself in an ethical dilemma, seek counsel from other peers and arrive at a solution that you can feel confident about. If you have an ethical dilemma, you can always contact me through ASPE National.

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Search for quality candidates on ASPE Career Center today!

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Technical Committees:
If you wonder who serves on the three (3) ASPE Technical Committees or have specific questions regarding their responsibilities, photos and contact information is readily available on the ASPE Website by selecting the Committee of your choice from the toolbar.

- CERTIFICATION COMMITTEE
- EDUCATION COMMITTEE
- STANDARDS COMMITTEE

Chapter Reports:
Quarterly Reports prepared by Chapter Presidents and sent to the SBO are available on the ASPE Website at …

Members Only/Society Reports

FACES OF ASPE: Jay Kellogg, CPE

Chapter 61 – Philadelphia – Chapter President
KEL-CON, Chief Operations Officer
Contact: jaykellogg@kel-con.com

Best advice I ever received
The 80/20 rule. Focus your efforts on the areas where you can make the greatest impact.

Best advice I share with young (and not so young) estimators
Invest your time in developing procedures that will minimize repetitive work and improve standardization.

Chapter goal for 2019
Offer content at Chapter Meetings that will engage our Members and industry attendees.

If I wasn’t doing this, I would
Construction is my passion, and I love my career. Outside of work, I enjoy trail running and continuous learning.
The industry standard for search!

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- Quick & easy access to over 1 million qualified commercial construction professionals
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TheBlueBook.com/ASPE
(844) 617-2478
I was recently talking to a General Contractor friend of mine, and he was complaining about all of the headaches with “buying out” the project he just estimated. I asked him what he was buying out, and he indicated “just about every scope.” To me, that sounded rather crazy.

What you accomplish when buying-out a project is discovering where you made mistakes. Unfortunately, you cannot go back to the Owner and ask for more money if the mistake is not in your favor; and you may or may not refund the Owner if the mistake is in your favor. What you are really looking for are scope gaps and duplications.

A problem you may encounter when negotiating with a subcontractor or material vendor during buyout is that you may be structurally changing the terms and conditions of the original offer. This may constitute a counter-offer, thus voiding the subcontractor’s original offer.

Identify the structural changes to the subcontractor’s proposal: time, money, and/or systems.

**TIME**

During your buyout process, materially changing the time of performance may be considered a counter-offer, if the original terms and conditions of the time of performance where clearly specified in the bidding documents. If the bidding documents indicate that the specific scope of work is to be performed in the summer, the subcontractors bid is based on performing that scope during that time of the year. If you change the time of performance to winter, it would be unconscionable to expect the subcontractor to perform the scope of work for the same amount given the nature of the weather to be encountered.

In a temperate climate, there may not be a significant difference in climatic conditions.

If you substantially change the amount of time a vendor has for performance, this may constitute a structural change to the original offer. If the original schedule allowed 30 calendar days to complete the work and your revised schedule indicates 10 calendar days, you may have an issue. What if you changed it to 29 days? I suppose it would depend on the nature of the work and if the time was “reasonable.”

**PRICING**

If during the buyout process, the price is significantly changed from the original offer by the subcontractor, that could be construed as a counter-offer. Rounding up to the nearest whole-dollar on a lump sum amount would probably not count. However, adjusting the dollar amount downward and sending the subcontract out for signature may be a different story.

**SCOPE OF WORK**

Obviously, changing the scope of work is a material change. Changing from double pane glass to triple pane glass is a significant change in scope and would constitute a counter-offer.

I guess the key issue to be made when making changes to a subcontractor’s proposal or suppliers offer is to inquire first before setting the change in writing. Beginning with “Without invalidating your original offer, would you (the subcontractor) consider…”, does not constitute a counter-offer but begins the conversation. The original offer remains intact.

Better yet, coordinate each scope of work with a detailed Scope Letter, identifying specifically what you would like the vendors to bid. ▲
2019 AWARDS

Honoring Members + Chapters for their contributions to ASPE and the construction industry
Honoring Member Estimators for their project successes

ESTIMATOR OF THE YEAR
For excellence in advancing the art of construction estimating thru Standards, Ethics and Practice, while leading + training others, and promoting ASPE throughout one’s career

CHAPTER PRESIDENT OF THE YEAR
For excellence in leading, promoting + supporting the goals and growth of the Chapter

FELLOW AWARD
For having attained national recognition for achievements in the art of construction estimating + who have made exceptional contributions to the Society

LEGACY - HOWARD S. PROUT FOUNDER OF CERTIFICATION AWARD
For excellence in promoting and utilization of Standards of Ethics and Practice

LEGACY - FRANK E. YOUNG EXCELLENCE IN EDUCATION AWARD
For excellence in pioneering and promotion of Educational Opportunities + Advancements

LEGACY - MERLE W. HECKENLIVELY FOUNDER OF STANDARDS AWARD
For excellence in promoting and utilization of Standards of Ethics and Practice

INDUSTRY AWARDS
Celebrating projects displaying overall estimate efficiency and accuracy, unique + innovative design, technology solutions or community involvement

CHAPTER CHAMPION
For dedicated effort + contributions made to the advancement + growth of the Chapter

CHAPTER ACHIEVEMENT
For excellence in promoting ASPE and supporting its Members at the Chapter level

TECHNOLOGY AWARD
For promoting Technology innovation in advancement of the estimating profession

Intent to Submit Forms – Due March 15
Candidate Nominations + Chapter Applications - Due by April 1
Begin planning by nominating an ASPE Member who exemplifies the qualities needed and who deserves acknowledgement for their contributions

ASPEnational.org / ASPE Resources / Awards Requirements + Scoresheets
2018-2019 ASPE Critical Calendar: November – February

NOVEMBER
14 Certification Committee Meeting via Conference Call
15 Education Committee Meeting via Conference Call
17 Board of Directors Meeting via Video Conference

DECEMBER
10 Deadline: Member Profile Updates for inclusion in 2019 Membership Directory + Buyers' Guide
11 Education Committee Meeting via Conference Call
12 Certification Committee Meeting via Conference Call
12 Standards Committee Meeting via Conference Call
31 Deadline: ASPE Membership Renewal due
31 Deadline: Expiring CPE Membership Renewal due

JANUARY 2019
1 New Fiscal Year Begins!
4 ASPE Membership: Membership suspended for non-renewal (Renewal due 12/31/2018)
4 CPE Status: Expiring CPEs revoked for non-renewal (Renewal due 12/31/2018)
5 Board of Directors Meeting via Conference Call
8 Education Committee Meeting via Conference Call
9 Certification Committee Meeting via Conference Call
9 Standards Committee Meeting via Conference Call
15 Call for Nominations: Candidates begin submitting applications for Board of Directors positions
18-19 Education Committee Meeting - Phoenix
18-19 Certification Committee Meeting - Nashville
25-26 Strategic Planning Committee Meeting - Nashville
30 Deadline: Nomination of candidates for Board of Directors to Society Business Office
31 Deadline for March/April Estimating Today articles to Society Business Office - Standards Issue

FEBRUARY
1 Last day for Society Business Office to confirm qualifications of candidates for election to the Board of Directors
1-2 Standards Committee Meeting - Nashville
5 Last day for Society Business Office to determine the voting body for the election of Board of Directors
6 Last day to issue ballots to eligible voters
12 Education Committee Meeting
13 Certification Committee Meeting via Conference Call
14 Chapter Reports due to Regional Governor for March Board of Directors Reports
14 Committee and Technical Committee Chairs progress reports due to their respective Vice President and Society Business Office
21 Last day to vote in the Board of Directors Election
21 Last day for Board of Director Reports to Society Business Office for March Board Books
25 Last day to announce Board of Directors election results
ASPE CHAPTER MEETINGS

ARIZONA
Arizona #6
Where: Double Tree Hotel
320 N 44th Street
Phoenix - 85008
Date: 2nd Tuesday; Time: 5:30 PM
Meeting Contact: Gene Plum
gplum@mccarthy.com

Old Pueblo #53
Where: To Be Determined
Tucson
Date: 1st Wednesday; Time: 5:30 PM
Meeting Contact: Trip McGrath, CPE
tripm@compusultinc.com

ARKANSAS
Arkansas #33
Where: Baldwin & Shell
1000 West Capital Avenue
Little Rock - 72201
Date: 3rd Friday; Time: 12:00 PM
Meeting Contact: Chuck Garrett, CPE
cgarrett@baldwinshell.com

NW Arkansas #79
Where: To Be Determined
Bentonville
Date: TBD; Time: TBD
Meeting Contact: Carrie Morones, CPE
aspe.carri@gmail.com

CALIFORNIA
Los Angeles #1
Where: The Barkley Restaurant
1400 Huntington Drive
South Pasadena - 91910
Date: 4th Wednesday, Jan. - Oct.
Time: 6:00 PM Social Hour
Meeting Contact: Bruce Danielson
lalotaspe@outlook.com

Silicon Valley #55
Where: Varies
To Be Determined
To Be Determined
Date: Varies; Time: Varies
Meeting Contact: Alan Jacobs, CPE
alan.jacobs@blafch.com

Golden Gate #2
Where: AIA East Bay
1405 Clay Street
Oakland - 94612
Date: 3rd Wed.; Time: 6:00 PM Social Hour
Meeting Contact: Jeremiah Newens
jn ewens@southlandind.com

Orange County #3
Where: Ayres Hotel
325 Bristol Avenue
Costa Mesa - 92626
Date: 2nd Wed.; Time: 5:30 PM
Meeting Contact: Ron Svarc
president@aspe-oc3.org

San Diego #4
Where: To Be Determined
San Diego
Date: 3rd Tuesday; Time: 5:30 PM
Meeting Contact: Mike Moyers, CPE
michael.moyers@bestinteriors.net

Sacramento #11
Where: Rancho Cordova City Hall
2729 Prospect Park Drive
Rancho Cordova - 95670
Date: 2nd Friday; Time: 12:00 PM
Meeting Contact: Bryan Hall
bryan.hall@vanir.com

COLORADO
Denver #5
Where: To Be Determined
To Be Determined
Denver
Date: 2nd Tuesday; Time: 5:00 PM
Meeting Contact: Paul Jonez
pjonez@gtc1.net

CONNECTICUT
Nutmeg #60
Where: Back Nine Tavern
245 Hartford Road
New Britain - 06053
Date: Varies; Time: 6:00 PM
Meeting Contact: Harrison Levy
klevy@petraconstruction.com

Yankee #15
Where: To Be Determined
To Be Determined
Stratford, CT
Date: TBD; Time: TBD
Meeting Contact: Gregory Williamson, CPE
gwilliamson@bondbrothers.com

DELAWARE
Delaware #75
Where: To Be Determined
To Be Determined
Wilmington
Date: 2nd Wednesday; Time: 5:30 PM
Meeting Contact: Estel Taylor
etaylor@albireoenergy.com

DISTRICT OF COLUMBIA
Greater D.C. #23
Where: Jacobs
1100 North Glebe Road, Suite #12
DC
Date: 3rd Thursday; Time: Varies
Meeting Contact: Maurice Touzard, CPE
mtouzard@gmail.com
ASPE CHAPTER MEETINGS (CONTINUED)

▶ FLORIDA
Tampa Bay #48
Where: Grillsmith
612 N. Dale Mabry Highway
Tampa - 33607
Date: 3rd Wed.; Time: 5:30 PM
Meeting Contact: Jim Cummings
jimm.cummings@jedunn.com

Gold Coast #49
Where: To Be Determined
West Palm Beach
Date: TBD; Time: TBD
Meeting Contact: Carri Morones, CPE
carri.carri@gmail.com

Orlando #50
Where: To Be Determined
Orlando
Date: TBD; Time: TBD
Meeting Contact: Danny Chadwick, CPE
dkchadwick@bellsouth.net

▶ INDIANA
Central Indiana #59
Where: To Be Determined
Indianapolis
Date: 3rd Thursday; Time: Varies
Meeting Contact: Matt Burress
m buoyess@performanceservices.com

Old Fort #65
Where: To Be Determined
Fort Wayne
Date: Last Thursday; Time: Varies
Meeting Contact: Phillip Salisbury, CPE
psalisbury@blundall.com

▶ IOWA
Quad Cities #71
Where: To Be Determined
Davenport
Date: Varies; Time: Varies
Meeting Contact: Keith Parker, CPE
keithparker@circlebco.com

Greater Des Moines #73
Where: To Be Determined
Des Moines
Date: 1st Thursday; Time: Varies
Meeting Contact: Ray Conway
aspe ia.73@gmail.com

▶ GEORGIA
Atlanta #14
Where: Sage Woodfire Tavern
4505 Ashford Dunwoody Road
Atlanta - 30346
Date: 2nd Mon.; Time: 11:30 AM Social Hour
Meeting Contact: Clinton Aldridge
clinton.aldridge@skanska.com

▶ ILLINOIS
Chicago #7
Where: Barbakoa Tacos & Tequila
1341 Butterfield Rd
Downers Grove - 60515
Date: 3rd Thurs.; Time: 6:00 PM Social Hour
Meeting Contact: Bryan Mixer, CPE
bmixer_rvc@msn.com

▶ LOUISIANA
New Orleans #9
Where: To Be Determined
New Orleans
Date: TBD; Time: TBD
Meeting Contact: Carri Morones, CPE
carri.carri@gmail.com

▶ MASSACHUSETTS
Boston #25
Where: Maggiano’s Little Italy
4 Columbus Avenue
Boston - 02116
Date: 3rd Wed.; Time: Varies
Meeting Contact: Erick Vargas
evargas@garlandboston.com

▶ MICHIGAN
Detroit #17
Where: Visit www.aspe17.org
To Be Determined
Detroit
Date: 3rd Tuesday; Time: 5:15 PM
Meeting Contact: Gerald McClelland
gmcclelland@auchoconstruction.com

Western Michigan #77
Where: To Be Determined
Grand Rapids
Date: Varies; Time: Varies
Meeting Contact: Mike Alsgaard, CPE
m aalsgaard@ftch.com

▶ MAINES
Maine #37
Where: Woodard & Curran
41 Hutchins Drive
Portland - 04102
Date: 1st Wednesday; Time: Varies
Meeting Contact: John Brockington, CPE
jbrockington@woodwardcurran.com

▶ MARYLAND
Baltimore #21
Where: To Be Determined
Baltimore
Date: Varies; Time: Varies
Meeting Contact: Clint Townshend
citownshend@phoenix-eng.com

▶ LOUISIANA
New Orleans #9
Where: To Be Determined
New Orleans
Date: TBD; Time: TBD
Meeting Contact: Carri Morones, CPE
aspe.carri@gmail.com
ASPE CHAPTER MEETINGS (CONTINUED)

► MINNESOTA
Viking #39
Where: Varies
To Be Determined
St. Paul
Date: Varies; Time: Varies
Meeting Contact:
Keith Parker, CPE
keithparker@circlebco.com

► MISSOURI
St. Louis Metro #19
Where: Varies
To Be Determined
St. Louis
Date: Varies; Time: Varies
Meeting Contact:
Keith Parker, CPE
keithparker@circlebco.com

Heartland #32
Where: Uncle Buck’s Grill or Bass Pro Shops
See Meeting Contact
Date: 3rd Thursday; Time: 5:30 PM
Meeting Contact:
Gregory Wienberg, CPE
gmwfam5@gmail.com

► NEVADA (CONTINUED)
Las Vegas #72
Where: Varies
To Be Determined
Las Vegas
Date: 2nd Thursday; Time: Varies
Meeting Contact:
Chuck James, CPE
wj@clarkcounty nv.gov

► NEW JERSEY (CONTINUED)
Garden State #26
Where: The Appian Way Restaurant
619 Langdon Street
Kenilworth
Date: Varies; Time: Varies
Meeting Contact:
Jeffery Senholzi
costnav@ptd.net

► NEW MEXICO
Roadrunner #47
Where: Fiestas Restaurant
4400 Carlise Boulevard NE
Albuquerque - 87107
Date: 1st Wed.; Time: 5:30 PM Social Hour
Meeting Contact:
Jimmy Sample, CPE
jimmy.sample@bixbyelectric.com

► NEW YORK (CONTINUED)
Western NY #77
Where: To Be Determined
To Be Determined
Rochester
Date: TBD; Time: TBD
Meeting Contact:
Gregory Williamson, CPE
gwilliamson@bondbrothers.com

New York #10
Where: To Be Determined
To Be Determined
New York City
Date: Varies; Time: Varies
Meeting Contact:
Bruce Schlesier, CPE
bruce_schlesier@msn.com

► OHIO
Buckeye #27
Where: Varies
To Be Determined
Columbus
Date: Varies; Time: Varies
Meeting Contact:
Keith Parker, CPE
keithparker@circlebco.com

Southwestern Ohio #38
Where: Varies
To Be Determined
Cincinnati & Northern Kentucky
Date: 3rd Thursday; Time: TBD
Meeting Contact:
Ileen Davisson
ileen.davisson@modspace.com

► OKLAHOMA
Landrun-OK City #80
Where: Ingrid’s Kitchen
3701 North Young Boulevard
Oklahoma City - 73112
Date: 1st Wed.; Time: 11:30 AM Social Hour
Meeting Contact:
Phyllis Battle
pbattle@preconstructionservices.com

► OREGON
Columbia-Pacific #54
Where: University Place
310 W. Lincoln Street
Portland - 97201
Date: 3rd Tuesday; Time: 5:30 PM
Meeting Contact:
Craig Welburn
cwellburn@cherrycityelectric.com

► NEVADA
Reno #12
Where: To Be Determined
To Be Determined
Reno
Date: Varies; Time: Varies
Meeting Contact:
Stacie Flynn
staciewflyn@gmail.com

Empire State #42
Where: Athens Restaurant
1814 Western Avenue
Albany - 12203
Date: Varies; Time: Varies
Meeting Contact:
James Madison, CPE
jmadison1@gilbaneco.com

► NEBRASKA
Great Plains #35
Where: To Be Determined
To Be Determined
Omaha
Date: Varies; Time: Varies
Meeting Contact:
Keith Parker, CPE
gmwfam5@gmail.com

► NEW YORK
Empire State #42
Where: Athens Restaurant
1814 Western Avenue
Albany - 12203
Date: Varies; Time: Varies
Meeting Contact:
James Madison, CPE
jmadison1@gilbaneco.com

► NEW MEXICO
Roadrunner #47
Where: Fiestas Restaurant
4400 Carlise Boulevard NE
Albuquerque - 87107
Date: 1st Wed.; Time: 5:30 PM Social Hour
Meeting Contact:
Jimmy Sample, CPE
jimmy/sample@bixbyelectric.com

► NEW YORK
New York #10
Where: To Be Determined
To Be Determined
New York City
Date: Varies; Time: Varies
Meeting Contact:
Bruce Schlesier, CPE
bruce_schlesier@msn.com
ASPE CHAPTER MEETINGS (CONTINUED)

➤ PENNSYLVANIA
Greater Lehigh Valley #41
Where: To Be Determined
To Be Determined
Allentown
Date: TBD; Time: TBD
Meeting Contact: Gregory Williamson, CPE
gwilliamson@bondbrothers.com

Three Rivers #44
Where: To Be Determined
To Be Determined
Pittsburgh
Date: TBD; Time: TBD
Meeting Contact: Kevin Sheahan
kevin.sheahan@aecom.com

Philadelphia #61
Where: To Be Determined
To Be Determined
Philadelphia
Date: 3rd Wednesday; Time: Varies
Meeting Contact: Jay Kellogg, CPE
jaykellogg@kel-con.com

Central Pennsylvania #76
Where: Loxley’s Restaurant
500 Centerville Road
Lancaster - 17601
Date: 2nd Wed.; Time: 6:00 PM Social Hour
Meeting Contact: Dan Dennis, CPE
dd@EGSConstruction.com

➤ TEXAS
Houston #18
Where: Spaghetti Westerns
1608 North Shepherd
Houston - 77007
Date: 2nd Monday; Time: 6:00 pm
Meeting Contact: Dennis Pyland
dennis.pyland@gmail.com

Rio Grande #40
Where: Ray’s at Pershing Inn
2909 Pershing Drive
El Paso - 79903
Date: 1st Thursday; Time: 6:00 PM
Meeting Contact: Rodolfo Barba, CPE
rodolfobarba1@gmail.com

Dallas/Ft. Worth #43
Where: See Chapter Website
To Be Determined
Varies: N. Dallas/Mid-Cities/Grapevine
Date: Varies; Time: Varies
Meeting Contact: Rick Wyly, CPE
rick@buildcostcontrol.com

➤ WASHINGTON
Puget Sound #45
Where: Best Western Executive Inn
200 Taylor Avenue North
Seattle - 98109
Date: 3rd Tuesday; Time: TBD
Meeting Contact: Mike Booth
mike.booath@msn.com

➤ UTAH
Great Salt Lake #51
Where: Varies
To Be Determined
Salt Lake City
Date: 3rd Thursday; Time: Varies
Meeting Contact: Phil Capell, CPE
president@aspe51.org

➤ TENNESSEE
Middle Tennessee #34
Where: Adventure Science Center
800 Fort Negley Boulevard
Nashville - 37203
Date: 1st Friday; Time: Varies
Meeting Contact: Ricky Sanford
rsanford7159@gmail.com

➤ VIRGINIA
Richmond #82
Where: Baskervill
101 South 15th Street, Suite #200
Richmond - 23219
Date: 4th Wednesday; Time: 5:00 PM
Meeting Contact: Mark Pitts
mark@haleyshope.net

Please Note: Information is subject to change. Report changes in your Chapter’s information with an email to jennifer@ASPEnational.org
ASPE CORE VALUES

EDUCATION:
ASPE educates and mentors professional estimators for the sustainability of the construction industry.

PROFESSIONALISM:
ASPE promotes the lifelong pursuit of excellence and credibility in professional estimating.

FELLOWSHIP:
ASPE develops a fellowship of professional estimators that connects and leads the construction industry.