AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS

ESTIMATING TODAY

SPECIAL EDITION 2018

Developing the Next Estimator
2018 Summit Recap
**ASPE**

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Thank you to the many presenters, attendees and ASPE staff who made this 2018 Steel City Summit meeting in Pittsburgh our best one ever.

Highlighted here are photos from the Wednesday Welcome Reception on June 27.
Distinguished industry field experts addressed this year’s ASPE Summit attendees with thoughtful insights about the challenges facing today’s estimators. Each speaker presentation offered keen observations, and a road map for action to highlight specific concerns, and make recommendations for future action. Below is a list of the seminars in the order they were delivered.

2018 Steel City Summit Agenda

THURSDAY, JUNE 27
Keynote Speaker: Building a Career of Building Others – Mark Breslin
Quantity Surveying: Introduction, Architectural, Structural, MEP – David Hudd
Presentation: On Center Software – Katie Pickard
Tech Tools I: Drone Deploy – Andy Putch
RACI: Taking a Project from Conceptual Estimate to Completion – Brian Wright, CPE
Tech Tools II: Trimble – David Burczyz and Bryan Williams
Tech Tools III: iPlan Tables – Kevin Rowe

FRIDAY, JUNE 28
Harness Your Strenths and Never Let Go! – Brent O’Bannon
Building a Succession Plan, Mentoring Your Replacement – Scott Lesnick
Presentation: Sage Software – Walt Davis and Michael Marques
Passion: The Ultimate Differentiator – Evans Nwankwo, CPE
Improv Skills for Workplace Communication + Team Building – Steel City Improv

SATURDAY, JUNE 29
Fiduciary Responsibility in Estimating – Ujval Vyas
The Future is Now – James Benham
State of the Society – Board of Directors
Building a Career of Building Others

"In society today, transformational thinking and behavior accounts for rapid change and development in the individual, the teams, and the organization where one works. Transformational thinking occurs when serious thought is invested and the ripple effect that one has on fellow workers, work procedures, productivity, and profit."

KEY TAKEAWAYS

• Creating an acute awareness that personal and professional decision making will define opportunity, earnings, growth and one’s career legacy.

• Understanding self-directed behavior and how to create your own direction, even when challenged by a culture that does not always support it.

• Utilizing positive communication in the enhancement of teamwork and improvement of processes and productivity.

• Promoting mentorship and generational informational exchange; especially in different phases of one’s career.

RESOURCES

www.breslin.biz/store
QUANTITY SURVEYING: Introduction, Architectural, Structural and MEP

“Our vision has quickly become our passion, improving quality of life. Guided by five core values, combined with five keystone behaviors, we are building a unique culture where focusing on our people and working as one team delivers innovation, excellence and client success.”

1. People First  4. Collaboration
2. Integrity  5. Sustainability
3. Client Success

KEY TAKEAWAYS
• Understand the Client’s objectives
• Understand the program
• Understand the primary cost drivers
• Align the budget with expectations
• Benchmark and adjust for market
• Manage the cost
• Avoid wishful thinking

RESOURCES
www.arcadis.com

David Hudd
Arcadis • arcadis.com

With 30+ years of experience in the building profession, along with a background in engineering, his extensive experience includes analyzing projects by functional component, cost planning through stages of design, preparing bills of quantities, evaluation of change orders, and post-contract management control. David has led over 400 projects and is an advocate and facilitator for integrated design.

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DroneDeploy connects the physical and digital world. We prove the value of drones for today’s builders with increased efficiency, safety, productivity, and communication. We are the world’s leading cloud-based software platform for commercial drones.

**KEY TAKEAWAYS**

- Get an aerial perspective in real time
- Survey sites on demand
- Gather higher quality data to produce bids
- Improve your planning workflow
- Integrate drone data into your existing workflow
- Automate site documentation

Drones are quickly becoming the go-to tool for capturing site intelligence during the construction estimation process. Today’s drone software is improving workflows, increasing safety, and boosting efficiency on the job site—all while delivering higher quality data in the form of drone map and 3D models. Andy Putch, Product Manager of DroneDeploy—the leading software platform for commercial drones—shares his experience helping estimators around the world put drones to work.

**Andy Putch**

**DroneDeploy • dronedeploy.com**

Drones are quickly becoming the go-to tool for capturing site intelligence during the construction estimation process. Today’s drone software is improving workflows, increasing safety, and boosting efficiency on the job site—all while delivering higher quality data in the form of drone map and 3D models. Andy Putch, Product Manager of DroneDeploy—the leading software platform for commercial drones—shares his experience helping estimators around the world put drones to work.

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Positioning-centric information is changing the way people, businesses and governments work throughout the world. By applying Trimble’s advanced positioning solutions, productivity increases and safety improvements are being realized.

Though best known for GPS technology, Trimble integrates a wide range of positioning technologies including GPS, laser, optical and inertial technologies with application software, wireless communications, and services to provide complete commercial solutions. Its integrated solutions allow customers to collect, manage and analyze complex information faster and easier, making them more productive, efficient and profitable.

Trimble products are used in over 150 countries around the world. Employees in more than 35 countries, coupled with a highly capable network of dealers and distribution partners, serve and support our customers.
tech tools #3: iPLAN TABLES

“iPlanTables started building touchscreen workstations in 2010. Our team has over 90 years in the construction information management business and set off to create, first a replacement for paper, then a refinement that far surpasses paper workflows. iPlanTables creates a true full size plan sheet experience, with all the softwares in the industry. iPlanTables now operates in over 40 states, Canada and China.”

KEY TAKEAWAYS
• Expanded Work Area
• Touchscreens improve the human experience ... touch is instinctive
• Project information retrieval happens in seconds
• iPlanTables come with industry leading collaboration, mark-up, and project management tools

Kevin Rowe
iPlanTables • iplantables.com

Think of an iPlanTables workstation as the world’s largest tablet. Incorporating touch-screen navigation power with full size keyboard advantages, and you have a tabet, laptop and desktop in one.

1603 Capitol Avenue
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“Responsible PM, Accountable Stakeholder, Consulted CPE, Informed CFO. These four cornerstones define “RACI”, a Responsibility Matrix, and form the foundation for our training and change management. We understand that hands-on is how we learn. A real example session creating a RACI responsibility matrix that you can take back to implement immediate culture change in your company.”

**KEY TAKEAWAYS**

- Creating a Responsibility Matrix for education and process improvement
- Change Management
- Creating a High Performing Team
- Culture Change

**Brian Wright, CPE**

Chair, ASPE Education Committee

Brian Wright is the Chief Estimator & Coach Trainer at JLL for an over 60 person Construction Team covering a Worldwide High Tech account with his territory of North and South America. Brian holds two training sessions a month for his entire Team. As the Chair of the ASPE National Education Committee, Teacher at ASU, Certified Professional Estimator, Mechanical Engineer & Sr. PM, Brian has real world current experience Performing, Coaching, Mentoring and Communicating with all aspects of Teams within the construction community.

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KEY TAKEAWAYS

• Learn to appreciate and value your personal and professional genius.
• Learn to drive the right strength, at the right speed, at the right time.
• Learn to craft your leadership brand promise statements and how to promote yourself.
• Learn how to form complimentary partnerships and grow strong teamwork.

"Selling Strengths has been hailed by industry experts as a breakthrough in the art of turning unused talents into business revenue. You are challenged to take a look at what you are especially good at and then actively insert those God-given talents. Stop hiding your genius. In fact, stop selling in the traditional sense. Instead, do more of what comes naturally and watch your client acquisition rates soar."

HARNESS YOUR STRENGTHS AND NEVER LET GO!
STRENGTHS FINDER 2.0, from Gallup

Master coach Brent O’Bannon is a world renowned coach, speaker, and workshop leader. "I was studying positive psychology and a business coach introduced me to StrengthsFinder. Just reading my customized report ignited a transformation in my personal development, my career, and my purpose. Over the next several years I then built a niche as a strengths based coaching business."
Building a Succession Plan: Mentoring Your Replacement

"What happens if someone: Leaves for another opportunity? Wins the lottery? Suddenly moves or retires? Or dies unexpectedly like Steve Jobs, Kate Spade, Harry V. Quadracci and Gianni Versace to mention a few high-profile examples. Take Time TODAY to create a succession plan!"

KEY TAKEAWAYS

Succession Planning
- Start early! The need to plan early and the benefits of doing so
- Develop your future leaders before their manager retires
- Understand the importance of a structured transition plan and how to build one

Mentoring Your Replacement
- Uncover the importance of Mentoring - Why it works
- Discover and understand the Mentoring process
- Discover the 4 main benefits of Mentoring
- 5 things your Mentoring program must have

Retention Planning
- Company wellness program
- Flexible Scheduling
- Vacation
- New role
- Training

Scott Lesnick
Successful Business Solutions
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Scott Lesnick is a high content international keynote speaker who is motivational, instructional and educational in style and tone. He presents powerful keynotes and interactive breakout sessions and is a consultant and author. His motivational, educational and inspirational messages center around topics including: mentoring, increasing productivity, succession planning, HR, generational and cultural inclusion, excellence in leadership, administrative excellence, and healthcare professional development.

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Carri Morones

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Michael Gray

Deanne Goodlaxson
SAGE Software

"No matter where your business fits into the building lifecycle—from new construction to specialty or subcontracting—Sage offers a solution to fit your needs. Our construction solutions are backed by more than 45 years of experience and award winning support. Sage provides solutions to streamline processes and enhance communication and collaboration with project partners."

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On Center Software

"Our products change the world and the lives of the people who build it. We approach clients as if we are an extension of their team."

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Pipeline Suite

PipelineSuite Bid Management Software allows you to send out bid invitations and addenda in a fraction of the time of other methods. Your data stays private.

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Stefanie Klein,
Katie Pickard

Rick Dill
LISTEN.  Often we are so concerned with being heard that we forget to listen. Truly listening is hard; but by staying in the moment, we discover a world of possibilities.

COMMIT.  Accepting others’ ideas is difficult, but committing to our own ideas can be an even bigger challenge. With improv training, we learn to break through the inner critic that normally stops us.

PLAY.  With a sense of play, we find an endless sense of possibility and inspiration. When our teammates have that same sense of imagination, it makes the word “failure” seem less scary and more exciting.
PASSION: The Ultimate Differentiator

"My success story is a testament to the transformative power of education. Our house in rural Nigeria was burned to the ground displacing my parents and 13 siblings. We migrated south, and managed to survive. When Texas A&M accepted me, I jumped at the chance to study in the U.S. I developed a passion for estimating and I founded my own construction company many years later. My success has allowed me to invest in others through mentoring, job opportunities and community services. In 2007, I started the NuWay Foundation transforming lives with healthcare, access to clean water and education. My advice to my twin sons:

Don’t limit your challenges. Challenge your limits."

KEY TAKEAWAYS
• Hard work can overcome daunting odds.
• Family and community nurture success.
• Challenges build character and resilience.
• Always go above and beyond.
• Adding value to others is real success.

Evans Nwankwo, CPE
Megen Construction Company • meganconstruction.com

In 1993, Evans founded Megen Construction Company in the basement of his home. From that start, and his first $350,000 project, Megen Construction has grown to over 30 construction professionals managing construction projects valued at over $65 million.

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Sara Collins

Eric Soriano, Peter Hamilton

Larry Hendrick, Tyler Kleinsasser

Victoria Colon-Lopez, Shawn Buckwalter

Earl Rosenow, Dexter Murphy, Jim Hanna

Severino DePasquale

Phil Salisbury
The Future is Now

"Construction is the world’s oldest industry, and technology is disrupting it. We invest a meager 1% of annual corporate revenue despite the fact that profitability hinges on the smart use of the hundreds of time-saving technology tools available right now. Everything from targeted software to robots and artificial intelligence stand ready to serve our needs, free our professionals from time-consuming paperwork, dramatically increase efficiency, and deliver a better final product. It’s time to get on board."

KEY TAKEAWAYS

• Calculating the enormous costs of inefficiency
• Converging The Cloud, Big Data & Machine Learning
• Less Writing, More Talking and Auto Tagging
• Using Artificial Intelligence & Machine Learning for DesignMedia Reviewer
• Transforming the plan file

• Using drones for everyday tasks
• Wearables & Trackables: If you can’t measure it, you can’t manage it
• Scanning the Built Environment using Laser, Photo, IDepth Sensors & Photogrammetry
• Prefab, Robotics & 3D Printing: Tools, Parts and Buildings

See dozens of examples of how to identify inefficiencies, estimate their costs, and apply technology innovations to every aspect of the construction business (jbknowledge.com)

James Benham
JBKNOWLEDGE • jamesbenham.com

James brings innovation, ideation and a passion for geeking out to create a stronger, better equipped construction industry. He knows how to push the limits with technology, get even the most hesitant of adopters on board, and create a culture of research and development.

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American Society of Professional Estimators • ASPEnational.org
"Architecture and the building sciences are about to undergo a difficult transition. No longer can licensed architects escape the duties of a 21st century licensed learned professional. It is the licensed professional’s duty to provide objective information to protect the decision-making integrity of the principal, and guard the principal’s’ interests first.”

KEY TAKEAWAYS

• The definition of "Professional Services" may exclude claims of a fiduciary nature.
• Licensed professionals cannot contract out of fiduciary duties.
• The fiduciary duty is not an expansion of the contract. It is constitutive of the delivery of the professional services.
• Damages are calculated differently for fiduciary duty breaches than for tort or contract breaches.

Ujjval Vyas, PhD, JD
Alberti Group • Principal

Before becoming an attorney, Dr. Vyas taught architectural history, theory, design and ethics at both the graduate and undergraduate levels in the United States and Canada. He has lectured and published extensively on sustainable building and construction risk management.

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Estimating Today • 2018 Steel City Summit Issue
With personal and project achievements to honor, the 2018 ASPE Awards Dinner celebrated deserving Members, Projects, and Students.
ASPE was a founding supporter of the American Institute of Constructors (AIC) program in 1996. Constructor Certification raises the standards of professional practices across the industry.

American Institute of Constructors (AIC)
Constructor Certification Commission

Founded in 1971 AIC is dedicated to promoting professionalism and excellence of the individual constructors. It provides education, networking and career advancement opportunities for its Members.

To date over 25,000 individuals have sat for the Level I examination and 1,200 have sat for the Level II examination. AIC Exams are given at over 70 locations, increasing yearly, many of which are Universities. CPC exams are given at a network of testing centers across the country.
Q and A with Kevin …

What motivated you to join ASPE? How has it furthered your career?

I was inspired to join ASPE in 1988. I received a formal education in construction management in 1974 from CalPoly Pomona. While I was there Jim ApRoberts CPE with ASPE taught me my first estimating class. I estimated various building and heavy engineering projects prior to joining ASPE. What got me committed was the thought of being recognized among the contractors, subcontractors, owners, architects and engineers in the construction industry. In talking to these people, I needed to represent professionalism and ethical behavior in serving an industry I love. My vocation started early in life building a playhouse for my sister when I was four years old. I went to Don Bosco Technical Institute as an adolescent learning all the trades. I am committed to educating others all about construction.

What is the biggest challenge facing ASPE?

Marketing. The Department of Labor has registered over 115,000 construction estimators in the United States. We need to do more to increase the awareness of ASPE. The aspect of ASPE that continues to inspire me is education. We represent the best the construction industry offers. We are now working to implement estimating as a profession in university curricula. My vision is for bonding companies to recommend CPE’s as risk managers. Perhaps one day there would be a CPE stamp alongside the corporate seal when submitting a bid to a government entity.

What is our responsibility as ASPE Members?

To promote professionalism, education and fellowship. A core ingredient to a successful ASPE Chapter is fellowship and fun. I recommend a “Joy of Bocce” fund raiser and a Poker Tournament once a year. These activities generate funds to your Chapter to promote all important educational events and scholarship programs.

Your advice to current and future estimators?

I think a CPE in the court of law is better equipped to answer questions as an expert witness in constructability reviews and estimating knowledge. I like Mike Carringer’s comment years ago, “If you estimate a project as a CPE, be prepared to go out build it.” Always remember in the beginning there is the estimate. May all your estimates be good ones.
Q and A with Ron ...

Can you share with us a little about your commitment to Standards?

The ideal of Standards is something I am committed to both personally, as well as professionally. Personally, a day does not go by where I don’t evaluate if my actions were sincere, honest, and ethical; and if I erred, how can I correct myself to be a better person tomorrow.

On a professional level, I have had the pleasure of serving on the ASPE Standards Committee for three terms and was Committee Chairperson for publication of the 8th Edition of the Standard Estimating Practice Manual (SEP). My fellow committee members were as committed as I to publishing a manual which could be used as a means for preparing detailed, accurate cost estimates in a standardized format. These volunteers put in many hours revising and updating the SEP and should all be recognized for their efforts to both ASPE as well as the construction industry as a whole.

What is the biggest impact of the implementation of Standards (ethics, integrity, values, and ideals) across estimating has made in your career?

As a Licensed Professional Engineer, I am bound by the Society’s Code of Ethics. As one could summarize, there are many similarities between the Engineer’s Code and the ASPE Code of Ethics. Having been brought up in the construction industry, my father, who never read either code, was still able to instill within me the values of what these documents are all about. Above all, the two greatest impacts Standards have had on both my professional, as well as personal life, is to always try and produce the best end product I possibly can; and when put in a position where my ethics or integrity may be compromised, do the right thing. Even if the result may hurt my professional career.

What is the greatest challenge facing the industry in regards to Standards?

Since the Great Recession of 2009, many of our fellow seasoned construction professionals have left the industry. With their departure, as well as society’s increased appetite for everything digital, the idea of face-to-face interaction in order to develop personal relationships and trust have been replaced with e-mails, text messages, etc. This lack of human interaction makes it very easy to ignore personal commitments, integrity, and values with your clients and fellow construction professionals. For example, you can’t look a person in the eye and know you have each other’s trust to do the right thing when your interactions are via a computer.
Can you share with us a little about your commitment to Education?

I suppose my strong attitude about estimating education stems from the fact that nobody needs a license from the government, or even a college degree, to practice construction estimating, or even hold the title of construction estimator. Nevertheless, to do it at a high level requires us to have many of the same skills that licensed professionals must have, such as architects, engineers, land surveyors, accountants, and even lawyers. It’s not just the technical skills we must share, but it’s also the communication skills too, like writing, speaking, and presenting, that allow others to believe in our abilities to calculate costs and have our employers and clients make financial decisions based on the work we do. We must continue making ourselves better estimators by learning new things, re-learning what we think we already know, and keeping our minds sharp and open to new ideas and technologies that will help us develop professionally at a rate where the users of our work output will continue to trust us to do our important work. This is the same reason I am a firm believer in ASPE’s Certification Program. It is a way to set ourselves apart in a highly technical, and competitive, world.

Can you share with us one of your favorite Educating moments and why?

I enjoy receiving messages from my former students telling me about their careers in construction. Every teacher makes a difference in the lives of their students, but most never really know the extent to which that is true, so the unexpected moments of outreach from former students let us know that we remain in their minds, months or years later. Hopefully something we taught them has remained as well, and has served them in their careers, but the simple act of an email or phone call from a former student is golden.

What do you think the role of Education will play in the future of estimating?

It will continue to be of paramount importance, even more so than it has been. Estimators aren’t just takeoff people or spec readers; we are well rounded professionals who must be technically oriented but also human oriented as well. We are risk analysts but also therapists, in a manner of speaking. We must deliver cold hard facts while understanding the way our news will be received. We must be correct, but also convincing. We must be willing to accept that we might be wrong, but also forgiving when dealing with the mistakes of others. I would like to see estimating education evolve to include topics related to understanding human nature, as well as understanding new ways of doing the technical work.
ADE Construction Consultants was retained by the design architect to provide independent construction cost management during the design processes of this new business center. This unique project began with an estimated budget of $4,500,000 and consisted solely of a 20,000 square foot facility and a small warehouse. By the end of the schematic design, the client re-evaluated needs of the facility; and the original office facility doubled in size, the warehouse was expanded, a lighted truck canopy in the rear area of the site was added, and a large parking area for future expansion was included.

The redesigned facility included a two story, 43,000 square foot office space, warehouse facility of 10,000 square feet, fleet building of 2,400 square feet, and a lighted truck canopy of 10,700 square feet. The site included 8.5 acres for parking and truck areas designed for large turning areas. As in most sites, retention areas were required with water quality control structures in place. Other site improvements included outdoor courtyards, seating areas, and landscaping with numerous accent trees.

The exterior skin of the project included brick veneer, metal mesh screens, and composite metal panels. This was easily accomplished with a structural steel frame with concrete slabs. An outdoor garden on the roof was a late addition.
In San Diego, California, the new Terminal 2 Parking Plaza will serve as a gateway and become the first encounter for a traveler as their airport experience begins. Co-located at the Airport with the Airport Authority and under the leadership of Swinerton Builders’ Design-Build Parking Structure Experts, a collaborative design-build process is under way.

The project site is over 9 acres in size. The Parking Plaza will be over 1,000,000 sf in total parking structure area, containing over 3,000 parking spaces. It includes off-site improvements consisting of parking lot reconfigurations, utility relocations and connection into the existing campus. The project has gone through extensive environmental review through the California Coastal Commission and the Design-Build team is mitigating the environmental concerns through the design because of the close proximity to San Diego Bay.

**UNIQUE ASPECTS:**

- Concrete Construction
- Design-Build Delivery
- Included Utilities & Offsite Improvements
- Including Road & Intersection Improvements
- Phased Construction
In today’s highly competitive, escalating construction market, innovation is critical. It sets one firm, and project, apart from another. And it begins with creative, out-of-the-box thinking. Enter Folia: a turn-key approach to collaborative building. Just five (5) years in the making, Folia was developed by Blach Construction, Quattrocchi Kwok Architects (QKA) and structural engineering firm Gregory P. Luth & Associates (GPLA). What resulted is a pre-engineered building that blends the best of modular and custom construction, and has three (3) patents pending. Steel-framed and two-stories high, Folia was designed to be built quickly and efficiently.

When Fremont Union High School District identified their need for a new, custom science and classroom complex at Cupertino High School, a Folia Complex of three buildings was delivered at an accelerated pace and well within the District’s budget. Thanks to its inherent innovation aspects.

- Integrated Team
- Building Efficiencies
- Technologically-Driven
- Flexible

We could easily deliver a “Folia Complex” of three buildings at an accelerated pace and well within budget – thanks to its inherent innovation.
More 2018 ASPE Pittsburgh Steel City Summit Photos

Peter Hamilton, Hannah Neil, Andy Putch

Carmen Haas, Frank Haas

Terry Parker, Keith Parker

Rick Cormier, Tyler Haines, Bryan Schumacher

Sherry Workman, Paul Workman

Scott Hubbard

Nataly Perez, Gustov Choto
Outstanding Service & Performance

KRIS LARSON, CPE
In recognition of Outstanding Service and Performance to ASPE and the Northwest Region

JOSEPH FLEMMING, FCPE
In recognition of Outstanding Service to ASPE and Performance to the Certification Committee
Kevin R. Miller, 1968 – 2018

In recognition of Outstanding Service to ASPE and the Promotion of Educational Opportunities and Advancement

TINA COOKE

In recognition of dedicated effort and contributions made to ASPE
Outstanding Service & Performance

Chapter 55
Silicon Valley
Bronze Award
Accepted by
Alan Jacobs

Chapter 76
Central Pennsylvania
Bronze Award
Accepted by
John Bondarchuk,
Shawn Buckwalter,
Victoria Colon-Lopez,
Earl Rosenow
Chapter 7
Chicago Silver Award
Accepted by Bryan Mixer

Chapter 80
Landrun Gold Award
Accepted by Phyllis Battle

Chapter 5 – Denver
Gold Award
Accepted by Robert Pratt, Matt Rasmussen, Heather Boulanger, Chris Morton, Stacie Flynn, Eric Ross, Paul Jonez, Gary Beatty
Chapter 4
San Diego
Platinum Award
Accepted by
Frank Young

Chapter 47
Roadrunner
Platinum Award
Accepted by
Joshua Crooker-Flint
with Joe Flemming
Thanks to Sage Software for hosting the President’s Party at Pittsburgh’s PPG Aquarium on Saturday evening. Guests were treated to a performance by Steel City Improv Theater, and a delicious dinner buffet.
Marcene N. Taylor, CPE • President • Northwest MAL #90

Marcene Taylor, CPE conducts cost planning and analysis for a variety of different facility types specializing in healthcare, educational, civic, parks/recreation 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 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.

Bruce E. Schlesier, CPE • 1st President • New York • Chapter #10

Bruce Schlesier, CPE, LEED AP BD+C has over thirty years in commercial building construction. His focus on project estimating and controls has placed him in senior corporate leadership positions coast to coast and in Canada. Bruce currently serves as VP of Construction and Preconstruction for Hollister Construction Services in the greater New York City area. His project list over the years includes the largest developments in the US including casinos in Las Vegas, high-rises in New York City and the renovation of a nuclear power plant in Ontario Canada.

Bruce is actively involved in a number of professional organizations. ASPE is his passion. Bruce has served over the years in ASPE as a Chapter Director, member of the Standards Committee, Northeast Governor, and National Second Vice President of this Society.

Melvin D. Cowen, CPE • 2nd Vice President • Chicago #7

Mel Cowen, CPE started his estimating career in 1979 with a Kansas based GC firm. Throughout his career, Mel has worked for contractors who self-perform work from Division 1 through Division 33. The projects he estimated ranged from treatment plants and refineries, schools, CTA stations and rail lines, military installations, major projects for the Corps of Engineers, hospital/healthcare facilities and commercial office building. Mel has successfully estimated projects in 17 different states in the central and northwest United States. In addition to his association with ASPE, Mel is involved with ASA, CSI, Builders Association of Chicago, and is on the Curriculum Advisory Council for the College of Lake County, Illinois.

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

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. 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.
M. Chris Morton, FCPE • Appointed Treasurer • Denver #5

A Denver native, Chris Morton, FCPE received an Architectural Engineering degree from the University of Colorado at Boulder. He began his career in 1973 and has worked on numerous successful projects throughout the Denver metropolitan area. He joined Howell Construction in 2000 that has an annual volume of approximately $70 million as Chief Estimator. With his retirement on the horizon, Chris recently moved to a Senior Estimator position. He joined ASPE in 2001 and received his designation as a Certified Professional Estimator in 2004 and earned his designation as a FCPE in 2016. He has served as Chapter President 2004 - 2005 and 2012 - 2013. Chris served as the Northwest Regional Governor 2005 to 2009. He has also served on the Scholarship Committee since 2008 and as our National Treasurer since 2013.

Stacie Flynn • Incoming Northwest Governor • Denver #5

Stacie Flynn has been in the construction industry for 18 years, predominantly in the Denver market. Initially working in the commercial sector, Stacie headed up the pre construction department for a local general contractor. Stacie’s experience further extends to Higher Education, Municipal and mixed-use sectors as a Cost Manager for Cumming, has served over the years in ASPE as a Chapter Director, member of the Standards Committee, Northeast Governor, and National Second Vice President of this Society.

Larry Hendrick, CPE • Southwest Governor • Orange County #3

Doyle Phillips, FCPE is the Executive Vice President of Preconstruction for Southwest Larry Hendrick, CPE has been in the construction industry for 41 years with his California State General Contrator license. He owned and operated his own general contracting business for 23 years. Larry has worked for companies such as Balfour Beatty, Gilbane, and is currently employed by Swinerton Builders. He currently manages 22 estimators in 2 offices, Los Angeles and Irvine. Larry has been a member of ASPE since 1996. Larry was named Chapter President of the Year in 2006 and Estimator of the Year in 2007.

A. Keith Parker, CPE • Central Plains Governor
Central Indiana #59

Keith Parker, CPE has been in the construction industry for 41 years working his way through the ranks after 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 three children and eight grandchildren. When he is not at work, you will find Keith coaching a 4-H Shotgun program and 500 Flyers Youth Trapshooting Club.
Carri Morones, CPE • Incoming Southeast Governor • Orlando #50

Carri Morones, CPE has been working in the construction industry for more than 35 years. Her expertise is electrical estimating with projects including hospital/health care, mixed-use, educational/institutional, subway stations/tunnels, hotels, commercial offices and a multi-billion dollar resort hotel and casino in Las Vegas. Carri has worked in Los Angeles/Orange County, Central California, Las Vegas and currently works for Cupertino Electric, CA remotely from her home office in Florida.

Gregory Williamson, CPE • Northeast Governor • Boston #25

Gregory Williamson, CPE utilizes his 35 years of experience in the construction industry to collaborate early with clients and 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 with Bond Brothers, Inc.

Allan Hauck, Ph.D., CPC • Department Head + Professor
Construction Management • California Polytechnic State University

Allan Hauck has served as Construction Management Department Head and Professor at Cal Poly in San Luis Obispo, California since 2004 with 17 years of 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. Dr. Hauck received his Ph.D. from University of Maryland and a Master’s degree from Bowling Green State University. He has publishes in and serves as a reviewer for various academic Journals and Proceedings. He has been a Certified Professional Constructor since 1997 and served on the Board of Directors of the American Institute of Constructors. He has been active in the American Council for Construction Education for nearly two decades in numerous capacities and served on the Board of Trustees for ten years.

Ann Ludwig, MPP • Consultant

Ann Ludwig has proven success at consistently guiding public and private construction projects to completion on time and within budget. She is committed to environmental sustainability and strengthening county procurement and practices active, engaged team-based leadership that results in high worker/vendor performance. Ann retains a Bachelor of Arts in Political Science/Public Administration and Master in Public Policy from Harvard University.
Congratulations to

ASPE 2018 Scholarship Recipients

Derek Ryan
- Winnsboro, SC
- Clemson University
- Construction Science and Management

Darian D’Amato
- New Britain, CT
- Central Connecticut State University
- Construction Management

Blake V.N. Edlin
- Catoosa, OK
- John Brown University
- Construction Management

Tyler Kleinsasser
- New Huron, SD
- South Dakota School of Mines and Technology
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President’s Party – Friday, June 30
Pittsburgh PPG Aquarium
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Lunch – Thursday, June 28

On Center Software is a fast-paced, high energy construction software company focused on providing contractors industry-leading digital takeoff, estimating, and labor tracking solutions. There are over 40,000 users in more than 60 countries, and On Center Software is on a mission to turn winning bids into profitable projects.
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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.