How to Estimate the Cost of Exterior Wall Blown In Blanket System (BIBS)

The Hit & Myth of ADA Compliance®

A Week in the Life of the Professional Estimator
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As we prepare to begin our next year leading up to the Summit in Kansas City in June 2019, I am proud to introduce the theme for our next twelve months of programs. The theme for the 2016-2017 year was *The Art and Science of Estimating*. The theme for the year just capped off with the Pittsburgh Summit was *Developing the Next Estimator*. Our new theme is **Rocking the Roles – The Evolution of Preconstruction.**

Traditional roles in estimating have changed dramatically in recent years. Gone are the days where the estimator is the hermit at the back of the office sitting and doing takeoffs and crunching numbers all day. Estimators now lead teams specializing in conceptual estimating, advising on program and design, utilizing new tools and technology, and working directly with Owners. Estimators of today must balance not only technical expertise but also communication and management skills.

In ASPE’s role as the “construction industry’s leader and recognized authority in professional estimating,” it is our job to provide programs that attract new talent to the profession, further the development of current estimators, and help define what an estimator is. Please look for educational programs at the chapter, regional, and national levels to support the theme throughout the year.

As I begin the last year of my term as your Board President, I encourage you to let us know how we can better fulfill our Core Purpose.

Marcene N. Taylor, CPE
There is an often misconceived notion amongst property and business owners that the whole nasty issue of ADA compliance will go away. The belief goes something along the idea that some magic piece of legislation might come along that will drive the disabled access activists and serial plaintiffs into the barren wasteland of forgotten legislative missteps, and then they can then simply go on with the business of, well, making business.

In California, we are particularly susceptible to this myopic mirage; and every couple of years a “fix it” piece of legislation is passed and signed into law that is supposed to do just that – fix it. But in essence this never really happens; instead of focusing on the target, it simply moves the goal posts, leaving all the players to scurry and jockey for position. There are a multitude of reasons for this situation, much of which goes way beyond the scope of this article.

This issue is not about Democrat, Libertarian or Republican politics; it is simply about the American way. We do not discriminate. We are a nation of, to paraphrase Emma Lazarus’ immortal words emblazoned on the Statue of Liberty “…Give me your tired, your poor, your huddled masses yearning to breathe free…”

We in California are not alone. There are a gaggle of other states in which business and property owners are apparently stymied by ADA dragons and demons, states like Texas, Florida, and Alabama to name just a few. The latest bill in California that attempts to squeeze its ungainly bulk into that misshapen mold is SB1186, which was meant to reduce or even eliminate frivolous ADA litigation, except that the critical part, according to property owners and advocates, was left on the cutting room floor, namely the part about a notice period identifying alleged barriers at a property before a would-be plaintiff can sue.
This is not the first time where such a clause was omitted in the final bill, but in addition to this 'slip in the face,' another requirement crept in; namely Section 12 of SB1186, which essentially requires a property owner to disclose (from July 1, 2013), in the event of a sale, refinance or lease, if the property has been CASp inspected.

Section 12, Paragraph 1938 has been added to the Civil Code, to read:

“1938. A commercial property owner or lessor shall state on every lease form or rental agreement, executed on or after July 1, 2013, whether the property being leased or rented has undergone inspection by a Certified Access Specialist (CASp), and, if so, whether the property has or has not been determined to meet all applicable construction-related accessibility standards pursuant to Section 55.53”

This essentially impacts all non-residential leases from July 1, 2013, onwards. Not only does this impact the property owners, but the property managers as well, in that a failure to advise clients correctly could have legal ramifications and potential loss of business implications.

The inspection must be carried out by a CASp – not just any other party, which includes consultants who might otherwise be knowledgeable in all things ADA, but do not have the CASp certification.

Properties inspected by a CASp consultant have to be brought into compliance with all applicable accessibility standards as identified in the CASp report. This means additional costs for the owner, something they might not have budgeted for.

One could also envision other potential issues, such as the responsibility falling back on the owner for non-compliance issues in the actual tenant space and the cost of defending against litigation and indemnifying the tenants. In the past, owners would often require that the tenant indemnify them against ADA barriers in the tenant space, but now an owner handing over a space that is identified as not being in compliance has additional legal exposure should they not correct the alleged access barriers.

If a potential tenant is looking at renting and finds two properties that are the same, the prospective tenant who is savvy would likely go with the property that affords them the least exposure, i.e. the property that has been CASp certified and the identified barriers to access have been addressed.

If one reads into the possibilities that may evolve out of SB1186, it would appear that the long term implications seem to be leaning to all properties being CASp certified eventually, and hence, everything being compliant with all applicable accessibility standards. A similar situation can be found in residential real estate where an owner must get a termite clearance when selling a house.

In theory, this legislation all but eliminates the serial plaintiffs and their cadre, but for an unwary owner or property manager, this bill could spell disaster. So instead of things becoming simpler, they just got more complex. To complicate matters worse, if you include the conflicts between the new (2010) federal ADA and the current California Accessibility code, a property owner runs the risk of being in violation of one statute if they are in compliance with the other.

So what is an owner or property manager to do? Well, businesses in California have a valuable benefit, and it is called the CASp certificate. By having a property audited by a CASp inspector, not only is the property afforded certain "special legal rights" when it comes to litigation exposure, but the owner may have a window of time to address barriers that are more significant, and which carry a substantial fiscal impact.

So to sum up the situation, it would seem that the sane approach would be to get your property CASp certified. Don’t wait... just CASp it. ▲
Welcome to Our New Members

<table>
<thead>
<tr>
<th>NAME</th>
<th>COMPANY</th>
<th>CHAPTER</th>
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<tbody>
<tr>
<td>Michael Shannon</td>
<td>Shannon Diversified, Inc.</td>
<td>Los Angeles 1</td>
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<tr>
<td>Gus Oppermann</td>
<td>Arcadis</td>
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<tr>
<td>Christine Henkel</td>
<td>Bristol Alliance of Companies</td>
<td>Denver 5</td>
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<tr>
<td>Eric Peterson</td>
<td>Adolphson &amp; Peterson Construction</td>
<td>Arizona 6</td>
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<tr>
<td>Scott Goldenhersh</td>
<td>Schuff Steel Company</td>
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<td>Andrew Apostolik</td>
<td>Sundt Construction</td>
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<td>Michele Sanderlin</td>
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<td>Matthew Manglaris</td>
<td>First Point Consulting</td>
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<td>Adam McDonough</td>
<td>Monson-Nicholas, Inc.</td>
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<td>J. D. King</td>
<td>The Lemoine Company, LLC</td>
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<td>Qian Henry Zhou</td>
<td>PACO Technologies, Inc</td>
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<td>Tun Tun Lin</td>
<td>STVINC</td>
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<td>Viverlyn Baez</td>
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<td>Air Systems Service &amp; Construction, Inc.</td>
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<td>Amber Stitt</td>
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<td>Kristen Young</td>
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<td>Craig Garland</td>
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<td>Jerry Reid</td>
<td>REDCOM Design &amp; Construction, LLC</td>
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<td>Susie Thomas</td>
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<td>Daniel Miller</td>
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<td>Juan Segura</td>
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<td>Kyle Learch</td>
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<td>Yash Jain</td>
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<td>Nathan Bringhurst</td>
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<td>Spencer Gravelle</td>
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<td>Hensel Phelps</td>
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<td>Zech Oberlin</td>
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<td>Victaulic</td>
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<td>Tim Jasper</td>
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Certification Journal:
A CPE’s Certification Journal is an important tool that is available (and always at your fingertips)!
Take steps to streamline the CPE Renewal process: No more lost certificates … No more hand-written PDU recaps! CPE Members have the ability to enter PDUs immediately when earned.

1. Log-in to the ASPE Website and into Your Profile
2. Select: Quick Links (in black tool bar)
3. Select: Certification Journal (located at the bottom of the List)
4. Select: Journal Entries (tab on the right)
5. Select: + Add Entry
6. Enter: Information into the Data Field(s)
7. Select: Submit

Best advice I ever received
Focus on making yourself better and not compare yourself to others around you.

Best advice I share with young (and not so young) estimators
NEVER trust a scale on a drawing. Check EVERY page.

Chapter goal for 2018
To successfully host this year’s Central Plains Fall Regional Meeting in October.

If I wasn’t doing this, I would
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## 2018 Chapter Scholarships

**ONWARD AND UPWARD**

In addition to the ASPE National Scholarship that is distributed annually, ASPE is proud of the same commitment displayed by Chapters in their award of Scholarships. Please join us in congratulating these Chapters in their commitment to construction industry education programs and support of deserving students!

<table>
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<tr>
<th>Chapter Number</th>
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A Week in the Life of an Estimator: Part 3

Thursday, 2:30PM
That’s an interesting breakdown.
Universal at $8,890,000. We are second at $10,300,000 and Central is third at $10,381,000. WOW.
Universal is low by $1,410,000. With a Bid Bond at 5% for $444,500, they are still low by about $1,000,000.
“I’d hate to be in their office right about now,” I think to myself. “They had to leave something major out.”
I look over at Allan, our CFO, and inquire, “Can the Owner make him do the project?”
“If he chooses to not sign the contract, he may lose his Bid Bond; and we would be next low bidder,”
Allan states. “Curtis, let’s make sure we have our Bid Tab sheets all organized and ready to go in the event
the Owner wants us to proceed with the contract”.
“What if Universal made a mistake in compiling their Bid?” I ask.
“Well, one of the Rules of Law is that you cannot take advantage of mistakes. As long as the error is patent
and obvious or a scrivener’s error, the Owner will probably allow Universal to withdraw their Bid. It will
probably cost them their Bid Bond,” Allan says.
“What then?”
Allan adds, “Well, their Bonding Company is not going to be very happy; and if Universal was smart, they
would pay the Bid Bond amount out of their own pocket. Defaulting on any Bond will put them into deep
trouble with their Bonding Company, and they will probably not be getting any bonds in the near future.”
“What did you mean by patent or obvious error, or what was it you called it…scrivener’s error?” I ask.
“Patent or obvious means exactly that: a mistake that is material as opposed to minor. I think this fits into
that category,” says Allan. “A scrivener’s error is when you write something down incorrectly, like writing
down $170,000 when it should have been $710,000. If Universal can show that is what happened, they
would be able to withdraw their Bid.”
“I know the President of Universal very well. I am sure he has contacted the Owner already and asked to
have his bid withdrawn, and I am pretty sure they can prove some kind of error on their part.”
Allan continues, “I can’t see where the error would be one of bad judgment, particularly being over $1.4
million between their price and our price. It’s got to be a scrivener’s error. The only thing the Owner is
losing is the benefit of the bargain.”
“Curtis, don’t be surprised if we don’t get a call before the end of the day. And by the way, how is that
proposal going for tomorrow?”
“Oh that,” I think to myself. “Still working on it,” I tell Allan. “but I’ll be ready for the meeting tomorrow.”
After a well-deserved thirty-minute break, I decide to close my office door and concentrate on getting that
proposal finished. I tidy up my desk from the chaos of putting together the previous bid, set aside the 30
or so pink phone message slips, and go over my notes from my conversation with Sheryl.
What was it Sheryl wanted – price and time, cost breakdown, allowances, inclusions, exclusions, clarifications?
The Cover Letter is done. Roberta, our Estimating Admin, did a great job. No sense in changing that.
“Okay, how hard can it be,” I think to myself. “Exhibit A is the UniFormat Cost Breakdown for the project.
That’s already done.”
After a few keystrokes on the computer manipulating data in the estimating software, Timberline displays a nice and neat UniFormat version of the estimate.

“Bring the complete estimate to the meeting tomorrow in case Mr. Davis wants to see the backup. Bring all the Subcontractor Bid Proposals also. I may need to justify our total price,” thinking to myself. From experience, Mr. Davis will want to see the justification for the General Conditions and Requirements.

The next Exhibit is the Schedule. “How hard can that be?” I think to myself, “A dozen or so line items indicating major Work Breakdown Structures and Milestones and that should cover Mr. Davis’ immediate need.”

Microsoft Project is very simple to use, and it is what our Project Managers use. So after 45 minutes of tinkering with Project, a new work of art is created.

I am sure there will be overlaps in the work sequence. I’ll let the Project Manager provide the detailed Project Schedule that is required per Contract Form AIA-201.

What else was it Sheryl wanted? A Schedule of Allowances? That’s easy enough, as most were listed in the specifications. Oh yeah, she also wanted an outline spec, although I am not sure why.

The Architect provided a complete Project Manual. We might pass on that one. Sheryl also wanted Inclusions, Exclusions, and Clarifications. The usual boilerplate should work for that.

Exhibit A
Brookwood Phase II
UniFormat Costs Breakdown

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<table>
<thead>
<tr>
<th>E. Equipment and Furnishings</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>E1030 Vehicular Equipment</td>
<td></td>
<td>$28,000.00</td>
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<table>
<thead>
<tr>
<th>F. Other Building Construction</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>F20 Selective Demolition</td>
<td></td>
<td>$42,000.00</td>
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</table>

<table>
<thead>
<tr>
<th>G. Building Sitework</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>G1040 Site Earthwork and Machine Excavation</td>
<td></td>
<td>$102,000.00</td>
</tr>
<tr>
<td>G2020 Parking Lots</td>
<td></td>
<td>$188,600.00</td>
</tr>
<tr>
<td>G2050 Landscaping</td>
<td></td>
<td>$42,000.00</td>
</tr>
<tr>
<td>G30 Site Plumbing Utilities</td>
<td></td>
<td>$167,500.00</td>
</tr>
<tr>
<td>G50 Site Electrical Utilities</td>
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<td>$136,500.00</td>
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<table>
<thead>
<tr>
<th>Z. General Requirements</th>
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<th></th>
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</thead>
<tbody>
<tr>
<td>Z10 General Requirements and Conditions</td>
<td></td>
<td>$588,000.00</td>
</tr>
<tr>
<td>Z90 Project Overhead and Profit</td>
<td></td>
<td>$150,000.00</td>
</tr>
</tbody>
</table>

Total Bid $4,350,000.00

Exhibit B
Brookwood Phase II
UniFormat Costs Breakdown

<table>
<thead>
<tr>
<th>Task Name</th>
<th>Duration</th>
<th>Start</th>
<th>Finish</th>
<th>Late Start</th>
<th>Late Finish</th>
<th>Predecessors</th>
</tr>
</thead>
<tbody>
<tr>
<td>Notice to Proceed</td>
<td>1 day?</td>
<td>Wed 8/1/18</td>
<td>Wed 8/1/18</td>
<td>Wed 8/1/18</td>
<td>Wed 8/1/18</td>
<td></td>
</tr>
<tr>
<td>Pre-Construction Operations</td>
<td>10 days</td>
<td>Thu 8/2/18</td>
<td>Wed 8/15/18</td>
<td>Thu 8/2/18</td>
<td>Wed 8/15/18</td>
<td>1</td>
</tr>
<tr>
<td>Construction Operations</td>
<td>310 days</td>
<td>Thu 8/16/18</td>
<td>Wed 10/23/19</td>
<td>Thu 8/16/18</td>
<td>Wed 10/23/19</td>
<td>2</td>
</tr>
<tr>
<td>Demolition</td>
<td>5 days</td>
<td>Thu 8/16/18</td>
<td>Thu 8/22/18</td>
<td>Thu 8/16/18</td>
<td>Wed 8/22/18</td>
<td>2</td>
</tr>
<tr>
<td>Machine Excavation</td>
<td>10 days</td>
<td>Thu 8/23/18</td>
<td>Thu 8/23/18</td>
<td>Thu 8/23/18</td>
<td>Wed 9/5/18</td>
<td>4</td>
</tr>
<tr>
<td>Foundations</td>
<td>20 days</td>
<td>Thu 9/6/18</td>
<td>Wed 10/3/18</td>
<td>Thu 9/6/18</td>
<td>Wed 10/3/18</td>
<td>5</td>
</tr>
<tr>
<td>Superstructure</td>
<td>80 days</td>
<td>Thu 10/4/18</td>
<td>Thu 10/4/18</td>
<td>Thu 10/4/18</td>
<td>Wed 1/23/19</td>
<td>6</td>
</tr>
<tr>
<td>Exterior Closure</td>
<td>50 days</td>
<td>Thu 13/19</td>
<td>Thu 13/19</td>
<td>Thu 13/19</td>
<td>Wed 3/13/19</td>
<td>7FS-15 days</td>
</tr>
<tr>
<td>Roofing</td>
<td>10 days</td>
<td>Thu 3/14/19</td>
<td>Thu 3/14/19</td>
<td>Thu 3/14/19</td>
<td>Wed 3/27/19</td>
<td>8</td>
</tr>
<tr>
<td>Interior Construction</td>
<td>60 days</td>
<td>Thu 3/28/19</td>
<td>Thu 3/28/19</td>
<td>Thu 3/28/19</td>
<td>Wed 6/19/19</td>
<td>9</td>
</tr>
<tr>
<td>Plumbing</td>
<td>90 days</td>
<td>Thu 1/24/19</td>
<td>Thu 6/13/19</td>
<td>Thu 6/13/19</td>
<td>Wed 10/16/19</td>
<td>7</td>
</tr>
<tr>
<td>HVAC</td>
<td>90 days</td>
<td>Thu 3/28/19</td>
<td>Thu 6/13/19</td>
<td>Thu 6/13/19</td>
<td>Wed 10/16/19</td>
<td>8</td>
</tr>
<tr>
<td>Electrical</td>
<td>90 days</td>
<td>Thu 3/14/19</td>
<td>Thu 6/13/19</td>
<td>Thu 6/13/19</td>
<td>Wed 10/16/19</td>
<td>9FS-10 days</td>
</tr>
<tr>
<td>Site Utilities</td>
<td>60 days</td>
<td>Thu 6/20/19</td>
<td>Thu 6/20/19</td>
<td>Thu 6/20/19</td>
<td>Wed 9/11/19</td>
<td>10</td>
</tr>
<tr>
<td>Parking Lot</td>
<td>15 days</td>
<td>Thu 9/12/19</td>
<td>Thu 9/12/19</td>
<td>Thu 9/12/19</td>
<td>Wed 10/2/19</td>
<td>14</td>
</tr>
<tr>
<td>Landscape</td>
<td>10 days</td>
<td>Thu 10/3/19</td>
<td>Thu 10/3/19</td>
<td>Thu 10/3/19</td>
<td>Wed 10/16/19</td>
<td>15</td>
</tr>
<tr>
<td>Occupancy</td>
<td>5 days</td>
<td>Thu 10/17/19</td>
<td>Thu 10/17/19</td>
<td>Thu 10/17/19</td>
<td>Wed 10/23/19</td>
<td>16, 12, 13, 11</td>
</tr>
</tbody>
</table>
The Schedule of Allowances was easy enough, but I decide to include a paragraph on what is an allowance. That always seems to be an issue.

Inclusions, Exclusions, and Clarifications, items not identified in the Project Specs, cause me to stop for a moment. Being that this is my first proposal, I decide to ask Allan for a little guidance. I get up from my desk and open my door only to discover chaos is running rampant in the Bid Room. I look over at Allan, and he appears to be in a heated discussion with someone on the phone.

Morris runs by, and I quickly ask, “What’s going on?”

“We got the job!” Morris exclaims. “Universal backed out, and we were second so we get to do the job.”

I look over at Allan and he gives me thumbs up, and he still has that grin on his face. A couple of minutes later Allan comes over, still grinning, and pats me on the back. “Way to go,” he says. “We got the job.”

“Allan states very calmly.

“Allan, about that proposal,” I begin. “What should I use for the Inclusions, Exclusions, and Clarifications? That’s got me a little confused.”

“Go look at some of the other proposals we have developed for Mr. Davis. Put in the unique items for this project, and go from there. Remember, you are not John Grisham, this is not a novel. Keep it simple,” Allan states, still with that grin on his face.

“Simple enough,” I say, turning back to my office.

Thirty minutes later, and another work of art is created. Well maybe not.

Thursday, 4:45PM

Finally, the proposal is done. “I’ll drop it by Roberta, our Estimating Admin, to see if she can give it the once over. The way she changed my first cover letter, that will be time well spent,” I think to myself.

I walk by Roberta’s desk, and she is deep in trying to get things organized for Saturday morning. “Hey Roberta, when you get a chance, can you give this proposal for Mr. Davis the once over? The way you made my cover letter shine, I know you’ll have some great ideas.”

Roberta looks up from her desk and with a rather unsympathetic stare and says, “Sorry, Curtis. I can’t get to it until probably Monday. The bid you just won needs some of my tender loving care before the Saturday turnover. See if Client Development can help.”

“Oh, I understand. Is there anything I can do to help out on the turnover?”

“Absolutely. When you get back from Client Development, we have a lot of work to get done and since you are the Senior Estimator on this project, you need to get the Scope Sheets organized for the Operations people so they can draft and issue subcontracts and purchase orders.”

“Allright, sounds like a plan. I’ll be right back,” I state as I hurry down the hallway to the other side of the building.

As I arrive at Client Development, something is not quite right. It’s too quiet; and no one is around, not even the Admin. Looking at my watch, I realize that it’s 5:15 p.m. and they have already left for the day.

Thinking to myself, “Wonderful. Now what do I do?” I decide to quickly scribble a message on a sticky note asking for a quick

---

### Exhibit C

**Brookwood Phase II**

**UniFormat Costs Breakdown**

- Material Testing $15,000.00
- Landscape and Irrigation $42,000.00
- Interior and Exterior Building Signage $24,000.00
- Carpet ($36.00/SY) $32,000.00
- Vinyl Wallcovering Material ($1.00/SF) $7,000.00
- Vehicular Equipment $28,000.00

An Allowance for the purposes of this proposal is defined as a dollar amount included in the cost estimate based on limited information provided, absent specific qualifications, and based on our reasonable best assumption.

The Allowance shall include all labor, material, equipment, and taxes for a furnished and installed product or system. In the event an Allowance is strictly for material, the price indicated includes material, sales tax, and shipment to the job locations. An Allowance does not include additional general conditions that may be required.

Upon completion of final design and/or providing of the necessary qualification data, the component or system shall be appropriately priced and an adjustment shall be made accordingly to the contract amount.
A Week in the Life of an Estimator … continued

review for the 3 p.m. meeting tomorrow with Mr. Davis and write that I’ll be back tomorrow around 10 a.m. after the ASPE Breakfast Meeting. I place my ‘work of art’ in the Admin’s chair.

“That should give them plenty of time to do a quick review,” I say to myself as I humbly walk back to the Estimating Department offices.

To my surprise, only Roberta is left in the office; and she hands me a stack of Bid Proposals, the Bid Tab sheet, and a hard copy of the Estimate Master Summary.

With a rather surprised look on my face I ask Roberta, “What do you want me to do with all of this?”

“Oh, not much. Just make sure that all of the subcontractor proposals are complete, that the numbers were transcribed correctly, and the Scope Sheets cover everything needed by the Contract Documents and there are no mistakes… especially no mistakes,” Roberta states with that same kind of grin Allen had.

“Oh, alright. I’ll get right on that.”

After a few hours of undisturbed concentration and review of all the documents, I find only one insignificant transcription error for $100 in our favor.

What a day. I finally leave the office at 11 p.m.

Friday, 7:00 A.M.

As ASPE Meeting Coordinator, I get to find and select our guest speaker for our monthly meetings; all part of the networking process. Our guest speaker this month is someone from a company called Prime Bid, yet another software company that promises they can take the headaches out of bidding.

“A good topic,” I think, especially based on the crazy day I had yesterday. This should be a very appropriate discussion.

Exhibit D
Brookwood Phase III
Inclusions, Exclusions, and Clarifications

Inclusions
• General Liability and Builders Risk Insurance
• Sales Tax
• Preconstruction Services Fee
• All General Conditions costs to manage the work
• Construction Management Fee Lump Sum of $150,000.00
• Base Building Permit Fee
• Regular working time and days to meet scheduled completion of 420 calendar days
• Normal weather has been anticipated
• Normal excavation

Exclusions
• Additional Insurance as may be required by the Owner
• Architect/Engineer Fees and Commissioning Agent Fees
• Utility meters and Utility Impact Fees
• Any costs for installing primary electric conductor feeder on public right-of-way
• FF&E
• Residential Appliances
• Overtime to accelerate project completion at Owner’s direction
• Abnormal weather delays
• Rock Excavation

Clarifications
• If Overtime is required, workweek hours from 41 to 55 will be 1-1/2 time, 56-65 hours will be double time. Saturday overtime from 41-50 hours will be double-time. Sunday overtime will be triple-time.
• The Preconstruction Services Fee will be deducted from the project fee upon signing of base contract for construction.
• Abnormal weather delays shall allow for additional time for project completion.
• If rock is encountered at the jobsite, removal will be $544 per cubic yard.

After a delightful breakfast and a rather enlightening discussion regarding their software, I came to the following conclusions.

1. This software is really cool.
2. If used properly, it can save time.
3. It takes a little front-end work on preparing for a bid. That’s normal for any bid.
4. Based on their demonstration project, one individual can do the work of about three people, once the project is set up.

“I need to let our Vice President of Pre-Construction Services, Mr. Calvin, know about this software. This could really help in the bidding process,” I say to myself. “As a Senior Estimator I need to start thinking about the big picture for the company.”
The ASPE meeting is adjourned, and I skillfully elude most of the other members in order to get back to the office to finish up on the proposal for Mr. Davis. Hopefully, Client Development has had the opportunity to review my work of art.

I get back to the office close to 10 a.m. and head directly to Client Development. I ask Sarah, the Client Development Director, if she has had an opportunity to critique my proposal.

“Well, Curtis, I did get a chance to look at it; and I hope you don’t mind if I made a couple of changes. I really like how you have simplified things. It reads so much easier.”

Not wanting to take credit when I shouldn’t, I state, “You have Roberta to thank for that. She’s the one who really improved it, not me.”

“Well, we went ahead and added a couple of things. Just some normal corporate information. That should make it a little more apparent what we are capable of,” says Sarah.

I politely take the revised proposal, thank Sarah for all her help and head back to my office to see how much damage has been done. To my amazement, they only added the corporate stuff.

I think to myself, “Doesn’t Mr. Davis already know our capabilities? This is only about the twentieth building we’ve built for him. Maybe Client Development knows something I don’t. That wouldn’t surprise me.”

I have our Estimating Admin make four copies for my meeting, and I head off to return the stack of pink phone messages sitting on my desk. Only about 40 messages. I wrap up returning phone calls around 12:30 p.m.

Roberta comes into my office around 1:30 p.m. with that grin still on her face and asks me if I am ready for Saturday’s turnover meeting.

“Not a problem. I stayed here late last night to get it all done. Scope sheets are ready for Operations as well as all of the subcontractors and material suppliers’ information,” I state confidently.

“Curtis, by the way, on Monday you start training some of the new interns in Estimating. You’re going to be mentoring a new person by the name of Elvis Grover. He is the nephew of the company president.”

“Is he at the Brookwood project?” I inquire.

“As a matter of fact, he is. I hear you’ve already met him. He’s coming in around 2 p.m. today to go through orientation with Human Resources.”

“I’m really sorry I’m going to miss that. I’m going to be at that meeting for Mr. Davis,” I say apologetically.

“Oh, about that. I just got a call from Cheryl, Mr. Davis’ Admin. She’s says don’t worry about meeting today. Mr. Davis and Allen already met and everything is good to go. The contract has been signed and the clock is ticking. Sounds like you have another turnover meeting to prepare for,” Roberta states rather jokingly.

I ask Roberta, “Do I need to do anything with my proposal?”

“None. For the time being hang onto it, but get working on the turnover meeting. That’s scheduled for next Wednesday,” says Roberta and, with a grin adds, “And, oh, by the way. Your buddy Elvis is coming down the hallway. Have fun, Mr. Senior Estimator.”
**In Memory ...**

**Jules Kraut (1925 – 2018)**

**Chapter 1 – Los Angeles**

As I reflect back on when I first met Jules, I remember that we took the CPE examination together in 1981 and thereafter became good friends. But Jules’ life had interesting twists. Growing up in Belgium and as a teenager during World War II, he joined the underground and participated in a number of escapes. Following the war, Jules enlisted in the Israeli defense forces where he trained and served as a paratrooper.

Completing his military service, Jules finally moved to Los Angeles where he began a construction business; and that is when we met, became friends and joined ASPE. Not only was he a good estimator, Jules was also the life of any party. When elected President of the Los Angeles Chapter, and because it was Jules, the Members decided that an ordinary dinner party wouldn’t do so a belly dancer was hired. Sure enough and true to style, Jules was on the edge of the crowd watching the dancer and mimicking her moves. The turnout at his inauguration party was in excess of 100 and set a record that has not been equaled to this day.

Jules was never at loss for words on any subject and could carry on a discussion in Flemish, French, English or Hebrew. Jules will be sorely missed by his family and many friends, but he will not be forgotten.

By Charles C. Munroe, III, FCPE

Chapter 1 – Los Angeles

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**ANNOUNCEMENTS**

**ASPE Membership Cycle:** In June 2017, ASPE chose to reincorporate in Delaware, providing the Society with a more favorable tax and regulatory environment in which to conduct business. In conjunction with the reincorporation, ASPE also chose to adjust the Fiscal Year to a Calendar Year. As a follow-up to that decision, the Board of Directors has elected to extend Membership through December 31, 2018, with no additional cost to Members.

- **Current Membership Cycle:** August 1, 2017 thru December 31, 2018 (17 Months)

- **Invoices for Membership Cycle:** January 1, thru December 31, 2019, will be issued in October 2018
2018 CERTIFICATION PROGRAM CHANGES
Effective 07/01/2018

The ASPE Board of Directors, together with the Certification Committee, has unanimously approved the following updates/changes to the ASPE Certification Program.

- **CPE Candidate: Fails – 2 Attempts / Carry-Forward Passing Grade(s) to Reapplication**
  - **Approved:** Candidate will be allowed to carry-forward Passing Grade(s) and re-take failed/or incomplete portion of the Certification Program ONLY if …
    - Candidate reapplies in 6-12 Months from the month that the fail occurred AND
    - Candidate must complete the failed/or incomplete portion within three (3) months from the re-application acceptance date
  - **Note:** DST Part 1 and DST Part 2 are separate tests but are weighted as 1 item. If Candidate fails either Part of the DST Exam, both Part 1 and Part 2 must both be retaken
  - **Note:** Candidate must earn a score of 70% on DST Part 1 and DST Part 2 of the DST Exams
  - Incentive for Applicant to reapply and continue in the Certification Program toward CPE designation

- **CPE Candidates: Fails – 2 Attempts / Requires 6-Months Waiting Period prior to Reapplication**
  - **Approved:** Offer $100 Credit to Application Fee if Candidate reapplies in 6-12 Months
  - Incentive for Applicant to reapply and continue in the Certification Program toward CPE designation

- **PDU Requirements**
  - **Approved:** Reduce from 30 PDUs to 24 PDUs Annually
  - PDUs do not carry over into subsequent years
  - **Effective Date:** Cycle Start Date 01/01/2019

- **CPE Renewal Period**
  - **Approved:** Annual Renewal vs every 3-years
  - **No Change in Fees/Renewal Fees:** $50 Annually
  - **Effective Date:** Scaled/Beginning with 2018 Cycle Renewals
    - 2018 Renewals/Extend 5 Months from 07/31/2018 Cycle End to a 12/31/2018 Cycle End
    - 2019 Renewals/Extend 5 Months from 07/31/2019 Cycle End to a 12/31/2019 Cycle End
    - 2020 Renewals/Extend 5 Months from 07/31/2020 Cycle End to a 12/31/2020 Cycle End

- **CPE Renewal Date**
  - **Approved:** Adjust to Annual Cycle End Date of 12/31
  - Coincide with Membership Renewal
  - **Effective Date:** Scaled/Beginning with 2018 Cycle Renewals
    - 2018 Renewals / Extend 5 Months from 07/31/2018 Cycle End to a 12/31/2018 Cycle End
    - 2019 Renewals / Extend 5 Months from 07/31/2019 Cycle End to a 12/31/2019 Cycle End
    - 2020 Renewals / Extend 5 Months from 07/31/2020 Cycle End to a 12/31/2020 Cycle End
CPE On-Time Renewal: Cycle End Date vs Expiration Date

- **Approved:** Dates to be the Same
  - No longer 12-Month Grace Period to submit PDUs
- **Only a 30-Day Grace Period for Renewal (for submission of PDUs)**
  - After 30-Day Grace Period Expires = Late Renewal or Reactivation will be required
- **Effective Date:** Scaled/Beginning with 2018 Cycle Renewals
  - 2018 Renewals/Extend 5 Months from 07/31/2018 Cycle End to a 12/31/2018 Cycle End
  - 2019 Renewals/Extend 5 Months from 07/31/2019 Cycle End to a 12/31/2019 Cycle End
  - 2020 Renewals/Extend 5 Months from 07/31/2020 Cycle End to a 12/31/2020 Cycle End

CPE: Late Renewal Fees

- **Approved:** $50/Calendar Month Penalty until required PDUs are submitted
- **Effective Date:** Cycle Start Date 01/01/2019

CPE Reactivation

- **Approved:** $1,500 Reactivation Fee
- **Approved:** This is a one-time only option available to a CPE
- **Must occur within 2-Years after Cycle End Date**
- **No PDUs required during Reactivation**
- **After Reactivation, PDU requirements will continue in order to maintain CPE Certification**
- **Effective Date:** Cycle Start Date 01/01/2019

CPE Lifetime Status

- **Approved:** With CPE Renewal accomplished Annually, Lifetime Status will require 14 consecutive On-Time Renewals (= 15 Years as CPE in good standing with Membership in Good Standing)
- **Time starts over at 0 Years as CPE, if/when a CPE has been Revoked or granted Amnesty**
- **Implementation:** Application review required by Certification Team

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ASPE CORE PURPOSE

ASPE is the construction industry’s leader and recognized authority in professional estimating through excellence in Education, Certification, and Standardization.

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.
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FACES OF ASPE: Alan S. Jacobs, CPE

Chapter 55 – Silicon Valley – Chapter President
BLACH Construction – Senior Estimator
Contact: Alan Jacobs, CPE: alan.jacobs@blach.com

If I wasn’t doing this, I would

Best advice I ever received

Perform a complete take-off once so you aren’t repeating the steps. For example, if you complete the take-off of concrete footing correctly, you can obtain your quantities for concrete ready mix, placing rebar and formwork all in one take-off.

Best advice I share with young (and not so young) estimators

Take your time and be thorough. Estimators are not perfect, but you can be as thorough and complete as possible.

Chapter goal for 2018

Increase scholarships to universities to encourage Estimating as a profession.

If I wasn’t doing this, I would

Work at or own a hardware store.

---

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Green Building
How to Estimate the Cost of Exterior Wall Blown In Blanket System (BIBS)

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How to Estimate the Cost of Exterior Wall Blown In Blanket System (BIBS)

SECTION 1: INTRODUCTION
This technical paper will provide the reader with a general understanding of a Blown In Blanket System (BIBS) and provide an overview of the basic cost factors a professional estimator should consider when estimating this type of system.

CONSTRUCTION SPECIFICATIONS INSTITUTE

MAIN CSI:  Division 07
Thermal and Moisture Protection
  07 21 00  Thermal Insulation
  07 21 26  Blown Insulation

RELATED CSI:  Divisions 06 and 07
  06 11 00  Wood Framing
  06 16 00  Sheathing
  07 25 00  Weather Barriers
  07 84 00  Firestopping

BRIEF DESCRIPTION OF SUBJECT MATTER
The Blown In Blanket System (BIBS) is a tested, proven insulating system using fiberglass blowing wool, similar to the fiberglass used in batt and blanket insulation, but not bound together with glues or binders. This blowing wool is installed in the cavity spaces of walls, floors, attics, and cathedral ceilings, after a special mesh fabric (netting) is installed against the framing members. Like a perfectly fitting blanket, the blown in insulation completely fills in around any plumbing, electrical wiring, and other objects within the cavity, eliminating all gaps and voids, increasing thermal efficiency and producing higher R-values than could be obtained with regular batt or blanket insulation.

Section 2: Types and Methods of Measurements
While most insulation is estimated in square feet (SF), quantity take-off can be completed by measuring areas in square feet or by measuring linear feet (LF) of a wall with a known height. Exterior walls can be measured by both area square feet using the elevations and/or linear feet using the floor plans, depending on the project. Areas in the wall that are not going to receive insulation, like windows and doors, will need to be deducted or backed out from the insulation square foot totals, including any space taken up by headers above the windows and doors.

The mesh fabric netting that retains the blown in insulation within the cavity is estimated by square feet. The same square foot quantity that was determined for the insulation can be used for the netting, however the backed out areas will not be deducted from the total because the netting will be stretched over the entire area, including opening such as windows and doors.

Depending on where the project is located, an air barrier and/or vapor retarder may be required, either to the warm side or cold side of the wall assembly. For example, a 4mil visqueen on the inside of the wall, over the top of the netting, might be required. This visqueen is also estimated by square feet using the same total used for the netting, as it will also be stretched over any openings in the wall.
Both the netting and the visqueen will be stapled to the framing members. The netting will be stapled using an auto-fire air staple gun specifically made to staple in a rapid manner as the stapler is dragged down the framing member. The visqueen will be stapled much more sparingly using a hammer-stapler. Both methods of stapling are very fast and require only a small amount of labor. For some contractors, staples might be considered part of the cost of doing business and install trucks would just always be stocked with a good supply. If the staples are going to be included as a cost item, they should be estimated per each (EA) box. The quantity of boxes needed can be easily determined by using a ratio of staples per square foot multiplied by the SF area to be cover by the netting or visqueen.

Labor is calculated per man hour. The estimate should include man hours for:

- Loading or stocking the truck
- Travel to and from the jobsite
- Jobsite set up or shakeout
- Mesh Fabric installation
- Blowing Wool installation
- Vapor Retarder / Air Barrier installation (if required)
- Jobsite Cleanup

Overhead, markup, and tax can generally be calculated as a percentage of the total construction cost.

**Section 3: Specific Factors to Consider in Takeoff and Pricing**

**Specifications and Construction Documents**

Special attention should always be given to the specifications and construction documents. Required R-values, necessary air barriers or vapor retarders, and additional code requirements all need to be considered when estimating the project. However, while the plans and specifications may be clear as to what is to be installed, some factors of the BIBS system cannot be changed. The depth of framing members will dictate the maximum R-values that can be obtained. Also, the cavity must be filled completely regardless if this will use extra material or provide a higher R-value than what was specified. A 2x4 wall cavity will never be able to reach the same R-value of a 2x6 wall cavity, even if the specification requires the higher rating. Any deviation from the plans and specs should be noted and addressed in the proposal. This will be useful when comparing the proposal with other bidders, as these differences can help explain large pricing discrepancies between competitors, as well as make it easier to determine the lowest responsible bidder.

**Wage Rate Requirements**

Some projects will have prevailing wage requirements. These wage rates will vary by location and should always be investigated and considered when estimating labor costs. Failing to do so can lead to overages in labor costs, as well as fines or penalties.

**Small Projects vs. Large Projects**

Every job is different. Some costs will have more effect on smaller jobs, while other cost will more significantly affect larger projects. However, some costs need to be accounted for regardless of size.

**Loading Delivery Truck** – smaller projects will require less material and thus less time to stock the truck compared to larger projects.

**Jobsite Location and Subsistence** – depending on the distance from the warehouse to the jobsite, travel time will vary from project to project and subsistence may be required for projects that are longer distances away. While this can increase the cost of smaller projects, with larger projects that are longer distances away, subsistence can help reduce the costs of multiple trips and allow more daily man hours to be allocated to installation.

**Jobsite Setup and Shakeout** – every project will require time to set up ladders or scaffolding, roll out blowing hoses and compressors, and carry in the mesh fabric and other equipment as needed. Larger projects may require more time to do so.

**Installation Time** – installation time will vary according to how large the project is (or how many bags of blowing wool will be installed,) however, productivity will also be affected by the ease or difficulty to reach the areas to be insulated. Productivity on multi-story projects will go down as the work progresses higher up the building.

**Cleanup** – every project will need cleanup after installation. Installing BIBS can be a little messy. With an insulation vacuum, most of the fallout insulation will be recycled back into the blower machine, but a light sweeping of the jobsite will still be required, along with rolling up the hoses and returning all equipment back to the truck at the end of each day.
Section 4: Overview of Labor, Material, Equipment, Indirect Costs and Markups

LABOR

Labor costs are calculated per man hour. An installation crew will generally consist of one foreman and two installers. Larger projects could require additional installers, but that would necessitate an additional blowing machine as well. Doubling the labor should effectively cut the installation time in half, while keeping the same cost per square foot. For the purposes of this paper, an approximate hourly rate, including labor burden, of $16.00 per foreman and $12.00 per installer or $40.00 per crew will be used.

Examples of productivity rates are as follows:

- Loading Trucks – 10 to 20 minutes per man per day
- Jobsite set up and shakeout – 10 to 20 minutes per man per day
- Install netting – 1,600 SF per man day
- Install blowing wool insulation – calculated by the number of bags of blowing wool per hour or per man day (this rate will vary depending on the type blowing machine and how it is set up)
- Install visqueen (if required) – 1,600 SF per man day
- Cleanup – 10 to 20 minutes per man per day

MATERIAL

- Netting – per SF (available in 8, 9 and 10 foot by 350 foot rolls)
- Fiberglass blowing wool – per bag (consult manufacturers product data sheet)
- 4mil visqueen – per 10’ x 100’ or 1,000 SF roll (also available in 8 foot rolls)
- Standard staples – per box of 5,000 (example: one box per 2,500 square feet of visqueen)
- Auto-fire staples – per box of 5,000 (example: one box per 100 square feet of netting)

EQUIPMENT

While equipment is typically owned, if rented, appropriate costs should be included. Examples of equipment are:

- Truck mounted blowing machine and blow hoses
- Ladders and scaffolding, Extra scaffolding or man lifts rented as needed
- Air compressor, air staple guns, hoses
- Brooms and Shovels

INDIRECT COSTS

Indirect costs are additional expenses required for the operation of the contracting business but not part of the materials, labor and equipment used to complete the project. Often, these cost are included as a percentage of the project cost, based on historical averages, when it is difficult or not possible to apply these costs directly to the project. Examples of indirect costs related to insulation contracting include office / warehouse overhead, project management, administrative staff, payroll burden, tools and safety equipment, vehicles, insurance, taxes and bonding.
APPROACH TO MARKUPS

There is no set rule or exact science for setting a Markup. Markup is generally determined by several factors. While there is always a bare minimum percentage for which the company is willing to do the work, nobody likes to leave money on the table. Everybody would like to make as much profit as possible, and at the same time, not price themselves out of the market or project. Some things to consider when determining an appropriate markup are:

- **Project Risk** – Every project has some risk involved, some more than others. It is generally accepted that the higher the risk, the higher the markup.

- **The size of the project** – Smaller projects may require higher markups in order to cover indirect costs or to make the job profitable enough to pursue. Larger projects may allow for lower markups as indirect cost impacts can be lessened when spread out over the entire project. Also, larger projects with larger contract values can produce higher profit totals, even when using a lower markup percentage. For that reason, using a lower markup on a larger project is a tactic regularly used to win the project while still being able to make larger profits compared to smaller projects. On the other hand, some larger projects may be too big for the competition. Considering the number of competitors and their ability to do the work is just as important. If the likelihood of competition on a particular project is lower, this may be an opportunity to keep markups higher than what might be used on other large projects.

- **Market Conditions** – The current construction market climate should always be considered. The amount of work available to bid in the market can drive markups up or down. If there is little work available, markups tend to be lower as the competition gets more aggressive. When there is an abundant amount of work available, markups will generally go up, especially as current backlogs increase and contractors become more selective about the projects they will pursue. Recent success rates in bidding and procuring other projects can be a great indicator of market conditions. If recent success rates are higher or lower than what would be considered normal, pricing and markup should be reconsidered.

Section 5: Special Risk Considerations

**Job readiness / Job Schedule** – Every project has a schedule and deadline to be finished. Many times there will be portions of a project that will be ready before other areas. Other times, preceding contractors fail to complete their work on time or may have missed some work, which can cause unexpected delays for the crew installing the blowing wool. Either of these situations can force additional trips to the jobsite, additional setups or shakeouts, and additional cleanup. While every effort is made to identify areas that may need additional trips, not everything will go as planned. For instance, if the exterior sheathing was not installed on an exterior gable wall before the crew arrives to install the blowing wool, the crew might have to return another day to finish. One option might be to install the netting on both sides of the framing member, allowing the crew to finish the installation and not require an additional trip to the jobsite. The cost of extra labor and netting may be very small compared to returning to the jobsite after the problem is corrected. Additionally, having to return unexpectedly to a jobsite can cause scheduling conflicts with other projects.

**Insulation Density** – On any project, the blowing wool needs to be installed to the proper density. The Blown In Blankets System is engineered to be installed to a density of either 1.5 or 2 pounds per square foot (lbs./SF). The 2 different densities will produce different R-values within the same cavity space, and will require different amounts of blowing wool to be installed. Depending on the R-value required and the cavity depth, the required density can be determined as well as the proper amount (number of bags) of blowing wool to include in the estimate. Failure to install the proper density can lead to several problems. If a 1.5 lb. density is required, installing a higher density will use more blowing wool than was estimated, resulting in extra costs. If a 2 lb. density is required, installing a lower density will result in a lower R-value than what was required, which could result in returning to the project for additional work to bring the blowing wool up to the proper density. Installing higher than a 2 lb. density can cause the netting and insulation to balloon out past the framing members. Any ballooning can cause drywall screws to pop and will not let the drywall lay flat, giving the wall a wavy look. This could result in removing everything back to the empty cavity and starting over, as well as back charges and loss of future work. Even with a good estimate, without the proper training of employees, any job can go badly.
How to Estimate the Cost of Exterior Wall Blown In Blanket System (BIBS) ... continued

Section 6: Ratios and Analysis
Every company (and estimator) should maintain a database of unit cost, assembly costs, labor rates, production rates and costing for unique project aspects that have been estimated and/or installed on past projects. Using this historical data while preparing the estimate can increase its accuracy, as well as save time putting the estimate together. After the estimate has been prepared, it can be analyzed using this same historical data to make sure that the estimate is following the same square foot cost ratios of similar projects. The comparison should include projects that used the same R-value and assembly as the estimate. The labor costs per square foot can also be compared to labor costs of similar projects. Making sure all aspects of the estimate fall within known parameters of completed projects will help to detect and prevent errors and omissions.

Section 7: Other Pertinent Information
Green Building has become an integral part of the construction industry. Properly installed insulation plays a big part in building Green. Any LEED or sustainability requirements for a project should be projects noted and followed. These requirements can create the need for additional record keeping and reporting. The costs for this additional work will usually fall into the indirect cost, but should be accounted for.

Section 8: Sample Sketch

![Sample sketch of small office space framed with 2x6 wood studs, 16" on center]

North Wall
South Wall
West Wall
East Wall

Sample sketch of small office space framed with 2x6 wood studs, 16" on center

Section 9: Sample Takeoff and Pricing Sheet

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How to Estimate the Cost of Exterior Wall Blown In Blanket System (BIBS) ... continued

Example of Area Square Feet Takeoff

- **BIBS 2x6 R23 - Q1 137 SR; Q2 197 SF**
  - North Wall: 21' x 9' 4" x 3' 8" = 137 SF
  - East Wall: 20' x 9' 4" x 3' 8" = 130 SF
  - South Wall: 21' x 5' 9" x 3' 8" = 129 SF
  - West Wall: 20' x 5' 9" x 3' 8" = 129 SF

- **BIBS 2x6 R23 - Q1 130 SR; Q2 187 SF**
  - North Wall: 21' x 9' 4" x 4' 11" = 130 SF
  - East Wall: 20' x 9' 4" x 4' 11" = 130 SF
  - South Wall: 21' x 5' 9" x 4' 11" = 129 SF
  - West Wall: 20' x 5' 9" x 4' 11" = 129 SF

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  - North Wall: 21' x 9' 4" x 5' 9" = 129 SF
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  - West Wall: 20' x 4' 11" x 5' 9" = 129 SF
## How to Estimate the Cost of Exterior Wall Blown In Blanket System (BIBS) ... continued

### Sample Small Office for ASPE
Salt Lake City, Utah

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<th>Item Material</th>
<th>Description</th>
<th>Quantity</th>
<th>Unit</th>
<th>Unit Price</th>
<th>Ext. Price</th>
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<tr>
<td>Blowing Wool for BIBS</td>
<td>2 x 6 Studs 1.5lb. Density BIBS R23</td>
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### Estimator
John S.
Project Estimate Summary

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### Section 10 : Glossary / Terminology

**BIBS** – An acronym for Blown In Blanket System, an insulating system using netting and loose insulation fibers, or blowing wool, to fill cavities of walls, floors, attics, and cathedral ceilings.

**Blowing Wool** – loose fiberglass fibers, similar to the fiberglass used in batt and blanket insulation, but not bound together with glues or binders, so it can be installed with a blowing machine and hose.

**CSI 2004 Master Format** – The Construction Specification Institute Master Format is a master list of Divisions, and Sections used to organize project requirements.

**R-Value** – a unit of measurement of thermal resistance of a product such as insulation. The higher the R-value, the more resistant the insulation is to heat transfer.

**Visqueen** – a brand name commonly used when referring to polyethylene plastic sheeting, used as a vapor barrier.
The manufacturers Product Data Sheet / BIBS Coverage Chart can be used to determine the quantity of bags needed for any required density, thickness or R-value.
2018 ASPE Critical Calendar: June - August

JUNE

1  **Deadline:** 2018 July/August Estimating Today articles to Society Business Office
1  Last day for Chapter Reports to Governors for Annual Meeting Reports
8  Annual Board Reports due to Society Business Office for Annual Meeting Books
8  Committee and Technical Committee Chairs progress reports due to their respective Vice President and Society Business Office
13  Certification Committee Meeting via Conference Call
20  Education Committee Pre-Summit Meeting
27  2018 - 2019 Board of Directors take Office
27  Board of Directors Meeting
27  Certification Committee Meeting
27  Standards Committee Meeting
28  Education Committee Meeting
28  Joint Technical Committee Meeting
27-30  Annual Meeting + Estimators' Summit: Pittsburgh, Pennsylvania

JULY

11  Certification Committee Meeting via Conference Call
11  Education Committee Meeting via Conference Call
24  Standards Committee Meeting via Conference Call

AUGUST

5  **Deadline:** 2018 September/October Estimating Today articles to Society Business Office
8  Certification Committee Meeting via Conference Call
8  Education Committee Meeting via Conference Call
11  Board of Directors Meeting via Video Conference
21  Standards Committee Meeting via Conference Call
As a past National President of both the American Society of Professional Estimators (ASPE) and the Consulting Estimators Round Table (CERT), I am in a unique position to make the statement that the two professional organizations share common goals and complement and support each other.

**ASPE:**
- Concentrates on the **individual** Estimator
- Educates the **individual** to be a better estimator

**CERT:**
- Concentrates on the **Estimating Consultancy**
- Educates the consultant company in doing better at the **business** of being a consultant
- Adopted and uses the nine Canons of the ASPE Code of Ethics as their foundation document, and every member of CERT agrees to these Canons

ASPE is in the DNA of CERT, a relatively new organization formed in 2011 and incorporated in 2015. To date, there have been five presidents of CERT; and each President has been a CPE. Three of the five have been on the ASPE Board of Trustees as a Governor, Vice President and/or President. In addition, past and present Presidents of ASPE, Vice Presidents, Governors of ASPE and National Committee Chairs are all members of CERT.

Both organizations offer networking opportunities giving the individual estimator, through ASPE or the estimating consultant through CERT, a wider reach in advancing professionally in our chosen field.

There are many independent estimating consultants in ASPE, most are CPEs. ASPE services and programs are excellent in helping to make them and every other estimator a better estimator. Individual estimators are encouraged to take advantage of the avenues of education offered to them, including the annual educational Summit.

CERT offers a mentoring program to support individual estimators who are beginning their estimating consultancy. Independent estimating consultants can receive education to improve their business practices; and topics that have been covered include getting paid for work, human resources, construction law, claims, choosing clients, marketing, and insurance.

In addition, members of CERT have had the opportunity to work with each other and other ASPE members on projects. Having a deep bench with a variety of skills is important in getting additional work and performing at a high level.

It has been said many times that you get out of something what you put into it. The individual estimator who becomes involved in his or her ASPE Chapter, regional and/or national, gains in education, estimating standards, communication skills, professionalism and networking abilities. The estimating consultancy that gets involved with CERT gains by receiving its Best Practices manual, education, professionalism, and networking.

ASPE and CERT both complement and balance each other by improving the quality of the individual estimator and the estimating consultancy, while providing mutual benefits to the profession and added value and services to the wider AEC community.
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: Marvin Blau
aspe6treasurer@gmail.com

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

► CALIFORNIA (CONTINUED)
Golden Gate #2
Where: AIA East Bay
1405 Clay Street
Oakland - 94612
Date: 3rd Wed.; Time: 6:00 PM
Meeting Contact: Gustav Choto
gchoto@buildingpointpacific.com

Orange County #3
Where: Ayres Hotel
325 Bristol Avenue
Costa Mesa - 92626
Date: 2nd Wed.; Time: 5:30 PM
Meeting Contact: Tom Smithson
tedwardsmithson@gmail.com

Los Angeles #1
Where: The Barkley Restaurant
1400 Huntington Drive
South Pasadena - 91010
Date: 4th Wednesday, Jan. - Oct.
Time: 6:00 PM
Meeting Contact: Bruce Danielson
larofaspe@outlook.com

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

Sacramento #11
Where: Rancho Cordova City Hall
2729 Prospect Park Drive
Rancho Cordova - 95670
Date: 2nd Friday; Time: 12:00 PM
Meeting Contact: Jared Wright
jwright@flintbuilders.com

► COLORADO
Denver #5
Where: To Be Determined
To Be Determined
Denver
Date: 2nd Tuesday; Time: 5:00 PM
Meeting Contact: Matthew Rasmussen
mrasmussen@henselphelps.com

► 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

► DELAWARE
Delaware #75
Where: To Be Determined
To Be Determined
Wilmington
Date: TBD; Time: TBD
Meeting Contact: Gregory Williamson, CPE
gwilliamson@bondbrothers.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

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: Varies
To Be Determined
Bentonville
Date: TBD; Time: TBD
Meeting Contact: Chuck Hesselbein, CPE
chesselbein@baldwinshell.com

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

► DELAWARE
Delaware #75
Where: To Be Determined
To Be Determined
Wilmington
Date: TBD; Time: TBD
Meeting Contact: Gregory Williamson, CPE
gwilliamson@bondbrothers.com

Sacramento #11
Where: Rancho Cordova City Hall
2729 Prospect Park Drive
Rancho Cordova - 95670
Date: 2nd Friday; Time: 12:00 PM
Meeting Contact: Jared Wright
jwright@flintbuilders.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: Lee Roy Selmons
4302 W. Boy Scout Boulevard
Tampa - 33607
Date: 3rd Wed.; Time: 6:00 PM
Meeting Contact:
Bob Nidzgorski, CPE
bob.nidzgorski@skanska.com

▸ INDIANA
Central Indiana #59
Where: To Be Determined
Indianapolis
Date: 3rd Thursday; Time: Varies
Meeting Contact:
Noelle Cichy
ncichy@summitconStreetcom

▸ OLD FORT
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

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

▸ LOUISIANA
New Orleans #9
Where: To Be Determined
New Orleans
Date: TBD; Time: TBD
Meeting Contact:
Chuck Hesselbein, CPE
chesselbein@baldwinshell.com

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

▸ BOSTON
Boston #25
Where: Maggiano’s Little Italy
4 Columbus Avenue
Boston - 02116
Date: 3rd Wed.; Time: Varies
Meeting Contact:
Nicholas Gehl
nicholas.gehl@weitz.com

▸ MARYLAND
Baltimore #21
Where: To Be Determined
Baltimore
Date: Varies; Time: Varies
Meeting Contact:
Ed Cluster, CPE
eccluster@phoenix-eng.com

▸ MASSACHUSETTS
Greater Des Moines #73
Where: To Be Determined
Des Moines
Date: 3rd Thursday; Time: Varies
Meeting Contact:
Nicholas Gehl
nicholas.gehl@weitz.com

▸ MICHIGAN
Western Michigan #77
Where: To Be Determined
Rochester
Date: Varies; Time: Varies
Meeting Contact:
Mike Alsgaard, CPE
maalsgaard@ftch.com

▸ ILLINOIS
Chicago #7
Where: Barbakoa Tacos & Tequila
1341 Butterfield Rd
Downers Grove - 60515
Date: 3rd Thursday; Time: 6:00 PM
Meeting Contact:
Bob Svoboda, CPE
bsvoboda@ccsdifference.com

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

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

▸ LOUISIANA
New Orleans #9
Where: To Be Determined
New Orleans
Date: TBD; Time: TBD
Meeting Contact:
Chuck Hesselbein, CPE
chesselbein@baldwinshell.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
Columbus
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 Wed.; Time: TBD
Meeting Contact:
Eric Soriano
esoriano@hermeslandscaping.com

▶ NEW JERSEY
Garden State #26
Where: Varies
To Be Determined
Kenilworth
Date: 4th Tuesday; 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
Meeting Contact:
Joshua Crooker-Flint, CPE
joshc@auiinc.net

▶ 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

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

▶ NEVADA (CONTINUED)
Las Vegas #72
Where: Varies
To Be Determined
Reno
Date: Varies; Time: Varies
Meeting Contact:
Larry Hendrick, CPE
lhendr6899@aol.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

▶ NEVADA
Reno #12
Where: To Be Determined
To Be Determined
Reno
Date: Varies; Time: Varies
Meeting Contact:
Kris Larson
klarson@cccutah.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:
Kevin Gilbert
kgilbert@hgccollection.com

▶ OKLAHOMA
Landrun-OK City #80
Where: Ingrid’s Kitchen
3701 North Young Boulevard
Oklahoma City - 73112
Date: 1st Wed.; Time: 11:30 AM
Meeting Contact:
Ed Harris
ed.harris@dormakaba.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
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 Sheahen, CPE
kevin.sheahen@aecom.com

Philadelphia #61
Where: To Be Determined
To Be Determined
Philadelphia
Date: 3rd Wednesday; Time: Varies
Meeting Contact:
Karla Wursthorn, CPE
kwursthorn@tnward.com

Central Pennsylvania #76
Where: Loxley’s Restaurant
500 Centerville Road
Lancaster - 17601
Date: 2nd Wed.; Time: 6:00 PM
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: West Texas Chop House
1135 Airway Boulevard
El Paso - 79925
Date: 1st Thursday; Time: 6:00 PM
Meeting Contact:
Rodolfo Barba, CPE
rodolfobarba1@gmail.com

Dallas/ Ft. Worth #43
Where: Alternates
To Be Determined
Varies: N. Dallas/Mid-Cities/Grapevine
Date: 3rd Friday; Time: 11:45 AM
Meeting Contact:
Rick Wyly, CPE
rick@buildcostcontrol.com

► WISCONSIN
Brew City #78
Where: To Be Determined
To Be Determined
Milwaukee
Date: Varies; Time: Varies
Meeting Contact:
Keith Parker, CPE
keithparker@circlebco.com

► UTAH
Salt Lake City #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@hotmail.com

► VIRGINIA
Richmond #82
Where: Baskerville
101 South 15th Street, Suite #200
Richmond - 23219
Date: 4th Wednesday; Time: Varies
Meeting Contact:
Jacob Dyer
jacob@gulfseaboard.com

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