HTETCO Entrances, Storefront + Curtain Walls

KALWALL

The Developing Trend of Hiring Independent Consulting Estimators
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This year seems to have flown by, with Thanksgiving fast approaching and the end of the year shortly thereafter. The Board of Directors and the Staff at the Society Business Office would like to wish all Members, our Affiliates and Partners and all who are associated with the American Society of Professional Estimators a very Happy Holidays and a healthy and successful New Year.

The Board of Directors and the Governance Committee are meeting on a regular basis. Our focus is to introduce new opportunities to promote both the AEP and the CPE Programs, all while the Certification Committee continues to refine the associated Exams. Of course, we are all promoting Membership. The BOD is researching relationship with other Associations and organizations to promote ASPE as well as highlighting the profession of Estimating. Should you have any suggestions of other groups where we can promote ASPE, please let us know.

Both the Central Plans and the NW-SW Regions delivered excellent Fall Regional Meetings with great work by the host Chapter. The Northeast conducted their Regional by video conference. All were lively conversations. The Southeast Region is already in the planning stage for a 2020 Spring Regional Meeting.

As a Board, we still are issuing the challenge to each Member to recruit just one member. With this effort, we will be able to increase our rank and files. With additional membership, added benefits will be developed.

Our second challenge is if you have not earned your CPE or AEP designation, consider applying. Display a commitment to your career, qualify your knowledge and experience, and show your boss or an Owner that you are well equipped to develop and deliver those industry leading estimates. If you have already earned your CPE or AEP designation, encourage your staff or associates to set the CPE or AEP as their 2020 career goal.

We will continue to strive to make this Society the construction industry’s leader and recognized authority in professional estimating, and communication between Board Members and Membership is important. Your thoughts and feedback are valued. Please communicate with a Board Member.

Enjoy a great Thanksgiving, a very happy Holiday Season and be safe and secure with your families!
“Estimating 4.0 is here” - did you take a free 14-day trial yet?

The estimating profession is evolving – so should the tools you use. Sigma combines spreadsheet familiarity with advanced database driven functionality.

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Built for estimators like you who want to learn and adopt new technologies but face difficulties in shutting the doors to Excel.

ANNOUNCEMENTS

On October 1, **2020 Membership Renewal Invoices** were sent to the email address noted in your Member Profile. To ensure accuracy, please verify that all contact information is current and correct (by logging into the ASPE Website and updating your Profile) as soon as possible. (This also ensures accurate delivery of your Membership Renewal Packet, as well *Estimating Today* and other mailed updates!)

**Recommended Bidding Procedures**, an ASPE guide for Competitively Bid Construction Projects, has been updated and is available for (complimentary) download by Members. The revised 8th Edition is available on the ASPE website by selecting Resources / Publications.

**Note … Non-Members may purchase for a minimal cost of $5.**
Welcome to Our New Members (August + September)

**Membership Classification Count** (as of 10/28/2019)

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**Congratulations to New CPEs + AEPs (August + September)**

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PO Box 140710
Nashville, TN 37214
615.316.9200
ASPEnational.org

James Cook
Abram Karraker
A.J. Ducusin
David Bohnsack
Andy Flecky
Rick Hogebaum
Jonathan Randall
Ryan Dale
Sara Lang
George Teillefsen
Rj Angle
Richard Boyer
Alex Bieg
Steve Hartman
Henry Ossi
Tim Sedlock
Satish Kakker
Vasudeva Kaushik Nandyala
Preston Smith
Tim Falarski
Stephanie Pyle
Noah Walsh
Kelly Armstrong
Robyn Vogel Straight
Cory Linn
Blake Umthun
Rick Schalma
Scott Bollen
Joshua Richmond
Scott Grabham

COSEC Land Development, LLC
Stanek Constructors, Inc.
West Coast Air Conditioning
Iron Horse Companies
Haydon Building Corp
IMCOR
Sundt Construction
Hurricane Fence
T. Moriarty & Son, Inc.
Metal Works
Boyer Fire Protection
Bieg Plumbing
Leidos Biomedical Research
DMR Architects
Jack Miller Contractors
Construction Cost Management Inc.
Construction Cost Management, Inc.
Marathon Construction Estimating, LLC
Crawford Consulting Services
Pluma, LLC
MMC Contractors
Walsh Door & Security
Walsh Door & Security
MMC Contractors Iowa, Inc.
WDS Construction, Inc.
Hunzinger Construction
Davidson Brown, Inc.
Colonial Webb contractors

San Diego
San Diego
San Diego
Arizona
Arizona
Arizona
Arizona
New York
Sacramento
St. Louis Metro
St. Louis Metro
Greater D.C.
Garden State
Empire State
Dallas/Ft. Worth
Dallas/Ft. Worth
Dallas/Ft. Worth
Three Rivers
Roadrunner
Columbia - Pacific
Des Moines
Des Moines
Des Moines
Des Moines
Brew City
Brew City
Richmond
Richmond

Orange County
San Diego
Denver
Greater D.C.
Old Fort
Project Report

Northland Transit Center

Columbus, OH, USA

Wall Systems | Skyroof™ + Skylight Systems | Canopies + Walkways | Hurricane-Rated E-Series™ Windows
STRIKING A BALANCE BETWEEN SERVICE AND EFFICIENCY

When the Central Ohio Transit Authority (COTA) opened Columbus, Ohio’s first rapid transit bus line in 2018, local riders could travel faster and reach popular city destinations previously inaccessible by bus. Known as CMAX, the line not only sets a standard for rapid transportation, but style and comfort as well.

The centerpiece of the CMAX project is the visually striking Northland Transit Center. The center includes an 8,950 square-foot (2,728 square-meter) overhead canopy system featuring Kalwall translucent sandwich panels. The panels are secured to a single-source, aluminum box beam superstructure designed by Kalwall’s strategic partner Structures Unlimited.

The complex and extensive project required great coordination, including contracted electricians working right behind the crew from Structures Unlimited, to run wiring inside the aluminum box beam superstructure for both the lighting and security cameras. Working with a single-source manufacturer allowed the project manager to avoid down time.

Architects determined early on in the project design to utilize Kalwall’s Merrimack grid pattern in order to create a unique look. Spacing the internal I-beams formed another distinguishing characteristic by casting shadows onto each other. Structures Unlimited was also able to design the canopy so that the bay spacing is an open 16 feet (4.9 meters), alternated with 8 feet (2.4 meters) bay spacing between columns where benches and wind screens were placed.

The canopy system offers superior structural integrity that stands up to hurricane-force winds, high snow loads and the most demanding code requirements. While another choice for a canopy may be glass, Kalwall panels offer a more effective solution because they not only meet the design requirements and offer protection from varying weather conditions, but are lighter (requiring less supporting structure) and easier to maintain. Soil and detritus are less obvious on Kalwall than on glass, and simple rainfall helps keep the panels clean. When further maintenance is required, maintenance staff can safely walk across the canopy’s man-safe surface, which exceeds OSHA 1910.23 for fall through compliance.

Kalwall panels also eliminate shadows, hotspots, glare and the stark contrast of light and shade, all improving the experience for passengers below. The soft glow Kalwall gives off from artificial light often helps serve with wayfinding at night.

Kalwall and Structures Unlimited are favored by municipal projects for a multitude of reasons. Providing total responsibility from design through installation helps ensure that projects like the Northland Transit Center are completed on time and within budget.

For unparalleled thermal performance in translucent daylighting, consider specifying Kalwall with CABOT's Lumira® aerogel insulation. Available in 2.75” (70 mm) panel formats up to: 4’ x 12’ (1200 mm x 3600 mm) and 5’ x 10’ (1500 mm x 3000 mm) maximum.
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**Faces of ASPE: Paul M. Chang, CPE**

**Chapter 4 – San Diego – Chapter President**

Balfour Beatty US  
Contact: PChang@balfourbeattyus.com

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**Best advice I ever received**

Whatever you do, give it 100% of your effort!

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

We have always room for improvements and time for planning for success.

**Chapter goal for 2019 - 2020**

Service to Chapter Members & Construction Community.

**If I wasn’t doing this, I would**

Maybe participating in my favorite TV show, Naked and Afraid!
Sunny S. Mak, CPE
Chapter 25 – Boston
smak@wtrich.com

HTETCO Entrances, Storefronts and Curtain Walls

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Section 3: Factors that may Affect Take-Off and Pricing
Section 4: Overview of Labor, Equipment, Material, and Indirect Costs and Mark-Up
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Section 6: Ratios and Analysis
Section 7: Miscellaneous Pertinent Information
Section 8: Sample Sketch
Section 9: Sample Take-Off and Pricing Sheets
SECTION 1: INTRODUCTION

Description
The purpose of this paper is to provide the reader with an understanding of the aluminum entrances, storefront and curtain wall system and how to estimate the cost. This paper is written from the perspective of a storefront and curtain wall subcontractor. The samples of take-off and pricing sheets are provided at the end of this paper to demonstrate how to prepare the estimate of a simple storefront and curtain walls system. Brief Description of Storefront and Curtain wall

Storefront glass and entrance systems are often used in large commercial office, residential and retail buildings. Storefront and curtain wall framing materials are available in a variety of colors and finishes. Most of the commercial or institutional buildings constructed in recent years have a large percent of glass on the façade. One of the advantages for using glass at the exterior walls, beside the aesthetics, is that natural light penetration has proven benefit from the perspectives of energy use and the occupant’s health. There are some strategies to earn LEED credits by using the curtain walls or Storefront system. The LEED Credit Environmental Quality EQ 7.1 requires the building envelope to meet the requirements of ASHRAE 55-2004, the “Thermal Comfort Conditions for Human Occupancy”. Demonstrating the design compliance of the LEED requirements can earn the LEED credit. The project team can also explore the option of using the recycled aluminum to earn additional LEED credits. There are two types of curtain wall and storefront installation available. Stick built systems are fabricated in the shop and shipped to the job sites for installation. This system also can be furnished by the manufacturer as stock lengths to be cut, machined, assembled and installed in the field. To accomplish better quality control, lessen installation time, and reduces labor costs, the unitized curtain wall systems have been developed. The unitized curtain walls are factory-assembled and glazed, then shipped to the jobsite in units that are typically one lite wide by one floor span tall. The operable windows can work within curtain wall and storefront to allow fresh air into the occupied space.

Differences between Storefront and Curtain Wall
Storefront and curtain wall are the terms referring to the exterior glass partitions on the façade of commercial or institutional buildings. Both the storefront and curtain wall share the similar functions and appearance. It all may look same on the outside, but they are different systems, used for different applications, assembled differently and they even perform differently. The following are some of the major differences between the two systems.

• Curtain wall is a non-load-bearing exterior wall that hangs from the floor beams or slabs. Curtain wall can be 20 feet or higher, depending on the design and, in some cases, can span multiple floors. Storefront is also a non-load-bearing system usually spanning between the ground floor slab and the structure above. The normal height for the storefront is 10 feet high or less and is used on the ground floor only.

• Another difference between storefront and curtain wall is the way each handles infiltration of moisture and rainwater. Storefronts control water infiltration by directing all internal moisture to the sill flashing; curtain wall drains at each individual lite of glass through the weep holes. They allow fresh air into the occupied space.

When choosing the glass system, cost is always a consideration in any projects. Storefront is generally the less expensive of the two options because of its smaller area of coverage and the lighter weight of its materials.

MAIN CSI MASTERFORMAT™
DIVISION: 08 00 00, Openings
Sub-Divisions: 08 40 00, Entrances, Storefronts, and Curtain Walls
08 44 00, Glazed Aluminum Curtain Wall
infill panels and other miscellaneous items such as vertical mullion and horizontal frames, operable windows, entrance doors and door hardware, etc. There are some other specialty items including special mullion covers, sunshade outriggers, LED lighting, and some cases with integral photovoltaic panels.

Material Take Off:
- Perimeter frame measured by LF, itemized based on width and length of each opening
- Vertical mullions measured by LF
- Flashing and sill measured by LF
- Splices and midpoint anchors, if required, measured by EA
- Horizontal framing measured by LF
- Vertical brake metals or cover measured by SF
- Glass measured by total net SF and identify any oversized glass as required (e.g., clear glass, spandrel glass or translucent glass)
- Caulking at the perimeter of opening measured by LF
- Fasteners/Shims measured by EA
- Swing aluminum entrance door measured by Leaf
- Entrance door hardware measured by SET

Labor:
- Field measuring and layout (MD)
- Unloading and set-up curtain wall metal (MD)
- Fabrication / shop labor (MD)
- Crating labor (MH)
- Travel time (MH)
- Offloading of materials (MD)
- Field installation (MD)
- Cleanup and disposal (1HR/Day)

Equipment:
- Aerial boom lifts rental cost measured by MONTH
- Loading, unloading and hoist measured by MONTH

SECTION 3: PROJECT SPECIFIC FACTORS TO CONSIDER IN TAKE OFF AND PRICING

There are several major factors that affect the take-off pricing of the storefront and curtain wall systems in North America.

Project Size
The size of the project will affect the overall cost. Larger projects generally offer economies of scale due to bulk material purchases. The large amount of material involved also will receive larger discount from the material supplier. The cost premiums for elements such as engineering will be reduced for higher quantities since it is fixed for larger and smaller projects. Smaller projects have similar mobilization and set-up costs compared to larger projects.

Geographical Location and Climate
The location of the project can also have an impact on the cost of the work. Some of the major items including the Local Building Code, sales tax, labor wages, and union agreements. Other factors affected by geographic locations include temperature and snow loads; the wind zones also play a very large part in determining the design and, therefore, the cost of the curtain walls. Buildings in an area with a higher risk of getting hit by hurricane wind will need to be designed to withstand the high wind and, in some cases over 150 MPH. The local weather and environmental factors may also require excess labor due to severe cold or extreme hot climates.

Accessibility and Site Conditions
The accessibility and restrictions to the work area on the building have major effect on productivity and, therefore, affect the final costs. The installation with a more restricted site may require an aerial lift with a longer boom or using the swing stage in some cases. Projects with limited staging areas may restrict the use of staging areas for stockpiling of materials may require the use of remote storage and in effect, increase handling costs.

Method of Install
Curtain wall storefront systems can be field fabricated in-place or shop fabricated and delivered to the site as a unitized system. The shop glazed system is generally less expensive due to higher productivity in a controlled environment. Shop fabrication is free of the effect of inclement weather.

Project Schedule and Duration
One of the most important factors will affect the over pricing is the Project Schedule and the duration allow for the installation. The estimator needs to discount the production rate if the curtain wall or storefront to be installed during the cold winter months in the Northeast. For a project with a very tight schedule, premium overtime labor rate may be required.

SECTION 4: OVERVIEW OF LABOR, MATERIAL, EQUIPMENT, INDIRECT COSTS AND MARKUPS APPROACH AND APPROACH TO MARKUPS

The cost of the curtain walls and storefront can be broken down into materials, labor, equipment, indirect costs, and mark-ups. Once the scope of the project has been quantified by using the framework of the takeoff, the cost for each task may now be calculated.

Material
To prepare a detailed estimate of the curtain wall and storefront, all the major component must be quantified. These items should include the glazing area; size and type including thickness; and all the required
metal framing including the vertical and horizontal mullions. Some miscellaneous material that needs to be included in the estimate includes gaskets, sill and jamb flashing, fire stopping and sealants, etc. The glass manufacturer will base his quote on the provided information such as the glass material type, the size and thickness of the glass, total area, and the location of the project. The entry doors, which are part of the storefront system, are listed on the estimate as leaf count. The hardware sets for each door leaf are also quantified, listed, and send to the manufacturer for pricing.

**Labor**

Labor rates often vary by locations and, in some cases, are established by the local Unions or mandated by government for the public construction projects. These wages also need to include burden as required such as payroll taxes, fringe benefits, workman’s compensation insurance, and health insurance. There are two basic labor rates applied to the fabrication and installation of most curtain wall storefront systems and it also depends on the types of curtain wall system. The shop labor is the labor used to fabricate the material in the shop. The production rate of the fabrication labor is usually standard because of the controlled environment. The installation production rate in the field can be affected by many variables including the site logistics, location of the panels to be installed, and the local weather. The shop labor and field labor normally have different hourly rates. The field labor rate can be 100% higher than the shop labor for a non-union contractor working on a public funded project. For a public funded project in Massachusetts, all the contractors must pay the field workers the prevailing wages and this requirement does not apply to the workers working in the shop.

**Equipment**

For a Stick Build curtain wall or storefront system, an aerial boom lift is normally required for most of the low-rise building projects. Many storefront panels can be set by using a lull or similar equipment. For the curtain wall or storefront systems that are not easily accessible by boom lift, may require the use of a swing stage. In some of the larger projects with the Unitized curtain wall system, a tower crane is the best way to install the larger size panels.

**Indirect Costs**

Some of the indirect costs for storefront and curtain wall system including engineering, testing and in some case to installing the free-standing mock-up panels.

**Mark-up**

The mark-up portion of the estimate includes bonds, insurances, the office overhead such as estimating, marketing and accounting department etc. The most important of all is making a reasonable profit for running the business. Sometimes additional contingency money will be added to the estimate to cover some unknown conditions. The total mark-up of each project sometimes needs to be flexible. Some of the factors affecting the percentage of the mark-up includes the state of the economy, number of bidders, and type of projects

**SECTION 5: SPECIAL RISK CONSIDERATIONS**

The cost of material can fluctuate drastically over a short period of time. The estimators should verify the material prices from the manufacturers for every project especially more important for some specialty items. Glass and metal costs will be affected by supply and demand in the global markets, Government Trade policy, taxes and tariffs. The project schedule can also present a risk to the profitability of the job. Knowing when the material can be procured can reduce exposure to material price increase. Another factor to consider is the Company’s projected workload at the time of installation, which could also present the risk of not being able to man the job. All these risks are usually factored in a contingency for which the estimator could adjust the bid higher or lower, depending on the comfort of level of the bid documents and estimate.

**SECTION 6: RATIOS AND ANALYSIS**

It is very important to review and double check the quantities, pricing, and accuracy after an estimate is complete. Compare the overall price per square foot to the company’s previous projects of similar size, design and wage requirements. The other benchmark data also can be obtained from commonly used construction cost reference books. Construction cost reference books may not be based on the most current market information available, and are based on national averages. These average costs must be adjusted by location or published city indexes. Other ways to check would be by using the ratios of material, labor and equipment of the estimate.

**SECTION 7: OTHER PERTINENT DATA**

A thorough review of project documents including plans and specifications is essential to an accurate estimate. There are a lot of special requirements in the specifications and sometimes can take years of experience knows what to look for. Some of the examples are deflection criteria, insurance (FM Global in particular), special finishes, spray foam at perimeter, and the design of a system with extremely high-performance values. Some other items to consider are the structural design loads and product warranty requirements. Some of these items can be very expensive and estimators need to lookout for these and either add the cost to the budget estimate or add them in the Exclusion Statement. We have found recently is that the architects aren’t doing their homework as well when it comes to an engineering review of their drawings. A lot of time they are rely on the curtain wall contractors and the manufacturer’s input.
SECTION 8: SAMPLE SKETCH
SECTION 9: TAKE-OFF AND PRICING SHEETS

STOREFRONT GLAZING

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CUSTOM COLOR SPANDREL GL-2 WITH MP

Spandrel Panels w/ Aluminum Metal Panel Behind, Exposed To-Finished Spacers

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SPANDREL GLASS GL-3

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STOREFRONT OPENING AREA & PERIMETER

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<th>D</th>
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<th>I (DxH)</th>
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<th>TOTAL</th>
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## CURTAIN WALL GLAZING

### A - CURTAIN WALL OPENING AREA & PERIMETER

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<tr>
<th>Opening Citation &amp; Description</th>
<th>A</th>
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<th>F (GxH)</th>
<th>G &amp; H</th>
<th>I (GxH)</th>
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<td>(LF)</td>
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### Vertical Framing ( Mullion)

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<th>QTY</th>
<th>Bays</th>
<th>Length</th>
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<th>Splice Joins</th>
<th>Midpoint Anchors</th>
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Including gaskets & misc.

### Vertical Corner Brake Metal

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<td>(SF)</td>
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### Horizontal Framing

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<td>(FT)</td>
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HTETCO Entrances, Storefronts and Curtain Walls ... continued
HTETCO Entrances, Storefronts and Curtain Walls ... continued

### CURTAIN WALL GLAZING

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<thead>
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<th>GL1: 1&quot; insulating glass low-e coating on #2</th>
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<td><strong>LIBRARY FACULTY SOUTH CURTAINWALL - C2/A600</strong></td>
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<td><strong>GYM SOUTH CORNER CURTAINWALL - B4/A6.00</strong></td>
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<td><strong>Total Glass - CLEAR GLASS (GL-1)</strong></td>
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### CUSTOM COLOR SPANDREL GL-2 WITH PF

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### SPANDREL GLASS GL-3

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<td><strong>Total Glass - GLASS TYPE GL-3</strong></td>
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### CURTAIN WALL OPENING AREA & PERIMETER

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<tr>
<td><strong>LIBRARY FACULTY SOUTH CURTAINWALL - C2/A600</strong></td>
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<td><strong>OPEN STAIR SOUTH CURTAIN WALL - E1/A600</strong></td>
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<td><strong>GYM SOUTH CORNER CURTAINWALL - B4/A6.00</strong></td>
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<table>
<thead>
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<td><strong>CURTAINWALL OPENINGS</strong></td>
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<td><strong>LIBRARY FACULTY SOUTH CURTAINWALL - C2/A600</strong></td>
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<td><strong>OPEN STAIR SOUTH CURTAIN WALL - E1/A600</strong></td>
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<tr>
<td><strong>GYM SOUTH CORNER CURTAINWALL - B4/A6.00</strong></td>
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<td><strong>Vertical Millions</strong></td>
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<td><strong>Including gaskets &amp; misc.</strong></td>
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<thead>
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<th><strong>Vertical Corner Brake Metal</strong></th>
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<td><strong>LIBRARY FACULTY SOUTH CURTAINWALL - C2/A600</strong></td>
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<td><strong>OPEN STAIR SOUTH CURTAIN WALL - E1/A600</strong></td>
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<td><strong>CURTAINWALL OPENINGS</strong></td>
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**MISC. DIRECT COST ITEMS:**

- **MANAGEMENT/SUPERVISION:**
  - 4.00 WKS
  - **$22,722**

- **ENGINEERING/ SUBMITTAL:**
  - 192.00 SF
  - **$3,292,760**

- **LUFFI/ HOST/ MISC. TOOLS:**
  - 102.00 SF
  - **$2,161,800**

- **AERIAL BROOM LIFT - FIELD INSTALLATION:**
  - 1.00 MNS
  - **$3,600,000**

- **MOBILIZATION:**
  - 0.00 LS
  - **$1,000,000**

**TOTAL THESE SHEETS:**

- **$3,564,800**
- **$54,160**
- **$111,200**
- **$1,042,100**
- **$140,250**

**LABOR BENEFIT AND BURDEN @ 75%**

- **$27,187**

**SALE TAX MA @ 6.25% (Exempted)**

- **$0.00**

**SUB TOTAL**

- **$367,160**

**GROSS AND PROFIT @ 15%**

- **$55,074**

**TOTAL COST ==============**

- **$422,234**

**ADD FOR BOND @ 2%**

- **$8,445**

**TOTAL COST ===============**

- **$430,679**
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<th>SUB TOTAL</th>
<th>$/SF</th>
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<tbody>
<tr>
<td></td>
<td>Curtainwall assemble shop</td>
<td>26.00 LF</td>
<td>60.00</td>
<td>26.00 3.00</td>
<td>0.41 0.00</td>
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<td>54.48 0.63</td>
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<td>Top and bottom anchors fabrication (Vertical joints)</td>
<td>34.00 LF</td>
<td>60.00</td>
<td>32.00 2.00</td>
<td>0.37 0.00</td>
<td>10.00 0.00</td>
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<td></td>
<td>Mid span CW anchors</td>
<td>0.00 LF</td>
<td>60.00</td>
<td>24.00 2.00</td>
<td>0.00 0.00</td>
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<td>24.00 2.00</td>
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<td>Brake metal tab for curtainwall</td>
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**TOTAL**

**AMOUNT** | **UNIT** | **SUB TOTAL** | **$/SF** |
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<td>189.00 LF</td>
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**TOTAL COST** | **$/SF** |
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<tbody>
<tr>
<td>54.35 0.63</td>
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### Crews and Description

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<td>3.00</td>
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<td>75.00</td>
<td>75.00</td>
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<td></td>
<td>Organize, send, and track all critical subcontractor contact and project bid information using smart Excel.</td>
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<td>CREW 2</td>
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<td>75.00</td>
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<tr>
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<td>Quick level bidding subcontractors and minimize your project scope gap risk exposure using smart Excel.</td>
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<td></td>
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</tr>
</tbody>
</table>

**Excel in Building**

- **Bid List Software**: Organize, send, and track all critical subcontractor contact and project bid information using *smart Excel*.
- **Scope Sheet Software**: Quickly level bidding subcontractors and minimize your project scope gap risk exposure using *smart Excel*.
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312.600.4414 contact@14Fathoms.com
3 Steps to Annual Renewal Certification Cycle = January 1 – December 31

Step 1 = PDUs
Professional Development Units must be earned + logged within the calendar year. Submit documentation, in PDF or DOC format, to back-up journal entry.

CPE = 24 PDUs
AEP = 12 PDUs

To access the PDU Journal, sign into your ASPE Profile. PDU Reference Table found on the Certification page.

CPE = Certification > CPE Applications + Forms > More Information
AEP = Certification > Certification Program (AEP) > More Information

Step 2 = Application
Certificate holders are required to complete the Renewal Application from within their profile.

CPE = Certification > CPE Applications + Forms > More Information
AEP = Certification > Certification Program (AEP) > More Information

Step 3 = Fees
Renewal Fees are paid within the online application, available at ASPEnational.org / Certification.

CPE + AEP Renewal Fees
ASPE Member = $ 50
Non-Member = $350

Certification Cycle = January 1 – December 31
Do you wish to know how many PDUs are approved in your Journal for this calendar year?

CPE + AEP Certificate Holders know that they are responsible to earn and electronically log Professional Development Units (PDUs) within their individual ASPE profiles. To find the minimum requirement and the total earned, follow the directions below.

1. Please sign into your Profile
2. Select: Quick Links
3. Select: Certification Journal
4. Select: Certification/Programs (This option appears gray, until you select it)
5. This tab will indicate the Minimum Required and the total Earned

Reference the picture below.

![Certification Journal](image)

If assistance is needed, your Certification Coordinator is just an email away Certification@ASPEnational.org!
The Developing Trend of Hiring Independent Consulting Estimators

Rifka Malik, CPESC, CPE
Sitework Estimating Services, Inc.

The trend of hiring independent consulting estimators is gaining momentum. While many construction companies are now subcontracting their estimating projects to independent firms, others choose to integrate the consulting estimator into their in-house teams. Naturally, there is much debate within the construction community as to which is the better option. There are undeniable benefits to each arrangement and just as many concerns. We will discuss the four C’s of concern that is the gateway to the much needed fifth C – Confidence.

1. **Cost**
2. **Confidentiality**
3. **Competence**
4. **Commitment**

**COST**
It is a common misconception that it is not a cost-conscious option to hire a consultant. Although a consultant’s hourly or lump sum fee may seem to be higher than an employee’s at first glance salary, one must account for all fringe costs associated with either scenario. Cost consultants usually are paid an agreed upon rate as a clean and straightforward cost, while an employee’s rate of pay is merely a fraction of their actual cost to their employer. For example, if an estimator receives a salary of $100,000 per year, he or she receives a gross rate of approximately $48 per hour if divided over a 2,080-hour work year. However, that is only a start. The employer will add payroll taxes, insurance, benefits, and perhaps bonuses. Additionally, an employee is paid for the week or year whether they spend all available hours working on your estimates or not. It is a commitment that is made by an employer at the time of hiring. A consultant is paid only when they are working.

**CONFIDENTIALITY**
This must be the most common question I receive as a consultant: How do I know I can trust you?

To start, how do you know you can trust your employee? Any answer can also potentially apply to the consultant.

There is no simple answer. But what I tell my clients is that I have a mortgage to pay, which is closely linked to my reputation in this business. I have been around for many years for a good reason. Frankly, that is the only answer that I can come up with that is irrefutable. Anything else I say is questionable until they are convinced that I am telling the truth. And that takes time, regardless of how the working relationship is structured.
Members of ASPE and CERT, the Consulting Estimators Round Table, must abide by a Canon of Ethics that they subscribe to as members. If there are specific business practices that are of particular concern to you, your best protection is to ask direct questions of the person that you are considering to trust. Frequently it boils down to the composition of a (personal) moral compass that stands behind every professional, whether acting as an employee or consultant.

**COMPETENCE**

While the competence and experience level of any professional can vary across the board from beginner to advanced level, this holds true for either structure. However, my experience has shown that typically a consulting estimator will need a significant level of competence and experience to open their doors and offer independent services to the AEC community. After all, they won’t have a direct supervisor to tell them where the bathroom is.

Another benefit of utilizing independent consultants is having access to specialty services on an as-needed basis. For example, if you typically engage in vertical construction, but occasionally need civil estimating or MEP estimating for given projects, you can split the scope of work amongst professionals that specialize in those areas.

Independent consulting estimators bring an open mind and creativity to the table that is unmatched. The best estimator is liable to develop tunnel vision, especially when working on similar projects every day. This phenomenon is quite common, as companies tend to gravitate towards projects that they excel at and develop a niche of sorts. A consultant that works with a variety of clients, even within a specialty segment, tends to get a much broader view of the trade. Also, since all clients have different needs, a consultant must always be very in tune with the detailed requirements for each job, significantly reducing the risk of tunnel vision.

**COMMITMENT**

This is another contentious one: How do I know that you will be there when I need you?

The benefit of having a full-time employee is that this concern is a bit more controllable. You know that he or she will dedicate all of their time to your projects unless something goes wrong. With a consulting estimator, your project has to fit within their calendar.

That, however, does not solve your problem or eliminate this important dilemma. Are you guaranteed that your employee will not get sick right in the middle of your most crucial bid of the year? Are you assured that your employees will always be able to accept whatever workload you place on them?

There are many benefits that the consultant structure brings over and above the employee structure. Many consulting firms have multiple crews of professionals that are available to take on large and time-consuming projects that may be too much for your hired staff. Additionally, these companies are better able to compensate for temporary individual non-performance issues that may be catastrophic to a limited staff.

It is essential to consider the work ethic of the consultant that you are engaging with. Typically, when a consultant accepts a project with an agreed upon date of delivery, that is it. End of story. We are known to work 48-hour shifts to deliver on a promise. I don’t know of any employees that do that. I’m sure that there are some, but that is not anything that an employer can expect. When you hire a consultant, you are not involved in the time management. No uncomfortable requests have to be made. There is a set delivery time. How that happens is the consultant’s problem.

**CONFIDENCE**

This is where we land at the end of the day. Confidence is the cornerstone of every business relationship. Although it is difficult to achieve without the test of time, it is indeed attainable. Strong deliverables by a competent consultant over repeated assignments will undoubtedly carve out a comfortable and secure relationship.

Most importantly, every business owner needs to enter the debate and reach an intelligent conclusion. Sometimes the best avenue towards that is a trial run. As the construction industry develops, new and fresh ideas keep us ahead of the curve. Consulting estimators are certainly in that pathway.
If I wasn’t doing this, I would

Every mistake you make on an Estimate is an investment in your education. Make sure you know how and why the mistake happened, but don’t look at it as a failure. It’s a lesson, so don’t waste it.

There is no magic software, price index, or historical cost database that can replace a detailed estimate with a thorough takeoff. The takeoff technology, and the estimating software may change, but Estimating is still the same.

Our Chapter has been growing slowly; I would like to continue the trend of growth.

Probably be teaching.

Best advice I ever received

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

Chapter goal for 2019 - 2020

If I wasn’t doing this, I would

FACES OF ASPE: Greg Roscoe

Chapter 76 – Central Pennsylvania– Chapter President
High Construction Company
Contact: GRoscoe@high.net

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1-866-627-6246
2019/2020 ASPE Critical Calendar: November-February

November 2019

13 Certification Committee Meeting via Conference Call
16 Board of Directors Meeting via Conference Call
19 Standards Committee Meeting via Conference Call
20 Education Committee Meeting via Conference Call

December 2019

10 Deadline: Member Profile Updates for inclusion in 2020 Membership Directory + Buyers’ Guide
11 Certification Committee Meeting via Conference Call
17 Standards Committee Meeting via Conference Call
18 Education Committee Meeting via Conference Call
31 Members suspended from Membership if not renewed

January 2020

1 New Fiscal Year Begins!
1 2020 Summit - Early Registration Opens
3 ASPE Membership: Membership suspended for non-renewal (Renewal due 12/31/2019)
3 CPE Status: Expiring CPEs revoked for non-renewal (Renewal due 12/31/2019)
4 Board of Directors Meeting via Conference call
8 Certification Committee Meeting via Conference Call
15 Education Committee Meeting via Conference Call
21 Standards Committee Meeting via Conference Call
22 Call for Nominations: Candidates begin submitting applications for Board of Directors positions
TBD Strategic Planning Committee Meeting - Nashville

February 2020

4 Last day for nomination of candidates for Board of Directors to Society Business Office
4 Chapter Reports due to Regional Governor for February Board of Directors Reports
12 Certification Committee Meeting via Conference Call
10 Committee and Technical Committee Chairs progress reports due to their respective Vice President and Society Business Office
14 Last day for Board of Director Reports to Society Business Office for February Board Books
18 Last day for Society Business Office to confirm qualifications of candidates for election to the Board of Directors
18 Standards Committee Meeting via Conference Call
19 Education Committee Meeting via Conference Call
29 Board of Directors Meeting via Conference call
### ASPE Chapter Meetings

#### Arizona

<table>
<thead>
<tr>
<th>Chapter</th>
<th>Where</th>
<th>Date</th>
<th>Time</th>
<th>Meeting Contact</th>
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<tbody>
<tr>
<td>Arizona #6</td>
<td>Aunt Chilada’s 7330 North Dreamy Draw Drive</td>
<td>2nd Tuesday</td>
<td>5:30 PM</td>
<td>Gene Plum <a href="mailto:gplum@mccarthy.com">gplum@mccarthy.com</a></td>
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| Arizona #6 | Aunt Chilada’s 7330 North Dreamy Draw Drive | 2nd Tuesday | 5:30 PM    | Gene Plum gplum@mccarthy.com |

#### California

<table>
<thead>
<tr>
<th>Chapter</th>
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<th>Meeting Contact</th>
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<tr>
<td>Orange County #3</td>
<td>Ayres Hotel 325 Bristol Avenue Costa Mesa - 92626</td>
<td>2nd Wednesday</td>
<td>5:30 PM</td>
<td>Kevin Murphy <a href="mailto:president@aspe-oc3.org">president@aspe-oc3.org</a></td>
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</table>

| Orange County #3 | Ayres Hotel 325 Bristol Avenue Costa Mesa - 92626 | 2nd Wednesday | 5:30 PM    | Kevin Murphy president@aspe-oc3.org |

#### Arkansas

<table>
<thead>
<tr>
<th>Chapter</th>
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<tr>
<td>Arkansas #33</td>
<td>Baldwin &amp; Shell 1000 West Capital Avenue Little Rock - 72201</td>
<td>3rd Friday</td>
<td>12:00 PM</td>
<td>Chuck Garrett, CPE <a href="mailto:cgarrett@baldwinshell.com">cgarrett@baldwinshell.com</a></td>
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| Arkansas #33 | Baldwin & Shell 1000 West Capital Avenue Little Rock - 72201 | 3rd Friday | 12:00 PM   | Chuck Garrett, CPE cgarrett@baldwinshell.com |

#### Colorado

<table>
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<tr>
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<tr>
<td>Denver #5</td>
<td>To Be Determined</td>
<td>2nd Tuesday</td>
<td>Time: 5:00 PM</td>
<td>Paul Jonez <a href="mailto:pjonez@gtc1.net">pjonez@gtc1.net</a></td>
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| Denver #5  | To Be Determined            | 2nd Tuesday | Time: 5:00 PM | Paul Jonez pjonez@gtc1.net |

#### Connecticut

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<td>Yankee #15</td>
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<td>TBD</td>
<td>Gregory Williamson, CPE <a href="mailto:gwilliamson@bondbrothers.com">gwilliamson@bondbrothers.com</a></td>
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| Yankee #15      | To Be Determined            | TBD        | TBD        | Gregory Williamson, CPE gwilliamson@bondbrothers.com |

#### Delaware

<table>
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<td>Delaware #75</td>
<td>To Be Determined</td>
<td>2nd Wednesday</td>
<td>Time: 5:30 PM</td>
<td>Estel Taylor <a href="mailto:etaylor@albireoenergy.com">etaylor@albireoenergy.com</a></td>
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| Delaware #75    | To Be Determined            | 2nd Wednesday | Time: 5:30 PM | Estel Taylor etaylor@albireoenergy.com |

#### District of Columbia

<table>
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<tr>
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<th>Time</th>
<th>Meeting Contact</th>
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</thead>
<tbody>
<tr>
<td>Greater D.C. #23</td>
<td>Jacobs 1100 North Glebe Road, Suite #12 Washington, DC</td>
<td>3rd Thursday</td>
<td>Varies</td>
<td>Maurice Touzard, CPE <a href="mailto:mtouzard@gmail.com">mtouzard@gmail.com</a></td>
</tr>
</tbody>
</table>

| Greater D.C. #23| Jacobs 1100 North Glebe Road, Suite #12 Washington, DC | 3rd Thursday | Varies | Maurice Touzard, CPE mtouzard@gmail.com |
**FLORIDA**

**Tampa Bay #48**
*Where:* Mission BBQ  
5602 West Water Avenue  
Tampa - 33634  
*Date:* 3rd Tuesday; *Time:* 5:30 PM  
*Meeting Contact:* Jim Cummings  
jim.cummings@jedunn.com

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

**Orlando #50**
*Where:* Black & Veatch Offices  
201 S Orange Avenue, Suite 500  
Orlando - 32801  
*Date:* 3rd Tuesday; *Time:* 6:00 PM  
*Meeting Contact:* Danny Chadwick, CPE  
dkchadwick@bellsouth.net

**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.aldrige@skansa.com

**INDIANA**

**Central Indiana #59**
*Where:* To Be Determined  
Indianapolis  
*Date:* 3rd Thursday; *Time:* 5:30 PM  
*Meeting Contact:* Chris Neal  
cneal@summitconst.com

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

**MARYLAND**

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

**MASSACHUSETTS**

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

**MICHIGAN**

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

**MISSOURI**

**St. Louis #26**
*Where:* To Be Determined  
St. Louis  
*Date:* 2nd Tuesday; *Time:* 5:30 PM  
*Meeting Contact:* Nebraska**

**NEW MEXICO**

**Santa Fe #60**
*Where:* To Be Determined  
Santa Fe  
*Date:* 2nd Tuesday; *Time:* 12:00 PM  
*Meeting Contact:* Tim Massey, CPE  
tim.massey@blundall.com

**LOUISIANA**

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

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

**IOWA**

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

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

**IOWA**

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

**IOWA**

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

**LOUISIANA**

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

**Western Michigan #77**
*Where:* Varies  
To Be Determined  
Grand Rapids  
*Date:* Varies; *Time:* Varies  
*Meeting Contact:* Mike Alsgaard, CPE  
malsa@ftch.com
MINNESOTA
Viking #39
Where: Varies
To Be Determined
St. Paul
Date: Varies; Time: Varies
Meeting Contact:
Keith Parker, CPE
keithparker@circlebco.com

MISSOURI
St. Louis Metro #19
Where: Varies
To Be Determined
St. Louis
Date: 3rd Friday; Time: 7:30 AM
Meeting Contact:
Keith Parker, CPE
keithparker@circlebco.com

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

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

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

NEW JERSEY
Garden State #26
Where: The Appian Way Restaurant
619 Langdon Street
Orange - 07050
Date: 1st Wednesday; Time: 5:30 PM
Meeting Contact:
Jimmy Sample, CPE
jimmy.sample@bixbyelectric.com

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

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

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

OREGON
Columbia-Pacific #54
Where: Muuili Locations
To Be Determined
Portland - 97201
Date: 3rd Tuesday; Time: Varies
Meeting Contact:
Leanne Legare
leanne-legare@hoffmancorp.com

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

NEVADA (CONTINUED)
Empire State #42
Where: Athos Restaurant
1814 Western Avenue
Albany - 12203
Date: Varies; Time: Varies
Meeting Contact:
James Madison, CPE
jmadison1@gilaneco.com

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

SOUTHWESTERN OHIO #38
Where: Varies
To Be Determined
Cincinnati & Northern Kentucky
Date: 3rd Thursday; Time: TBD
Meeting Contact:
Keith Parker, CPE
keithparker@circlebco.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:
Keith Parker, CPE
keithparker@circlebco.com
ASPE CHAPTER MEETINGS (CONTINUED)

PENNSYLVANIA
Greater Lehigh Valley #41
Where: D’Huy Engineering Office
1 E. Broad Street
Bethlehem
Date: Varies; Time: Varies
Meeting Contact:
Ron Trawinski, CPE
trawinski@ptd.net

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

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

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

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

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

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

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

VIRGINIA
Richmond #82
Where: Baskervill
101 South 15th Street, Suite #200
Richmond - 23219
Date: 4th Wednesday; Time: 5:00 PM
Meeting Contact:
TK Farleigh
tfarleigh@baskervill.com

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

WISCONSIN
Brew City #78
Where: Varies
To Be Determined
Milwaukee
Date: 2nd Tuesday; Time: Varies
Meeting Contact:
Chris Rozof, CPE
crozof@berghammer.com

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

Puget Sound #45
Where: Best Western Executive Inn
200 Taylor Avenue North
Seattle - 98109
Date: 3rd Tuesday; Time: 6:00 PM
Meeting Contact:
Steve Watkins
swatkins@walshgroup.com

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

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

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

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

Richmond #82
Where: Baskervill
101 South 15th Street, Suite #200
Richmond - 23219
Date: 4th Wednesday; Time: 5:00 PM
Meeting Contact:
TK Farleigh
tfarleigh@baskervill.com

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

WASHINGTON
Puget Sound #45
Where: Best Western Executive Inn
200 Taylor Avenue North
Seattle - 98109
Date: 3rd Tuesday; Time: 6:00 PM
Meeting Contact:
Steve Watkins
swatkins@walshgroup.com

Brew City #78
Where: Varies
To Be Determined
Milwaukee
Date: 2nd Tuesday; Time: Varies
Meeting Contact:
Chris Rozof, CPE
crozof@berghammer.com

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

Puget Sound #45
Where: Best Western Executive Inn
200 Taylor Avenue North
Seattle - 98109
Date: 3rd Tuesday; Time: 6:00 PM
Meeting Contact:
Steve Watkins
swatkins@walshgroup.com

Brew City #78
Where: Varies
To Be Determined
Milwaukee
Date: 2nd Tuesday; Time: Varies
Meeting Contact:
Chris Rozof, CPE
crozof@berghammer.com

ASPE CHAPTER MEETINGS (CONTINUED)

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

Puget Sound #45
Where: Best Western Executive Inn
200 Taylor Avenue North
Seattle - 98109
Date: 3rd Tuesday; Time: 6:00 PM
Meeting Contact:
Steve Watkins
swatkins@walshgroup.com

Brew City #78
Where: Varies
To Be Determined
Milwaukee
Date: 2nd Tuesday; Time: Varies
Meeting Contact:
Chris Rozof, CPE
crozof@berghammer.com

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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.