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Call for Nominations
CPE Renewal Process
Test your Ethics
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ASPE
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2020 - 2021

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mel@cowen-est.com

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Tina@ASPEnational.org
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Cinder McDonald
Cinder@ASPEnational.org
Certification Committee & Program • Education Committee • Online Classes
Congratulations to...

ASPE's 2020 Award Recipients

Fellow Certified Professional Estimator
Robert Nidzgorski, FCPE
Tampa Bay 48

Chapter Champion
Asradee Strevens
Landrun - Oklahoma City 80

ASPE National President Award
Frank Kutilek, FCPE
St. Louis Metro 19

Industry Award - Most Innovative
Joseph Flemming, FCPE
Roadrunner 47

Honorary Member
Allan Hauck, Ph.D., CPC
Los Angeles 1

Chapter Achievement Award
Landrun - Oklahoma City - 80
Gold

Chapter Achievement Award
St. Louis Metro - 19
Silver

Scholarship Recipient
Annie Jansen

Chapter President of the Year
Phyllis Battle
Landrun - Oklahoma City 80

ASPE National President Award
A. Keith Parker
Central Indiana 59

Industry Award - Best Estimate
Dan Ergle, CPE
Atlanta 14

Honorary Member
Ann Ludwig, MMP
Golden Gate 2

Chapter Achievement Award
Roadrunner - 47
Platinum

Chapter Achievement Award
Denver - 5
Silver

Chapter Achievement Award
Southwest Ohio - 38
Bronze
I had the pleasure of attending the Southeast Regional meeting a couple of weeks ago. It was informative and very interactive. I also heard great things about the Northeast Regional meeting. I wish I would have been able to attend that meeting as well. I think that I receive an invite or notice to some type of Chapter Meeting or an ASPE event several times a week. With the world being virtual at this time we are given the ability to attend any ASPE event across the nation. I encourage all members to attend the meetings. Send these invites to your business friends and potential members. This is a great way to get the word out about ASPE and the great things that we are discussing in these meeting.

We are moving forward with the ASPE Learning Management System. We now have more content posted; we will have on line the last ASPE Regional meetings as well as some great ASPE chapter meetings. As part of this system we have reached out to teaching professionals to start assisting us with class development. In addition, the Education committee is working on editing our “How to Estimate the Cost of” library with questions and answers to help with the content and give individuals the ability to review and learn from these great papers. We are working to make access to the LMS easier and more user friendly. A lot of effort is being put into this system to better ASPE.

To get out in front of the game, we are starting to develop a strategic plan of action to promote and develop the 2021 Summit in San Antonio. I would like to invite anyone that would like to assist in this planning to reach out to me. We plan on getting this program developed and out by the first of the year. With pushing early, we hope that this will be one of our best Summits.

It is hard to believe that it is time for National Board of Directors – Call for Nominations. We will be voting on all three President's positions as well as three Regional Governors positions. Being on the Board has been a challenge as well as very fulfilling. I would call on all who are qualified and willing to serve consider running for a board position. Additional information is included in this issue of Estimating Today.

With all the COVID-19 effecting your life, family and job, we all need to remember that this affects all of us. Keep safe and I wish health and happiness to all. We will get through this and hopefully all this will be behind us soon.

Our communication is vital; and should you have questions or need information, please don’t hesitate to contact a Board Member.
ASPE Introduces a New Feature
to our Educational Offerings;

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- Quantity Surveying: Introduction
- Quantity Surveying: Arch + Structural
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ASPNational.org - Education Tab
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Each Seminar = 1 Professional Development Unit (PDU)

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## Welcome to Our New Members (June + July)

<table>
<thead>
<tr>
<th>NAME</th>
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<th>CHAPTER</th>
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<tbody>
<tr>
<td>Victor Hernandezgaytan</td>
<td>United Site Services</td>
<td>Los Angeles 1</td>
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<tr>
<td>Carol Hutchinson</td>
<td>Sublime Homes, LLC</td>
<td>San Diego 4</td>
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<tr>
<td>Isaiah Springgay</td>
<td></td>
<td>Arizona 6</td>
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<tr>
<td>Megan Ganzeveld</td>
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<td>Chicago 7</td>
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<tr>
<td>Debbie Wallace</td>
<td></td>
<td>New York 10</td>
</tr>
<tr>
<td>Premal Mehta</td>
<td>ZAAP Communications</td>
<td>Sacramento 11</td>
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<tr>
<td>Arcangel Magbuhat</td>
<td>Sirte Oil Company</td>
<td>Sacramento 11</td>
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<tr>
<td>Pete Glanton</td>
<td>Ra-Lin &amp; Associates, Inc.</td>
<td>Atlanta 14</td>
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<tr>
<td>Hunter Lewis</td>
<td>Ra-Lin &amp; Associates, Inc.</td>
<td>Atlanta 14</td>
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<tr>
<td>Prince Martinez</td>
<td>Trammell Commercial Interiors</td>
<td>Atlanta 14</td>
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<tr>
<td>Trevor Thornton</td>
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<td>Atlanta 14</td>
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<tr>
<td>Brandon Leach</td>
<td>IPC Lydon, LLC</td>
<td>Boston 25</td>
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<tr>
<td>Ralph Shirley</td>
<td>Native Plumbing</td>
<td>Boston 25</td>
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<td>Armando M. Veguez</td>
<td>Montana Construction Corp., Inc</td>
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<td>Gino Napuri</td>
<td>PMA</td>
<td>Southwestern Ohio 38</td>
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<td>Sagar Sundrappa</td>
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<td>Dallas/Ft.Worth 43</td>
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<td>Clint Eastep</td>
<td>Arrow Building Solutions</td>
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<td>Nadeem Ismail</td>
<td>NI Painting and Construction</td>
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<td>Juan Carlos Perez</td>
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<td>Andrew Bone</td>
<td>CG&amp;B Enterprises, Inc.</td>
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<td>Edward Frasier III</td>
<td>Cobblestone Construction</td>
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<tr>
<td>Sara Peterson</td>
<td>Tri-City Electric Co.</td>
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<td>Matthew Forest</td>
<td>Baker Group</td>
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<td>Irving Ruiz</td>
<td>All American Windows</td>
<td>Richmond 82</td>
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<td>Jake Carroll</td>
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<td>Southeast MAL 93</td>
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<tr>
<td>Gary McClellan</td>
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<td>Southeast MAL 93</td>
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</tbody>
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## Membership Classification Count (as of 10/20/2020)

- Affiliate: 72
- AEP: 35
- CPE: 487
- Estimator: 794
- Fellow: 24
- Honoray Member: 8
- Member Emeritus: 49
- Student: 50
- Total: 1,519

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

<table>
<thead>
<tr>
<th>NAME</th>
<th>COMPANY</th>
<th>CHAPTER</th>
</tr>
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<tbody>
<tr>
<td>RJ Angle, CPE</td>
<td>Steel Professionals Consulting Group</td>
<td>Sacramento 11</td>
</tr>
<tr>
<td>Aaron Brittain, CPE</td>
<td>Davidson Brown, Inc</td>
<td>Richmond 82</td>
</tr>
<tr>
<td>Leroy Katpunan, CPE</td>
<td>Jacobs</td>
<td>Southwest MAL 91</td>
</tr>
<tr>
<td>Angelica Monge, CPE</td>
<td>Henkels &amp; McCoy, Inc.</td>
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<tr>
<td>Lillie Maximo, AEP</td>
<td>KMI International</td>
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<tr>
<td>Vijay Purma, AEP</td>
<td>Construction Cost Management, Inc.</td>
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<tr>
<td>Ben Cass, AEP</td>
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<td>Nairiti Singh, AEP</td>
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<tr>
<td>Anthony Schuchardt, CPE</td>
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<tr>
<td>Casey Covatta, CPE</td>
<td>Modlogiq</td>
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<tr>
<td>Matthew Reed, CPE</td>
<td>Modlogiq</td>
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CALL FOR NOMINATIONS
FOR
NATIONAL BOARD OF DIRECTORS

The American Society of Professional Estimators Governance Committee calls attention to your duty as a Member in good standing of the Association to nominate those individuals who are qualified, willing to serve, and capable of being an officer of the Society and a Director to establish policy and conduct National business.

Positions to be filled for the 2020-2021 and 2021-2022 year (for a term of two years) are as follows.

- President
- First Vice President
- Second Vice President
- Southwest Region Governor
- Central Plains Region Governor
- Northeast Region Governor

✔ With this notice is the Nominations Form to use for submitting a nomination. (Form also available on the ASPE Website: Home / Board of Directors / Link @ Bottom of Page)
✔ This form must be completed in full, certified by the nominator's Chapter Nominations Committee Chairman or the Chapter President.
✔ If the nomination is a MAL, the form must be certified by the Governor of the nominator's region.
✔ The nomination must also be accepted by the person being nominated and the associated fact sheet completed by him/her.
✔ The form must be received no later than midnight, February 5, 2020.

Nominations and questions are to be submitted to Tina Cooke – Tina@aspenational.org.

Thank you.

ASPE Business Office
American Society of Professional Estimators - Call for Nominations

NOMINATION FOR BOARD OF DIRECTORS

Attention: Society Governance Committee

As a member in good standing of the American Society of Professional Estimators, Chapter Number _______ of the ______________ Region,

I nominate_________________________________________________ for the office of______________________________________________.

Signature_____________________________________________________(Print Name)_____________________________________________

Verified by___________________________________________________________________ Date:____________________________________

Nominee:

Name ______________________________________________________________ Membership Classification (E, CPE, FCPE, ME) __________

Home Address ______________________________________________ City_______________________________State______Zip___________

Phone _________________________________________   Email Address ________________________________________________________

Business Name:________________________________________________________________________________________________________

Address:____________________________________________________City_______________________________State______ Zip__________

Phone _________________________________________   Email Address ________________________________________________________

Chapter Office(s)____________________________________________________Dates Held_________________________________________

____________________________________________________Dates Held_________________________________________

Society Committee(s)_________________________________________________Dates Held_________________________________________

_________________________________________________Dates Held_________________________________________

Board of Director Position(s) __________________________________________Dates Held_________________________________________

__________________________________________ Dates Held_________________________________________

Provide a brief history of business, professional and civic activities:_____________________________________________________________

____________________________________________________________________________________________________________________

____________________________________________________________________________________________________________________

Attach a photo and position statement of no more than 150 words to this application for publication with the ballot.

ACCEPTANCE OF NOMINATION:

I, _________________________________ hereby accept this nomination to office, verify the accuracy of the above information, and have read and accept the Roles + Responsibilities of the Board position for which I seek.

If elected, I agree to serve the Society to the best of my ability and abide by the Bylaws and other covenants of the Society.

Signed:______________________________________________________________________   Date _________________________________

Governance Committee - Verified by:______________________________________________   Date _________________________________
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**FACES OF ASPE: Scott Robinson, CPE**

- **Best advice I ever received**: "Love and follow the Lord God with all your heart and then pick one thing to do in life on this earth and be the best at it. A jack-of-all-trades and a master-of-none usually goes hungry" Ralph Ord (great-grandfather)

- **Best advice I share with young (and not so young) estimators**: Because the average "win" factor in Construction is 15% to 20%, about 80% to 85% of what you do each day will be thrown away. If you can not face that fact, then you may not want to be an Estimator.

- **ASPE goal for 2020 - 2021**: To transform our Chapter into one that emerges from COVID-19 with an open mind and a renewed sense of how to encourage and empower Estimators even though we are not able to conduct face-to-face meetings.

- **If I wasn’t doing this, I would be**: Be starting a non-profit business to assist Widows and Widow-ers, on a limited budget, with home repairs so they are able to stay in their homes as long as possible.

---

**Chapter 71 – Quad Cities – Chapter President**

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**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!
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Section 6: Ratios and Analysis
Section 7: Miscellaneous Pertinent Information
Section 8: Sample Plans and Take-off
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SECTION 1: INTRODUCTION

The intent of this technical paper is to provide the reader with the basic information to understand what goes into completing a commercial electrical estimate as it relates to the installation of exterior light pole fixtures. Many factors must be considered when estimating the cost of installing light pole fixtures, some of which include the supporting means, voltage, lighting controls, soil type, NEC (National Electrical Code), OSHA (occupational Safety and Health Administration) and the AHJ (Authority Having Jurisdiction). All of these factors and more must be considered by the estimator when completing a cost estimate.

The author will identify and describe the tasks that are required in completing a cost estimate to install exterior light pole fixtures from an electrical subcontractor’s point of view. This estimate will be based on a lump sum contract, with the assumption that the CD’s (construction documents) have been completed by an electrical PE (Professional Engineer) and are complete and accurate to the best of their knowledge. The estimate will be an itemized breakdown indicating direct and indirect costs associated with the installation of exterior light pole fixtures.

SECTION 2: TYPES AND METHODS OF MEASUREMENTS

Methods and measurements are based on the type of material being accounted for. Below are examples of the methods and measurements that will be utilized in this estimate.

Each (EA): Each is taken-off by counting the individual item(s). For example, if there are (2) type P2 light fixtures shown on the drawings, the estimator would mark those two type P2 light fixtures on the drawings and list the count on the take-off sheet. Examples of each are as follows:

- Light Fixtures (heads)
- Light Poles
- Ground Rod

Linear Foot (LF): Linear foot measurements are typically taken-off by scaling the drawings with an architectural or engineering scale. This task can also be completed by using a rolling measuring device, or with computer software. Regardless of which method is used, the estimator must verify that the scale listed on the drawing(s) is correct. Examples of linear foot measurements are as follows:

- Wire (per thousand (M) basis)
- Conduit (per hundred (C) basis)
- Rebar
- Sono Tube

Cubic Yard (CY): In order to determine the cubic yardage required, the estimator must determine the volume. The estimator multiplies the LF length by LF width and by LF depth to calculate the volume of a ductbank or trench. Note that since these three measurements are calculated in feet, the estimator must divide the cubic feet (CF) by 27 to obtain the cubic yards (CY), as there are 27 cubic feet in 1 cubic yard. Examples of cubic yard measurements are as follows:

- Excavated Soils
- Concrete
- Backfill Material (sand, stone, soil, etc.)
- Waste/Haul Away Material
SECTION 3: PROJECT SPECIFIC FACTORS TO CONSIDER

Small Quantities vs. Large Quantities

The amount of material required for the project can have an impact on buying power. For exterior light poles that require a concrete pole base, a small load fee may apply from the concrete supplier if the contractor isn’t purchasing a full load of concrete (based on the concrete truck’s rated capacity). Incuring a cost such as this will increase the cubic yardage cost of the concrete. The amount of light fixtures and poles purchased can also change the unit cost of the fixtures and poles. If a large enough order (quantity) of light fixtures and poles are ordered, the unit cost is typically reduced.

Geographical location

Knowing the soil types is crucial to ensuring an accurate estimate when installing exterior pole bases. If a geotechnical report has been completed and included in the bid documents, this report must be reviewed to understand the soil type(s) that exist at the job site, specifically where the pole lights are to be installed. If a geotechnical report has not been completed and the site is unclassified, it is up to the contractor to make their own judgment of the soil type (in addition to soil differences).

Labor can vary widely from region to region. Some regions heavily favor labor unions; whereas other regions are open to merit (non-union) contractors. Labor availability is another isue that contractors are currently struggling with. Fewer people are getting into the construction industry than years past, which makes manning projects with skilled labor a struggle for many contractors. Contractors must know the availability of labor prior to submitting a bid on the project. _ do extend, abandon or protect the existing utilities. It’s important to reference the civil drawings, as the existing utilities are typically shown on them, however there is normally a note on the drawings indicating that the contractor is responsible to field verify all existing utilities prior to excavating. Prior to putting a shovel in the ground, the contractor should contact an underground utility locator and have them mark the locations of any existing underground utilities near the area of work.

Accessibility and transporting issues are a common occurrence with exterior light pole fixtures. Prior to light pole delivery, the contractor should verify that there is a clear path for the transporting vehicle to reach the delivery site. In addition, the contractor needs to ensure there is enough clearance for the light pole to be rigged into place.

Geometrical location

Seasonal Effect on Work

Seasonal work can have an effect on the project in a variety of ways. Cold weather not only makes the ground harder and more difficult to excavate or auger, it also reduces the labor efficiency. Special precautions must be followed when installing concrete in extreme heat, cold and rainy conditions. The season can also have an effect on the projects schedule, depending on the type of project. One of the more common seasonal schedule effects involves public school projects. Many schools complete upgrades and renovations in the summer when students are on break. These schedules are typically accelerated and compressed to ensure the work is completed prior to students returning for the following school year.

Special Conditions Related to Installing Light Fixtures

Exterior pole light fixtures and their associated circuitry are subject to coordination with new and/or existing utilities (electrical, telecommunication, natural gas, domestic water, sanitary, etc.) that may exist underground. The project may require the contractor to intercept, reference the civil drawings, as the existing utilities are typically shown on them, however there is normally a note on the drawings indicating that the contractor is responsible to field verify all existing utilities prior to excavating. Prior to putting a shovel in the ground, the contractor should contact an underground utility locator and have them mark the locations of any existing underground utilities near the area of work.

Accessibility and transporting issues are a common occurrence with exterior light pole fixtures. Prior to light pole delivery, the contractor should verify that there is a clear path for the transporting vehicle to reach the delivery site. In addition, the contractor needs to ensure there is enough clearance for the light pole to be rigged into place.

Special attention must be given to the light fixture itself, especially the installation method required by the manufacturer. Light poles are typically mounted on a concrete pole base with anchor bolts that are supplied by the pole manufacturer. These anchor bolts must be installed based on the template provided by the pole manufacturer to ensure the holes in the light poles flange align with the anchor bolts that are cast in the concrete pole base.

Lighting controls must be closely coordinated with the light fixtures they are controlling. One method to control exterior pole lights is through a time clock and lighting contactor. The time clock needs to be set based on when the client wants the lights to be on and off. Once the time clock is set, it will send signals to the lighting contactor for when to turn the lights on and off.

The specifications must be thoroughly reviewed to determine the type of raceway and conductors that are allowed to be utilized. This can have a huge effect on the overall cost, as there are multiple raceways and conductor types that can be utilized for exterior pole lights. The cheapest method is to direct bury UF cable without a raceway. This method is typically seen in residential applications and is rarely seen in commercial applications. A common commercial application is to utilize schedule 40 PVC conduit containing THHN wire. The ground would be excavated, and the conduit would be installed in the trench. Once all conduits are installed, the trench is backfilled and tamped for compaction. The wire is pulled through the conduit after all conduit connections to the light poles and upstream equipment, such as panelboards are made. Even though this is one of the more common methods for installing the circuitry for exterior pole lights, the specifications can cause subtle changes which increase the cost. An example of this would be changing schedule 40 PVC conduit to schedule 80 PVC conduit.

Local Jurisdiction

The physical location of the project as it relates to the AHJ is of the utmost importance. Jurisdictions generally have different rules and regulations that must be followed. In addition, jurisdictions adopt different versions of the NEC. For example, one jurisdiction could be running off the 2008 NEC, and another could be running off the most recent
2017 NEC. Generally speaking, the more recent NEC contains more stringent rules which could lead to additional cost. In some cases, the timing of light fixtures may need to be coordinated with the surrounding properties in the event a local ordinance dictates when exterior light fixtures can be on. There could also be local ordinances which state the guidelines on light pollution. If it’s or it is determined that the exterior light poles are creating light pollution, the contractor may be required to install a shield to reduce light pollution, or even change the fixture head on the pole.

SECTION 4: OVERVIEW OF COSTS

Labor costs are calculated on a per-hour basis and encompass the hourly wage rate of the employee, along with the fringe benefits provided to that employee. These cost combined are commonly referred to as the “fully loaded rate.” A standard work week is based on a 40 hour work week during a normal shift between the hours of 6AM and 6PM. If the work is to be performed off hours (after 5PM or before 6AM), a labor premium is usually applied. Labor cost could also be affected by prevailing wage rates, commonly referred to as “scale”, which are typically mandated on public projects. Specifically, The Davis-Bacon Act of 1931 is mandated when a project is funded by Federal Government funds in excess of $2,000.00.

Material costs are based on the type of material, and its quantity. Wire and cable is a common material to have a waste factor applied and must be accounted for when calculating its cost. Copper (wire and cable) and PVC (conduit and boxes) prices must be checked regularly, as these costs can fluctuate greatly over time. Many electrical material suppliers have weekly pricing sheets which provide updated cost of commonly used items such as conduit and wire for estimating purposes. When it comes time to buy these materials, a formal quote request should be sent to the supplier. Light fixtures and their associated controls should also be sent to suppliers for a quote. The contractor should send the light fixture schedule, details and specifications, along with their associated quantities to the lighting supplier. Depending on the material being purchased, additional freight charges may apply and must be accounted for in the estimate. If the order is large enough (size varies by supplier), the freight is usually included, however it may be FOB (freight on board) to the shipping point. Contractors usually request the anchor bolts for exterior pole lights early, which could also result in additional freight cost.

Equipment costs are based on their duration of usage, or time rented. If the equipment is owned by the contractor, the contractor must come up with an hourly, daily, weekly and/or monthly cost for the equipment to be utilized. This cost should factor the wear and tear cost of the equipment, along with any maintenance (oil changes, belts, fuel, etc.) associated with the equipment. If the equipment is rented, a quote must be obtained from an equipment rental supplier. Delivery fees usually apply to rentals, and fuel costs are the responsibility of the contractor.

Indirect costs apply to each project, and must be captured in the estimate. Executives, project managers, estimators and administration staff are all examples of indirect cost that need to be captured in each project. This cost is usually based on a nominal percentage of the contract cost, based on an annual revenue projection.

Request for proposals should be sent to all subcontractors for any work that will not be performed by the contractors own forces. Excavating is a common service that is subcontracted by an electrical contractor. The excavating subcontractor typically augers pole bases, trenches ditches for ductbanks and circuitry, backfills and compacts soil. A clear scope of work must be transmitted to the excavating subcontractor to ensure a complete and accurate proposal is received.

Once all cost has been calculated, a determination must be made in regards to mark-ups, or profit. Many factors come into play when deciding on what mark-up to apply to a project. The strength and competition of the market is one factor to consider. When the economy is in a recession, contractors bid projects at or near cost, and even sometimes below cost just to keep the doors open. When contractors are busier, this typically allows the profit margins to rise. The projects schedule must also be analyzed to ensure it works with the contractor’s current back log and future plans. If the project conflicts or interferes with the contractor’s current schedule, the contractor may want to increase the profit margin to make the challenging project worth the trouble. The difficulty (or ease) of the project can also play into the decision making of mark-up percentages. As the projects difficulty increases, additional risk is being taken on by the contractor. One way to mitigate risk is to increase the profit-margin. Projects that tend to be less complex usually have lower mark-ups.

SECTION 5: SPECIAL RISK CONSIDERATION

As mentioned in section 3, there are many variables and risk when installing light fixtures. Exterior pole light fixtures that are being replaced at an occupied and operational parking lot come with their own set of unique challenges. The estimator must first determine if the pole light fixture(s) are easily accessible. If the pole light fixtures aren’t, how will the electrician access the pole light fixtures for replacement? Vehicles are a common obstruction to access pole light fixtures, and the estimator must determine who is responsible for barricading the area off, as this could result in additional cost if it’s the contractor’s responsibility. Whenever possible, the estimator should always visit the job site, especially when it’s a renovation or repair/replace project to fully understand the scope of work.

Another commonly overlooked risk consideration is the lead time of the pole light fixture(s). If this is a custom order, the lead time of the fixtures could increase, which could have a negative impact on the schedule. This could result in delays to the project which could potentially expose the contractor to damages. It’s always recommended to request the lead time of the light fixtures when requesting quotations from vendors. It’s the contractor’s responsibility to inform the client of these lead times as soon as they are able to.
Prefabrication is a great method to reduce the contractor's risk. If the pole base cages can be assembled in a controlled environment such as the contractor's shop, the contractor can manage the quality and efficiency of the work. In addition, light fixture's heads can be pre-installed on the light poles in the same type environment. By doing this, the contractor eliminates the amount of work fixture's that needs to be completed on the job site.

SECTION 6: RATIOS AND ANALYSIS

There are multiple ways to verify your final price for the installation of electrical work. The most reliable method to verify pricing is historical data. Historical data is generated by the contractor's own experience by recording the time it took to complete a task or tasks. This time is then compared to the estimate to determine if the rates used in estimating reflect the actual time to complete a task or tasks. Another option would be to cross reference published labor books such as RS Means or National Electrical Contractors Association (NECA) Manual of Labor Units. Keep in mind these books have labor adjustment charts that factor in items such as location.

SECTION 7: MISCELLANEOUS

The light fixtures are typically described on a light fixture schedule shown on the drawings generated by the electrical engineer and/or lighting consultant. Depending on the type of project, the fixture schedule may only show one manufacturer/model of light fixture. This is common of a prescribed specification. The fixture schedule could also show a basis of design (BOD) fixture along with multiple approved alternate light fixture manufacturers/models. This method is a mixture of a prescribed and performance specification. This is important to note for multiple reasons. If the fixture schedule only lists one manufacturer/model per fixture type, and there are no notes on the schedule or elsewhere in the construction documents that allow alternate manufacturers/models, than the contractor must provide the specified light fixture for the project. Generally speaking, this is more expensive than a project that allows multiple manufacturers/models of light fixtures.

In some instances, the client may request value engineering (VE) options for the light fixtures, which can vary widely. When it comes to light fixture VE options, there are typically two routes to take. The first is to stick with the same type of fixtures (aesthetics, performance, etc.), but utilize an alternate manufacturer to reduce the cost of the fixture. The second is to stray away from the aesthetics aspect but still try to obtain similar performance. This option is typically the most cost effective value engineering solution for light fixtures.

The drawings may also provide details and schedules for how the light fixtures are to be controlled. In a site lighting application it’s common to see details showing lighting contactors, time clocks and photocells. The details indicate how to properly wire the system, and the schedules shows how the controls are to be programmed.
HTETCO Installation of Light Fixtures... continued

Figure 1 details an exterior pole light with a concrete pole base mounted in-grade. As shown in figure 1, there are a lot of items that go into building a concrete pole base for an exterior light pole fixture. This detail indicates the pole base is to be 24” minimum in diameter, of which a minimum of 6’ must be installed below grade, with a minimum of 24” installed above grade for paved areas. The top of this pole base is also to have a sloped grout finish to allow rainwater to runoff. This detail also shows there is to be 4 #9 reinforcement bars (rebar) and #3 ties at 12” on center (OC) to strengthen the concrete pole base. There’s a note to the bottom left indicating the requirements that the rebar must meet for this pole base. The rebar that makes up this reinforcement is commonly known in the electrical industry as the “cage”. In addition, the detail shows PVC conduit entering the pole base at a minimum of 24” below finished grade to allow the conductors to enter the light pole. There’s another PVC conduit shown which allows the #4 ground wire to connect the light poles ground lug (if available) to the ¾” diameter x 10’ long copper clad ground rod via an exothermic weld. The detail also shows the anchor bolts, which are provided by the light pole manufacture. Above the pole base is the light pole, which doesn’t give many details. The fixture schedule must be referenced for more information on the light pole.

**Figure 2**

<table>
<thead>
<tr>
<th>LED FULL CUT OFF EXTERIOR AREA FIXTURE WITH IES TYPE II ASYMMETRIC DISTRIBUTION, EXTRUDED AND DIE CAST ALUMINUM HOUSING, INTEGRAL ARM, DECORATIVE STRUT, POWDERCOAT PAINT, UL, WET LOCATION AND IP65</th>
<th>LITHONIA</th>
<th>MRT1-LED-42C-385-50K-350-M200-MVOLT</th>
<th>277</th>
<th>49</th>
<th>LED ARRAY, 3000K, 4255 LUMENS BY LE-01</th>
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<td>14 FT. STRAIGHT SQUARE STEEL POLE FINISHED TO MATCH FIXTURE</td>
<td>LITHONIA</td>
<td>SSB-12-4C</td>
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</table>

Figure 2 (shown above) is a portion of the light fixture schedule, specifically the pole light that corresponds to the pole base as shown in figure 1. “P2” is the type, or fixture designation that the electrical engineer gave the light fixture to differentiate it on the drawings from the other light fixtures. The second column provides a brief description of the light fixture in two parts. The first description informs us that the fixture (pole head) is an LED full cut off exterior fixture with IES type II distribution (the way light is disbursed), has an aluminum housing with an integral arm and decorative strut. The fixture is also to have a powder coat finish that is UL listed for wet locations and has an IP66 rating. The second description is for the pole to support the fixture head, which is 14’ tall and is straight square steel to match the powder coat finish of the fixture (pole head). The third and fourth column states the manufacturer and the associated model/catalog numbers for the light fixture and pole. The fifth column states the light fixture voltage (277V), and the sixth column shows 49 input watts. The last column shown provides information on the lamping.

**Figure 3**

Figure 3 (shown above) shows two type P2 light fixtures in a parking lot. This sketch is only a portion of the entire site plan. Even though it isn’t shown, each of these light fixtures is connected to the same circuit and is fed out of an existing lighting panel board inside of the building. These light fixtures are shown to be installed behind the curb line along the parking spaces. For the purpose of this estimate, we will assume that only these two light fixtures are on the circuit, and the total linear circuit length is 200’.

**SECTION 9: SAMPLE TAKE-OFF**

To calculate the concrete required for the pole bases, we need to know the area of the circle, as well as the volume in cubic yards. The pole base as shown in section 8, figure 1 has a 2’ diameter and is 8’ tall. The total concrete required per pole base is .93 cubic yard, but we will round up to 1 cubic yard per pole base (2 cubic yards total) for the estimate. The calculations for this are below:

- Area (SF) = \( \pi \times (\text{diameter}/2)^2 \)
  - \( 3.14 \times (2/2)^2 = 3.14 \)
- Volume (CF) = Height \times Area
  - \( b \times 3.14 = 25.12 \)
- Volume (CY) = Volume in cf / 27
  - \( 25.12 / 27 = .93 \)
Conduit and circuitry calculations are based on linear feet. With these light fixtures being 277V, we will need 3 #10 AWG THHN wires (one hot, one neutral and one ground) to circuit the exterior pole light fixtures. We’re utilizing #10 AWG THHN wire assuming there’s a general note on the site lighting drawing (section 8, figure 3) stating that a minimum of #10 AWG THHN wire is require for all site lighting circuits, as this is a common note on drawings. Our total linear feet of conduit is 200’ (excluding the conduit in the pole base); 200’ x 3 wires = 600’ of wire. We’re including a 10% waste factor for wire. 600’ x 10% = 660’ of wire. We also have to account for the wire that runs inside of the pole to supply the fixture head with power. Our total vertical feet length for wire per pole is 18’ (14’ pole + 2’ above grade pole base + 2’ below grade pole base). 18’ x 3 = 54’; but again we will apply a 10% waste factor bringing the total vertical feet length to 59.4’ (rounded to 60’) per pole. Keep in mind we have two poles, so the total vertical feet length is 120’ for this estimate. The total amount of #10 AWG THHN wire required for this estimate is 780’ (660’ + 120’).

To calculate the excavating and backfilling required we will need three dimensions for the trench: depth, length and width. To obtain the depth we will reference figure 1 shown in section 8. This figure indicates that our conduit is to be a minimum of 2’ below grade. Figure 3 in section 8 states that we have a 200’ run (length). The last item required is width, which isn’t shown in any of the figures in section 8. For estimating purposes, we will assume that the trench is 1’ wide. To calculate the cubic yardage required to be excavated and backfilled we will multiply all three dimensions together (200’ x 2’ x 1’), then divide by 27. This gives us a total of 14.8 cubic yards, but we will round up to 15 cubic yards for this estimate. We intend to utilize all of the material that is excavated for backfill, however we will have some excavated material left over from the pole bases since those voids will be filled with concrete. With each pole base being 1 cubic yard of concrete, we must auger 1 cubic yard of material to make way for the concrete. The 2 total cubic yards of material that was removed for the pole bases (and won’t be reused) must be stock piled, or hauled away from the site and will be calculated in the estimate.

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<th>Itemized Take-Off</th>
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SECTION 10: GLOSSARY

The Davis-Bacon Act of 1931: Established in 1931, it’s a federal law that requires paying the local prevailing wages on public projects for laborers and mechanics when the project is funded or assisted by federal funds in excess of $2,000.00 (Wage and Hour Division, 2018).


Occupational Safety and Health Administration (OSHA): Established on December 29, 1970 OSHA’s mission is to “assure safe and healthful working conditions for working men and women by setting and enforcing standard and by providing training, outreach, education and assistance” (UNITED STATES DEPARTMENT OF LABOR, 2018).

Authority Having Jurisdiction (AHJ): Per article 100 of the 2017 National Electrical Code, the term Authority Having Jurisdiction (AHJ) is defined as “An organization, office or individual responsible for enforcing the requirements of a code or standard, or for approving equipment, materials, an installation, or a procedure” (Guidry, 2015).

National Electrical Code (NEC) 2017: Published by the National Fire Protection Association (NFPA), the NEC is a regionally adopted standard for the safe installation of electrical wiring and equipment in the United States (About the NEC, 2018).

PVC (Polyvinyl Chloride): Widely produced synthetic plaster polymer. In electrical applications PVC is used for conduits and boxes.

THHN (Thermoplastic High Heat-Resistant Nylon Coated): This is a specific type of insulation for electrical wire, and the most commonly used insulation type for wire on commercial projects.

Auger: A drill for boring holes. This is how material is excavated for exterior light pole bases.

Prefabrication: Building or assembling components in a shop or other controlled environment prior to it arriving on the job site for installation.
Test Your Ethics

You anxiously wait in your office Monday morning hoping you will get the call from the client you met with on Friday. Your Company was one of three being interviewed to build a new corporate facility for a client you worked with several years ago. The Architect's estimate was around $10,000,000.00, so it would be a nice project to work on.

You don't receive a phone call from the client, but the Company President and Chief Estimator come into your office to give you the good news. “We got it…we negotiated a fixed fee of $400,000”, indicated the Chief Estimator. “Get your team together and get the process moving…you’re Lead Estimator.”

So after about 2 months of endless meetings with the Architects and Engineers, the Building Codes officials, the Fire Department, value engineering meetings, one-on-one client meetings, sub-contractor interviews, BID DAY, and more meetings clarifying subcontractor proposals, you arrive at a Guaranteed Maximum Price (GMP) of $10,750,000.

Your next meeting with the Client was a little more interesting. Trying to explain what a GMP is, why you have Allowances in the price, why you are showing a contingency, were just a few of the lively discussions that afternoon. But the contract gets approved and signed by all parties.

Time to get with the Project Manager to start drafting and issuing subcontracts. One of your primary jobs is to coordinate the estimate, making sure that there are no gaps or duplication in the price. That seems to be covered pretty well. You figured out how to do that by preparing detailed pre-bid scopes of work and holding the subs to that scope. The sub interviews take care of any ambiguities that may exist.

You are getting ready to leave for the weekend on Friday, when the Estimating Admin stops by your office. Cheryl has been doing this for 25 years so when she comes into your office and indicates that …we have a problem, you take note.

“What’s wrong Cheryl”, you state in a very calming tone. “The numbers don’t add up…I can’t figure out why.” Wanting to get out of the office before 6:00PM, you tell Cheryl you will be in tomorrow morning to figure things out. Before you leave, you ask Cheryl, “How much off are we…”? “About $300,000”, she wearily states.

That stops you in your tracks. “Can’t be,” you emphatically say. So much for getting out of the office early. You quietly walk back to your office, grabbing the file off of Cheryl's desk and decide to re-build the estimate from scratch.
After about 3 hours of reviewing proposals, you see it. Right in front of you. You entered $510,000.00, when it should have been $150,000.00. Actually a $360,000.00 error. A simple typing error. Everything had been checked and double checked before the Bid was presented. How could we have missed this?

Better on the high side then the low side. Contingency would not have covered our mistake. But what do we do? We have a signed GMP contract with an error that the Client does not know of.

TEST YOUR ETHICS. What would you do? Send me an email indicating your thoughts and what would you do. My email is csray12@gmail.com. I'll compile your responses for the next issue of Estimating Today.

ANNOUNCEMENTS

On October 1, 2021 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.
There are few problems that can't be solved with a little sweat and some hard work.

Be detailed, concise and accurate. Double check work. Collaborate and each out to subject matter experts (SME’s). No such thing as a dumb question….especially when it comes to Government work.

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• Find exactly **who** you need, **where** and **when** you need them

• Always available, **always up-to-date**

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2020/ 2021 ASPE Critical Calendar: November - February

November
11 Certification Committee Meeting via Conference Call
18 Education Committee Meeting via Conference Call
19 Standards Committee Meeting via Conference Call

December
2 Deadline: 2021 January/February Estimating Today articles to Society Business Office
9 Certification Committee Meeting via Conference Call
16 Education Committee Meeting via Conference Call
17 Standards Committee Meeting via Conference Call
31 Deadline: Member Profile Updates for inclusion in 2021 Membership Directory + Buyers’ Guide
31 Members suspended from Membership if not renewed

January
1 New Fiscal Year Begins!
1 2020 Summit - Early Registration Opens
4 CPE Status: Expiring CPEs revoked for non-renewal (Renewal due 12/31/2020)
9 Board of Directors Meeting via Conference call
6 Certification Committee Meeting via Conference Call
13 Education Committee Meeting via Conference Call
14 Standards Committee Meeting via Conference Call
18 Call for Nominations: Candidates begin submitting applications for Board of Directors positions
31 Deadline: 2021 March/April Estimating Today articles to Society Business Office

February
5 Last day for nomination of candidates for Board of Directors to Society Business Office
5 Chapter Reports due to Regional Governor for February Board of Directors Reports
10 Certification Committee Meeting via Conference Call
10 Committee and Technical Committee Chairs progress reports due to their respective Vice President and Society Business Office
12 Last day for Board of Director Reports to Society Business Office for February Board Books
19 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
17 Education Committee Meeting via Conference Call
27 Board of Directors Meeting via Conference call
ASPE CHAPTER MEETINGS

Arizona
Arizona #6
Where: Aunt Chilada's
7330 North Dreamy Draw Drive
Phoenix - 85020
Date: 2nd Tuesday; Time: 4:00 PM
Meeting Contact:
Gene Plum
gplum@mccarthy.com

Old Pueblo #53
Where: To Be Determined
Tucson
Date: Varies; Time: Varies
Meeting Contact:
Larry Lucero, CPE
llucero@redlineinsulation.com

Arkansas
Arkansas #33
Where: To Be Determined
Little Rock - 72201
Date: Varies; Time: Varies
Meeting Contact:
Carri Morones, CPE
aspe.carri@gmail.com

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

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

Golden Gate #2
Where: Join
95 Minna Street
San Francisco - 94105
Date: 3rd Wednesday; Time: 6:00 PM
Meeting Contact:
Gustav Choto
gustav@join.build

Orange County #3
Where: Ayres Hotel
325 Bristol Avenue
Costa Mesa - 92626
Date: 2nd Wednesday; Time: 5:30 PM
Meeting Contact:
Dan Schottlander, CPE
dpschottlander@cox.net

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

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

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

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

D.C.
Greater D.C. #23
Where: Jacobs
1100 North Glebe Road, Suite #12
Arlington - 22201
Date: 3rd Thursday; Time: Varies
Meeting Contact:
Maurice Touzard, CPE
mtouzard@gmail.com

Delaware
Delware #75
Where: To Be Determined
Wilmington
Date: To Be Determined
Meeting Contact:
Estel Taylor
etaylor@albireoenergy.com

District of Columbia
Greater D.C. #23
Where: Jacobs
1100 North Glebe Road, Suite #12
Arlington - 22201
Date: 3rd Thursday; Time: Varies
Meeting Contact:
Maurice Touzard, CPE
mtouzard@gmail.com
### Florida
- **Tampa Bay #48**
  - **Where:** Mitchell’s Fish Market
  - **Address:** 204 West Shore Plaza
  - **Location:** Tampa - 33609
  - **Date:** 3rd Tuesday; **Time:** 5:30 PM
  - **Meeting Contact:**
    - [Jim Cummings](mailto:jim.cummings@jedunn.com)
    - [jim.cummings@jedunn.com](mailto:jim.cummings@jedunn.com)

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

### Iowa
- **Quad Cities #71**
  - **Where:** To Be Determined
  - **Address:** Davenport
  - **Date:** Varies; **Time:** Varies
  - **Meeting Contact:**
    - [Matt Burress, CPE](mailto:mburress@performanceservices.com)
    - [mburress@performanceservices.com](mailto:mburress@performanceservices.com)

### Maine
- **Maine #37**
  - **Where:** To Be Determined
  - **Address:** Portland
  - **Date:** 1st Wednesday; **Time:** Varies
  - **Meeting Contact:**
    - [John Brockington, CPE](mailto:jbrockington@woodwardcurran.com)
    - [jbrockington@woodwardcurran.com](mailto:jbrockington@woodwardcurran.com)

### Maryland
- **Baltimore #21**
  - **Where:** To Be Determined
  - **Address:** Baltimore
  - **Date:** Varies; **Time:** Varies
  - **Meeting Contact:**
    - [Clint Townshend](mailto:ctownshend@phoenix-eng.com)
    - [ctownshend@phoenix-eng.com](mailto:ctownshend@phoenix-eng.com)

### Massachusetts
- **Boston #25**
  - **Where:** To Be Determined
  - **Address:** Boston - 02116
  - **Date:** Varies; **Time:** Varies
  - **Meeting Contact:**
    - [Eric Rennell](mailto:eric@rennellcapitalgroup.com)
    - [eric@rennellcapitalgroup.com](mailto:eric@rennellcapitalgroup.com)

### Michigan
- **Detroit #17**
  - **Where:** To Be Determined
  - **Address:** Detroit - 48342
  - **Date:** 3rd Tuesday; **Time:** 5:15 PM
  - **Meeting Contact:**
    - [Gerald McClelland](mailto:gmcclelland@auchconstruction.com)
    - [gmcclelland@auchconstruction.com](mailto:gmcclelland@auchconstruction.com)

### Louisiana
- **New Orleans #9**
  - **Where:** To Be Determined
  - **Address:** New Orleans
  - **Date:** TBD; **Time:** TBD
  - **Meeting Contact:**
    - [Jim Johnson](mailto:warnegojim@gmail.com)
    - [warnegojim@gmail.com](mailto:warnegojim@gmail.com)

### Indiana
- **Old Fort #65**
  - **Where:** To Be Determined
  - **Address:** Fort Wayne
  - **Date:** Last Thursday; **Time:** Varies
  - **Meeting Contact:**
    - [Thad Berkes](mailto:tberkes@designcollaborative.com)
    - [tberkes@designcollaborative.com](mailto:tberkes@designcollaborative.com)

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

### Indiana
- **Old Fort #65**
  - **Where:** To Be Determined
  - **Address:** Fort Wayne
  - **Date:** Last Thursday; **Time:** Varies
  - **Meeting Contact:**
    - [Thad Berkes](mailto:tberkes@designcollaborative.com)
    - [tberkes@designcollaborative.com](mailto:tberkes@designcollaborative.com)
ASPE CHAPTER MEETINGS (CONTINUED)

**MINNESOTA**
Viking #39
Where: Varies
To Be Determined
St. Paul
Date: Varies; Time: Varies
Meeting Contact:
Matt Burress, CPE
mburress@performanceservices.com

**MISSOURI**
St. Louis Metro #19
Where: AGC St. Louis Training School
6301 Knox Industrial Drive
St. Louis - 63139
Date: 3rd Friday; Time: 7:30 AM
Meeting Contact:
Matt Burress, CPE
mburress@performanceservices.com

Heartland #32
Where: Uncle Buck’s Grill or Bass Pro Shops
See Meeting Contact
Date: 3rd Thursday; Time: 5:30 PM
Meeting Contact:
Lonny Mills
lonny.mills@flynncompanies.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**
Reno #12
Where: To Be Determined
To Be Determined
Reno
Date: Varies; Time: Varies
Meeting Contact:
TBD

Las Vegas #72
Where: Varies
To Be Determined
Las Vegas
Date: 2nd Thursday; Time: Varies
Meeting Contact:
Chuck James, CPE
wclames2@cox.net

**NEW JERSEY**
Garden State #26
Where: The Appian Way Restaurant
619 Langdon Street
Orange - 07050
Date: 4th Tuesday; Time: 5:30 PM
Meeting Contact:
Jeffery Senholzi
costnav@ptd.net

**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**
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 Diamantopoulos
dandaestimating@aol.com

**NEVADA (CONTINUED)**
Las Vegas #72
Where: Varies
To Be Determined
Las Vegas
Date: 2nd Thursday; Time: Varies
Meeting Contact:
Chuck James, CPE
wclames2@cox.net

**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

**OHIO**
Buckeye #27
Where: Varies
To Be Determined
Columbus
Date: Varies; Time: Varies
Meeting Contact:
Matt Burress, CPE
mburress@performanceservices.com

Southwestern Ohio #38
Where: Varies
To Be Determined
Blu Ash - 45242
Date: 3rd Thursday; Time: TBD
Meeting Contact:
Chris McCarthy
chris.mccarthy@danis.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: Varies
To Be Determined
Portland - 97201
Date: 3rd Tuesday; Time: Varies
Meeting Contact:
Leanne Legare
leanne-legare@hoffmancorp.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: William Watkins
www@dthuy.com

Three Rivers #44
Where: Webinar
To Be Determined
Pittsburgh
Date: TBD; Time: TBD
Meeting Contact: Siena Shilale
siena.shilale@aecom.com

Phillyadelphia #61
Where: Varies
To Be Determined
Philadelphia
Date: Varies; Time: Varies
Meeting Contact: Richard Baus
rickb@bencardino.com

Central Pennsylvania #76
Where: Loxley’s Resturant
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: Amigos Resturant
2000 Montana Avenue
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

► TENNESSEE
Middle Tennessee #34
Where: Adventure Science Center
800 Fort Negley Boulevard
Nashville - 37203
Date: 1st Friday; Time: 11:00 AM
Meeting Contact: Ricky Sanford
rsanford7159@gmail.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

► WASHINGTON
Puget Sound #45
Where: Varies
To Be Determined
Seattle - 98109
Date: Varies; Time: Varies
Meeting Contact: TBD

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

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

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

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

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