HTETCO Folding Partitions

2021 Annual Summit

New Members

New CPEs + AEPs
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INDUSTRY DIRECTORS
Barbara J. Jackson, PhD, DBIA
Director
Franklin L. Burns School

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Standards Committee • Accounting • Membership • Website • Publications

Cinder McDonald
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Certification Committee & Program • Education Committee • Online Classes
I am excited to be your new President, and I truly appreciate the confidence you have placed in me to lead our society for the next two years. I want to thank Marcene Taylor, CPE, our outgoing Immediate Past President, for all she has contributed to ASPE during her three years as President and two years as Immediate Past President, and Mel Cowen, CPE, our outgoing President, for his dedication to ASPE and his leadership during our most unexpected pandemic. Thanks also to Greg Williamson, CPE, our outgoing Northeast Governor and Ujjval Vyas, PhD, our outgoing Industry Director, for their numerous contributions to the board and ASPE. In addition, I am thankful for the efforts of our two full-time staff members, Tina Cooke and Cinder McDonald. Finally, special thanks to the members of our Certification and Standards committees for their diligent work during the past year – I know they are excited about the work that is facing them during the coming year.

Please join me in welcoming our incoming Second Vice President, Keith Parker, CPE, and our incoming Northeast Governor, Dexter Murphy, CPE, to the board, along with the returning board members. I am looking forward to working closely with the board during the coming year as we continue to meet the challenges of the future of our society in what we hope will be a return to “almost normal.” I think we all feel that things may never go back to the way they were before COVID-19, but I am hopeful that the worst is behind us and our world will continue to open again.

During this past year, we started the process of creating our in-house educational program, formerly known as our Learning Management System (LMS), which will now be called our Estimating Academy. Our Education Committee was put on hold for a while this past year, but we are starting up the committee again to lead the charge in the development of the Estimating Academy. Natasha Crumbliss, one our former staff members, has returned to help us with the Estimating Academy and the 2021 Summit, and she has been a great help on these two fronts.

Among the challenges facing our society are how we can increase membership and non-dues revenue, how we can address possible changes to the structure of ASPE to meet the needs of younger estimators, and how we can integrate our newly discovered virtual abilities that may change the way chapters operate in the future. Your Board of Directors is constantly striving to make our society the construction industry’s leader and recognized authority in the estimating profession, but we need your input on what we are doing well and what you think we can improve. Please contact any board member and let us know what we can do to make our society the best it can be.
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ITWO costX
www.itwocostx.com
Welcome to Our New Members (April + May)

### Membership Classification Count (as of 06/09/2021)

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Congratulations to New CPEs + AEPs (April + May)

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Estimating Today • 2021 July/August
2021 ANNUAL SUMMIT: ESTIMATING BEYOND CRISIS

The Life Cycle of Estimating: Bidding with More Data and Less Gut

26 AUGUST
San Antonio, TX

Stephane McShane
Maxim Consulting Group

Estimating Turnover Management

26 AUGUST
San Antonio, TX

Joe Flemming, FCPE
Bradbury Stamm Construction
2021 ANNUAL SUMMIT: ESTIMATING BEYOND CRISIS

Construction Economic Forecast 2021 - Behind the Headlines

27 AUGUST
San Antonio, TX

Ed Zarenski
Construction Analytics Consulting

Legal Pitfalls of Estimating

27 AUGUST
San Antonio, TX

Jean Arnold, Esq.
Arnold & Arnold, LLP

Historical Cost Tracking: Lessons During Setup and Implementation

27 AUGUST
San Antonio, TX

Kelly Jarman, CPE
JE Dunn Construction

Accelerating Innovation in Preconstruction

28 AUGUST
San Antonio, TX

Kelly Jarman, CPE
JE Dunn Construction

Kelly Jarman, CPE
JE Dunn Construction
San Antonio Summit At-A-Glance

San Antonio Summit Sessions

**August 25 - Wednesday**
- Event Registration
- Welcome Reception

**August 26 - Thursday**
- Keynote - The Lifecycle of Estimating: Bidding with More Data and Less Gut
- Estimating Turnover Management
- Transparency, Collaboration, and Continuous Estimating
- Ethical Estimating in the Time of COVID
- Preconstruction Data Lifecycle
- ASPE Awards Celebration

**August 27 - Friday**
-![](https://i.imgur.com/Ev5.png)
- Construction Economic Forecast 2021 - Behind the Headlines
- Historical Cost Tracking: Lessons During Setup and Implementation
- Legal Pitfalls (and Opportunities) of Estimating
- Preconstruction Possibilities - Realizing Your Potential ASPE
- President's Party!

**August 28 - Saturday**
- State of Society
- Accelerating Innovation in Preconstruction
- Regional Breakouts

Registration Deadline

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**Included with your In-Person Summit Registration** ...
- Attendance at all Educational Sessions and Events
- Daily on Thursday, Friday, and Saturday: Breakfast, Lunch, Refreshments between Educational Sessions
- Wed, August 25: Welcome Reception, with Open Bar + Food
- Thurs, August 26: ASPE Awards Celebration, with Open Bar + Food
- Fri, August 27: ASPE President's Party, with Open Bar + Food

**Included with your Virtual Summit Registration** ...
- All Educational Sessions on Thursday, Friday, and Saturday

**Not included with Registration** ...
- Transportation: To / From Airport
- Hotel Accommodations
- Guest Attendance

**$100 Guest Ticket Available - In-Person Only**

**Hotel Information**

The Westin Riverwalk - San Antonio To book by phone, please call 888-627-8396, request In-House Reservations, and reference the “American Society of Professional Estimators” room block when making your reservation. Do not use ASPE. Book online here

$179 + taxes
Per Night: Single / Double
Roomblock Deadline: July 30th, 2021

Full Agenda, More Details, and Registration for 2021 Summit at www.aspenational.org/mpage/2021AnnualSummit
Connecting and identifying solutions for more than 60 years!

Corporate Membership provides companies exposure to leaders in the field of estimating, as well as direct access to all Members of the American Society of Professional Estimators.

Companies seeking a consistent marketing plan through Corporate Membership will expand their reach with opportunities utilizing all communication mediums including the following.

» Corporate Member Companies will receive complimentary (individual) ASPE Memberships for a specified number of their employees. Membership will be assigned to individual Estimators, who will enjoy all the rights assigned to them as with (regular) Membership.

» Website Advertising: Banner Ads greet all visitors to the ASPE Website.

» E-Blast Campaigns target ASPE Members with your developed message.

» Publication – Estimating Today: The bi-monthly magazine distributed in print form to Members and in digital format to all ASPE website visitors.

» Publication – Membership Directory + Buyers’ Guide, distributed in print format to all Members, is a year-round reference that remains in every estimator’s library long after the year ends.

» Regional Meetings: Sponsor Logo will be distributed on all marketing materials, including the ASPE Website, Social Link and all Regional Publications.

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- Rib Software - *Silver*
- Delta Innovative Services, Inc. - *Bronze*
- EnviroVantage - *Basic*
- Flynn BEC LP - *Basic*
- Den-Mark Specialty Construction - *Basic*

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- Bluebook * ConsensusDocs * DCD Magazine * On Center Software
# HTETCO Folding Partitions

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- Section 8: Sample Plans and Take-off
- Section 9: Sample Budget Estimate
SECTION 1: INTRODUCTION

Folding partitions are a valuable resource used in a variety of settings to maximize efficiency and flexibility. Versatile in function and finish, they are found in a wide array of settings such as schools, auditoriums, gymnasiums, and office buildings. Folding partitions give users maximum adaptability without sacrificing the attractiveness of the space.

The intent of this paper is to teach the reader how to estimate the cost of folding partitions. Each section will represent an individual component of the estimating process. Many of the components could be employed to successfully estimate the cost of numerous other projects. Nonetheless, the addition of a folding partition to an existing space can create unique challenges that the estimator should consider and estimate confidently.

SECTION 2: TYPES & METHODS OF MEASUREMENT

Quantity takeoff can be completed manually from a printed set of plans or digitally through takeoff software. With either method, it is vital for the estimator to have accurate quantities. Simple mistakes such as an incorrect scale or failure to follow match lines could skew the estimate too high or low. The ramifications for an inaccurate estimate could mean the folding partition is removed from the scope of the project or desired features are dropped. Compared to estimating a full renovation project or construction of a new building, takeoff for folding partitions is typically much less involved. At a minimum, the estimator only needs to take off the linear feet of the folding partition, especially at an early design stage. This quantity could then be used to calculate any additional necessary quantities such as square feet of drywall ceiling framing, insulation, drywall, and paint. At the construction document stage when elevations and details are available for more in-depth takeoff, the estimator is able to take off quantities for a wider variety of components. This would allow for a detailed estimate in lieu of allowances. Anticipated types of measurements to be used in the estimate include:

- Square feet (SF): Used for folding partitions, ceiling framing, insulation, drywall, paint, and ceiling modifications
- Count (EA): Used for pocket doors, folding panel accessories such as passthrough doors, exit signs, maker boards, and electrical connections
- Lump Sum (LS): Used for any allowances needed in the estimate
- Linear Feet (LF): Used for electrical conduit and wire

SECTION 3: SPECIFIC FACTORS AFFECTING TAKE OFF AND PRICING

A major factor to consider when estimating folding partitions is installation location. Affecting both the delivery of materials and presence of existing conditions, the location determines delivery method, whether additional structural support is needed, or any conflicts with existing infrastructure that would require mitigation. Additionally, the materials needed for folding partition installation are larger, potentially making delivery much more complicated. Consider a folding partition installation on the 5th floor of an office building which requires a steel beam for structural support. The estimator would need to account for delivery of the steel and any other large materials through an exterior window. Costs would need to be included to remove the windows, protect the existing space, and reinstall the window.

The presence of existing conditions should also be considered by the estimator. Folding partitions are typically located in rooms which have been strategically placed during design. Large conference rooms, for example, will be in an area that is accessible to all occupants and visitors. When retrofitting this type of room with a folding partition, the architect has very few options to avoid existing construction in the installation area. Due to this, it is imperative for the estimator to be aware of any known or potential conflicts with existing conditions, especially those which would impact the building’s core systems and lead to costly renovations. At the early stages of design, a conting-
cy and/or allowances should be included to protect against costs which could arise from unforeseen conditions. As the design progresses, the conflicts with existing conditions should be better defined and the estimator can update the previous allowances or use specific take off quantities in the estimate.

The final project specific factor for the estimator to consider is the project size. When comparing the cost to install a folding panel partition, a full renovation project which includes a folding panel partition will result in a different cost than a project that only involves a folding panel partition install. The estimator should be aware of the effect this has on the proposed cost for subcontractors. The fire sprinkler subcontractor can be used to illustrate. The addition of the folding partition would likely result in inadequate coverage from the existing sprinkler system. While it is a small scope of work, it would be necessary to add sprinkler heads and extend piping. Two sprinkler fitters could likely finish work within a few hours; however, this potentially takes workers away from a larger or more profitable job where there is enough work for an eight-hour day. Due to this, the subcontractor could propose sixteen hours (2 sprinkler fitters x 8 hours) rather than just the few hours it takes to complete the needed work. A similar issue can arise when a subcontractor must make multiple trips to the jobsite. This is best illustrated by the HVAC subcontractor. Perhaps there are devices or ductwork to be demolished to make space for the folding partition and then additional devices and ductwork are needed to ensure adequate coverage after installation. The HVAC subcontractor would be forced to mobilize to the site for the demo work, then demobilize, and finally re-mobilize to complete the new work. This often leads to a proposal with more hours included than what is required for the direct work. Finally, with such a small work area there is simply not enough space for all trades to be working at once which can prolong the project duration, increasing the general conditions cost.

The estimator should also examine labor rates and productivities in depth for a project this size. Using demo as an example, removing the ceiling in a 10,000 SF space is more productive than selective demolition of a small portion of the ceiling where existing finishes need to be preserved and protected. Additionally, the category of worker performing the demo needs to be considered. In a project with a large demolition scope, it is likely that a laborer would handle much of the work regardless of trade. In contrast, a smaller job would have the individual trades handle their respective demolition scope, resulting in higher labor costs as work is performed at a higher wage rate. Other minor impacts to consider, especially on a government job are security requirements for job site entry and parking availability within proximity of the jobsite. The estimator should be aware of these potential impacts and adjust the estimate accordingly.

SECTION 4: OVERVIEW OF COSTS + MARK-UPS

Material

Material costs can be obtained through various methods such as construction cost publications, historical pricing data from bids, and correspondence directly with suppliers. The primary resource used for determining material costs, RS Means, provides the estimator with a database of unit prices. Included is a city cost index which can be referenced to tailor the data to the estimator’s needs. This is especially helpful for an estimator whose projects range from rural areas to major cities across multiple states. Unit prices for materials are presented as bare costs with overhead and profit calculated for the total unit price, leaving the estimator to add in subcontractor mark-ups, as necessary. Historical pricing data from bids is another resource for obtaining material costs. This is particularly beneficial for specialty items such as folding partitions. Maintaining a log of bids from similar projects allows the estimator to analyze cost trends, track new products, determine differences in cost based on geographical areas, and find areas where previous estimates differed from the bids. A final option is to contact suppliers directly. This method can have varying results depending on the supplier. Some suppliers find it beneficial to give out information while others prefer to share only with the purchasing party. When information is received, it can be vague and budgetary in nature, requiring the estimator to run calculations or make assumptions on certain items. With very little effort, typically only a brief email or phone call, the estimator might be able to obtain pricing data that only the supplier could provide. Utilizing a comprehensive approach of all three methods of obtaining material costs ensures accurate costs which have been substantiated through multiple avenues.

The specifications should be referenced for information on product types and manufacturers. The first area of interest to consider is the method of operation. Manual operation is the lower cost option compared to electrically operated. A customer might determine the added cost of the electrically operated folding partition is of value due to factors such as convenience or a need for quick adjustments. Next, panel construction/skin should be considered. The defining feature for determining the cost is the acoustical rating (STC). The higher the STC rating, the higher the cost. This is an important feature considering folding partitions are commonly used for creating separate, smaller spaces out of a larger space. It is likely that both sides of the demised space will be noisy with amplified sound, applause, or general noise generated from large groups of people. As panel finish is the most visible feature of the folding partition, there are many options available to the customer ranging from painted to designer fabrics to special-use surfaces. The lowest cost option would be an unfinished panel which would be field finished with
HTETCO Folding Partitions ... continued

paint or the customer’s desired finish. The next tier would be fabric wall coverings such as reinforced vinyl or carpet. The cost for wall coverings increases as the ounces per lineal yard increase. Moving up to the next cost tier, the customer could opt for functional and durable finishes such as wood veneer or high-pressure plastic laminate. The highest tier would include a full height marker board work surface or cork tack board (installed under a wall covering). The advantage of these finishes is their functionality which could leave wall space available for other items such as projection screens, TV monitors, or artwork. In addition to the items mentioned above, the customer has the option to add accessories which can improve the functionality of the folding partition. Typical accessories are sound seals for added STC rating, pass through doors, and windows. Work surfaces such as marker boards or cork tack boards can be added in specific sizes if the customer does not desire the full panel work surface as described previously.

**Labor**

Labor costs are calculated on an hourly basis using productivity and wage rates. In determining the type of wages to be used, the estimator should reference the specifications or project manual. The two types of wages used are open shop wages or prevailing wages. Open shop wages should be utilized unless the project is subject to the Davis-Bacon Act or is located in a heavily unionized area. RS Means maintains a database with average national open shop labor rates including markups for worker’s compensation insurance, overhead, and profit. Additionally, a city cost index is available to adjust the labor rates by CSI Division for the project location. Many projects, especially with the government, are subject to the Davis-Bacon Act, which defines prevailing wage and fringe benefit rates for a given area. These wages do not include subcontractor markups which need to be added by the estimator. When Davis-Bacon wages are required, the obvious effect is higher labor costs due to higher wages. Additionally, the Davis-Bacon Act requires strict adherence to labor categories. On a project with open shop wages, a laborer could complete a task where a carpenter is required by the Davis-Bacon Act. This leads to further increases in labor costs. The second component of the labor cost is labor productivity. Labor productivity rates can be found in the RS Means online database, from historical data, or through simple calculations based on crew size, hours worked, and quantity. Similar to material costs, the estimator should examine each productivity rate and adjust for project specific factors.

**Mark-ups**

Mark-ups will consist of a design contingency, overhead, profit, insurance, and bonds. Due to the smaller size of the project, overhead and profit will be a larger percentage of the construction cost. At this stage of design, the standard design contingency to use is 10-20%. However, it is ultimately up to the estimator to decide how big of a contingency is needed. If the estimator has included allowances and assumed items that are not included on the drawings, a smaller design contingency can be supported.

**SECTION 5: SPECIAL RISK CONSIDERATIONS**

The biggest risk to consider for a folding partition project is the lead time for materials. Folding partitions are specialty items which are prepared in the shop and delivered ready for installation. The size and customization require multiple weeks for assembly, packing, loading, and delivery. Once ordered, any changes to the materials or size will likely delay the delivery. Significant delays will lead to higher general conditions costs.

A new but impactful risk to construction projects of all types and sizes is COVID-19. The main area of risk is to the project schedule. Potential impacts include delayed material delivery, localized outbreaks, frequent hand washing, temperature checks, social distancing, and cleaning which all contribute to a loss of productivity. As an estimator working primarily on federal government projects, observed COVID-19 impacts have been very minor but it is imperative that each project is examined for specific factors that could lead to cost impacts.

**SECTION 6: RATIOS & ANALYSIS**

Upon completion of the estimate, the estimator should have a process for reviewing and critiquing the final product. The logical start would be a general review of the division costs on a square foot basis. For a project such as a folding partition replacement which has a smaller, more defined work area, the cost per square foot analysis tool is not applicable. However, the total project cost should primarily consist of the cost of the folding partition. This should make it easier to detect quantity or formula errors. In lieu of a standard cost per square foot analysis, previous estimates containing folding partitions should be reviewed. If these specific estimates do not exist, projects similar in size and duration can be reviewed for insight into general conditions and mark-ups. While the estimator might not have the traditional tools to review this type of estimate, the smaller size of the project should make it easier to identify abnormalities and areas of concern.

**SECTION 7: MISCELLANEOUS PERTINENT INFORMATION**

In order to form a baseline and narrow down a wide range of scenarios, the assumed setting for the sample estimate is in a leased office building in Philadelphia, PA where the tenant is a federal government agency. The scope of work includes removal of an existing folding partition, installation of structural support, installation of the
new folding partition, finishes, and miscellaneous work from other trades related to the folding partition. The level of estimate is assumed to be level three, which is at the design development stage. As defined in the ASPE Standard Estimating Practice 10th edition, “Level three estimates are used to verify budget conformance as the scope and design is finalized and final materials are selected.”

SECTION 8: SAMPLE PROJECT DRAWINGS

Screenshots of the floor plan, reflected ceiling plan, and pertinent information are shown below. These plans are imported into digital take off software.

<table>
<thead>
<tr>
<th>PARTITION TYPES:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Label</td>
</tr>
<tr>
<td>D1</td>
</tr>
</tbody>
</table>

3 Motor-operated STC-50 folding partitions.
HTETCO Folding Partitions ... continued

Take off was completed digitally through take off software.

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>Base</th>
<th>Fringe Markup %</th>
<th>Fringe Markup Flat Rate</th>
<th>Total Raw Cost</th>
<th>Sub Combined Markups</th>
<th>Base Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Carpenter</td>
<td>49.42</td>
<td>0.00%</td>
<td>28.49</td>
<td>77.91</td>
<td>52.3%</td>
<td>119.00</td>
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<tr>
<td>Electrician</td>
<td>59.79</td>
<td>60.00%</td>
<td>1.00</td>
<td>97.46</td>
<td>49.5%</td>
<td>144.00</td>
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<tr>
<td>Ironworker</td>
<td>49.30</td>
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<td>34.00</td>
<td>83.30</td>
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<tr>
<td>Painter</td>
<td>41.39</td>
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<td>27.65</td>
<td>69.04</td>
<td>50.5%</td>
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<tr>
<td>Plumber</td>
<td>55.45</td>
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<td>34.24</td>
<td>89.69</td>
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<tr>
<td>Sprinkler Fitter</td>
<td>56.00</td>
<td>0.00%</td>
<td>28.72</td>
<td>85.52</td>
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<td>Sheet Metal Worker</td>
<td>52.04</td>
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<td>42.74</td>
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<td>Drywall Finisher/Taper</td>
<td>40.68</td>
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<td>26.63</td>
<td>69.51</td>
<td>46.2%</td>
<td>104.00</td>
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</table>
HTETCO Folding Partitions ... continued

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<tr>
<th>Item</th>
<th>Labor Breakdown</th>
<th>Unit Price</th>
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<td>Hours</td>
<td>Rate</td>
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<td>DIVISION 1/GENERAL REQUIREMENTS</td>
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<td>FIELD OFFICE AND SUPERVISION</td>
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<td>SUPERINTENDENT</td>
<td>1 MO</td>
<td>11,000.00</td>
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<td>OFFICE SUPPLIES</td>
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<td>TELEPHONE</td>
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<td>TRUCK</td>
<td>1 MO</td>
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<td>GENERAL LABOR/CLEANING - ALLOW 20 HRS/MO</td>
<td>20 HRS</td>
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<td>TEMPORARY DUST BARRIERS</td>
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<td>DUST PARTITION, POLYETHYLENE SHEETING, 6 MIL</td>
<td>672 SF</td>
<td>0.008</td>
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<td>DECONSTRUCT &amp; REMOVE DUST PARTITION</td>
<td>672 SF</td>
<td>0.004</td>
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<td>DIVISION 5/METALS</td>
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<td>STRUCTURAL STEEL</td>
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<td>OPERABLE PARTITION SUPPORT - ALLOW</td>
<td>24 LF</td>
<td>1.277</td>
<td>137.00</td>
<td>175.00</td>
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<td>DIVISION 8/DOORS &amp; WINDOWS</td>
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<td>ACCESS DOORS &amp; PANELS</td>
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<td>ACCESS PANEL IN DRYWALL CEILING, 12x24</td>
<td>2 EA</td>
<td>1.500</td>
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<td>178.50</td>
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<td>DIVISION 9/FINISHES</td>
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<tr>
<td>EXISTING CONDITIONS</td>
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<td>DEMO GWB CEILING</td>
<td>96 SF</td>
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<td>DRYWALL &amp; PLASTER</td>
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<td>METAL STUD FRAMING (3 5/8&quot;@16, 25 GA) - POCKET WALLS</td>
<td>98 SF</td>
<td>0.020</td>
<td>119.00</td>
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<td>GYPSUM WALLBOARD (5/8&quot;)</td>
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<td>TAPE &amp; SPACKLE</td>
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<td>0.015</td>
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<td>SOUND INSULATION</td>
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<td>CEILING INSULATION</td>
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<td>PAINTING</td>
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<td>PAINT DRYWALL WALLS</td>
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<td>PAINT DRYWALL CEILINGS</td>
<td>336 SF</td>
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<td>104.00</td>
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<td>DIVISION 10/SPECIALTIES</td>
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<td>EXISTING CONDITIONS</td>
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<tr>
<td>REMOVE EXISTING FOLDING PARTITION</td>
<td>24 LF</td>
<td>1.333</td>
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<td>OPERABLE PARTITION</td>
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<td>ELEC OPERATED FOLDING PARTITION, STC 50, VINYL FINISH, 9’</td>
<td>216 SF</td>
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<td>63.43</td>
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<td>DIVISION 21/FIRE SUPPRESSION</td>
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<td>ALLOW FOR SPRINKLER SYSTEM MODIFICATIONS</td>
<td>1 LS</td>
<td>16.000</td>
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<td>DIVISION 23/HVAC</td>
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<td>EXISTING CONDITIONS</td>
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<tr>
<td>ALLOW FOR HVAC MODIFICATIONS</td>
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<td>24.000</td>
<td>145.00</td>
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Labor rate calculations are based on Davis-Bacon wages with sub markups from RS Means.
HTETCO Folding Partitions ... continued

<table>
<thead>
<tr>
<th>DIVISION 26/ELECTRICAL</th>
<th>DEVICES &amp; CONNECTIONS</th>
<th>MOTOR CONTROL SWITCH</th>
<th>1</th>
<th>EA</th>
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<th>146.00</th>
<th>876.00</th>
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<th>926.00</th>
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<td>EA</td>
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<td>146.00</td>
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<td>50</td>
<td>LF</td>
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<td>5.84</td>
<td>1.00</td>
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<td>6.84</td>
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</tbody>
</table>

SUBTOTAL: 99,009
DESIGN CONTINGENCY: 5.0% 4,950
SUBTOTAL: 103,959
GENERAL CONTRACTOR'S OVERHEAD & PROFIT: 10.0% 10,396
SUBTOTAL: 114,355
INSURANCE & BONDS: 3.0% 3,431
TOTAL: 117,786

Estimate Notes:

1. Unit costs include subcontractors’ overhead & profit and taxes
2. A slab to slab height of 14’ is assumed.
3. Labor prices are based on Davis-Bacon wage rates in effect on the date of this estimate for Philadelphia, PA. It is assumed work will be performed during normal business hours.
4. Unforeseen Covid-19 impacts are excluded
5. For the benefit of the reader – the highlighted green columns titled “Labor breakdown,” are shown for reference. They would typically be hidden for submission.

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2021 ASPE Critical Calendar: July - October

July

10  Board of Directors Virtual Meeting
14  Certification Committee Virtual Meeting
19  Standards Committee Virtual Meeting
28  Last day for Chapter Reports to Governors for Annual Meeting reports
     Committee and Technical Committee Chairs progress reports due to their respective Vice President
     and Society Business Office
30  2021-2022 Board of Directors take Office

August

5   Annual Board Reports due to Society Business Office for Annual Meeting Books
11  Certification Committee Virtual Meeting
16  Standards Committee Virtual Meeting
25  Board of Directors Meeting - San Antonio
25  Technical Committee Meetings - San Antonio
25-28 2021 Annual Meeting + Estimators’ Summit - San Antonio

September

8   Certification Committee Virtual Meeting
20  Chapter Reports due to Regional Governor for October Board of Directors Reports
20  Standards Committee Virtual Meeting
27  Last day for Board of Director Reports to Society Business Office for October Board Books

October

2   Board of Directors Meeting
4   Society Business Office issues invoices for 2022 Membership Dues Renewals
13  Certification Committee Virtual Meeting
18  Standards Committee Virtual Meeting
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: Varies
To Be Determined
Tucson
Date: Varies; Time: Varies
Meeting Contact:
Larry Lucero, CPE
llucero@redlineinsulation.com

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

San Diego #4
Where: Varies
To Be Determined
San Diego
Date: TBD Time: TBD
Meeting Contact:
Paul Chang
aspesd4.paul@gmail.com

Silicon Valley #55
Where: Varies
To Be Determined
To Be Determined
Date: Varies; Time: Varies
Meeting Contact:
Spencer Gravelle
info@aspe55.org

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

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

Yankee #15
Where: To Be Determined
To Be Determined
Stratford, CT
Date: TBD; Time: TBD
Meeting Contact:
Bill Jacabacci
jacabacci@gmail.com

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

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

Arkansas #33
Where: Varies
To Be Determined
Little Rock - 72201
Date: Varies; Time: Varies
Meeting Contact:
Jack Guess
jguess@baldwinshell.com

Arkansas #33
Where: Varies
To Be Determined
Bentonville
Date: TBD; Time: TBD
Meeting Contact:
Carri Morones, CPE
aspe.cam@gmail.com

Golden Gate #2
Where: To Be Determined
San Francisco - 94105
Date: TBD; Time: TBD
Meeting Contact:
Steve Watkins
steve.watkins@bnbuilders.com

Orange County #3
Where: Virtual Meeting
Costa Mesa - 92626
Date: TBD; Time: TBD
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

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

Orange County #3
Where: To Be Determined
Costa Mesa - 92626
Date: TBD; Time: TBD
Meeting Contact:
Dan Schottlander, CPE
dpschottlander@cox.net

Silicon Valley #55
Where: Varies
To Be Determined
To Be Determined
Date: Varies; Time: Varies
Meeting Contact:
Spencer Gravelle
info@aspe55.org

► 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
ASPE CHAPTER MEETINGS (CONTINUED)

**FLORIDA**
- **Tampa Bay #48**
  - Where: Virtual Meeting
  - Tampa - 33609
  - Date: TBD
  - Time: TBD
  - Meeting Contact: Jim Cummings
    jim.cummings@edunn.com

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

**GEORGIA**
- **Atlanta #14**
  - Where: Sage Woodfire Tavern
    4505 Ashford Dunwoody Road
    Atlanta - 30346
  - Date: 2nd Monday
  - Time: 11:45 AM
  - Meeting Contact: Clinton Aldridge
    ca45@gatech.edu

**ILLINOIS**
- **Chicago #7**
  - Where: Varies
  - To Be Determined
  - Downers Grove - 60515
  - Date: 3rd Thursday
  - Time: 6:00 PM
  - Meeting Contact: Bryan Mixer, CPE
    bmixer_rvc@msn.com

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

**MAINE**
- **Maine #37**
  - Where: Varies
  - To Be Determined
  - Portland
  - Date: 1st Wednesday
  - Time: Varies
  - Meeting Contact: John Brockington, CPE
    jbrockington@woodwardcurran.com

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

**MASSACHUSETTS**
- **Boston #25**
  - Where: Virtual Cup of Coffee
  - To Be Determined
  - Boston - 02116
  - Date: 3rd Wednesday
  - Time: 8:30 AM
  - Meeting Contact: Eric Rennell
    ericrennell@aspe25boston.com

**MICHIGAN**
- **Detroit #17**
  - Where: Auch Construction
    65 University Drive
    Pontiac - 48342
  - Date: 3rd Tuesday
  - Time: 5:15 PM
  - Meeting Contact: Gerald McClelland
    gmcclelland@auchconstruction.com

- **Western Michigan #70**
  - Where: Varies
  - To Be Determined
  - Grand Rapids
  - Date: Varies
  - Time: Varies
  - Meeting Contact: Mike Alsgaard, CPE
    maalsgaard@fishbeck.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:* Virtual  
*To Be Determined*  
*St. Louis - 63139*  
*Date:* TBD; *Time:* TBD  
*Meeting Contact:* John Smith  
john.smith@thelawrencegroup.com

**NEW JERSEY**
Garden State #26  
*Where:* To Be Determined  
*To Be Determined*  
*Orange - 07050*  
*Date:* TBD; *Time:* TBD  
*Meeting Contact:* Gregory Williamson, CPE  
gwilliamson@bondbrothers.com

**NEW MEXICO**
Roadrunner #47  
*Where:* Fiestas Restaurant  
4400 Carlise Boulevard NE  
Albuquerque - 87107  
*Date:* 1st Wednesday; *Time:* 11:30 AM  
*Meeting Contact:* Mike Phillips, CPE  
mphillips@flemingconstructiongroup.com

**NEVADA**
Las Vegas #72  
*Where:* Las Vegas  
*To Be Determined*  
*Meeting Contact:* Chuck James, CPE  
wcjames2@cox.net

**NEW YORK**
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:*  
*Southwestern Ohio #38*  
*Where:* Virtual  
*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:* Mike Phillips, CPE  
mphillips@flemingconstructiongroup.com

**OREGON**
Columbia-Pacific #54  
*Where:* Varies  
*To Be Determined*  
*Portland - 97201*  
*Date:* 3rd Tuesday; *Time:* Varies  
*Meeting Contact:* Steve Watkins  
steve.watkins@bnbuilders.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

VIRGINIA

Richmond #82
Where: Baskerville
101 South 15th Street, Suite #200
Richmond - 23219
Date: 4th Wednesday; Time: 5:00 PM
Meeting Contact:
Sid Bass, CPE
sbass@reynolds.edu

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.