

AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS

ESTIMATING TODAY

JULY/AUGUST 2021

HTETCO Folding Partitions

2021 Annual Summit

New Members

New CPEs + AEPs



ASPE

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ASPE

Message from the President

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 of 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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ASPE National President
2021-2023

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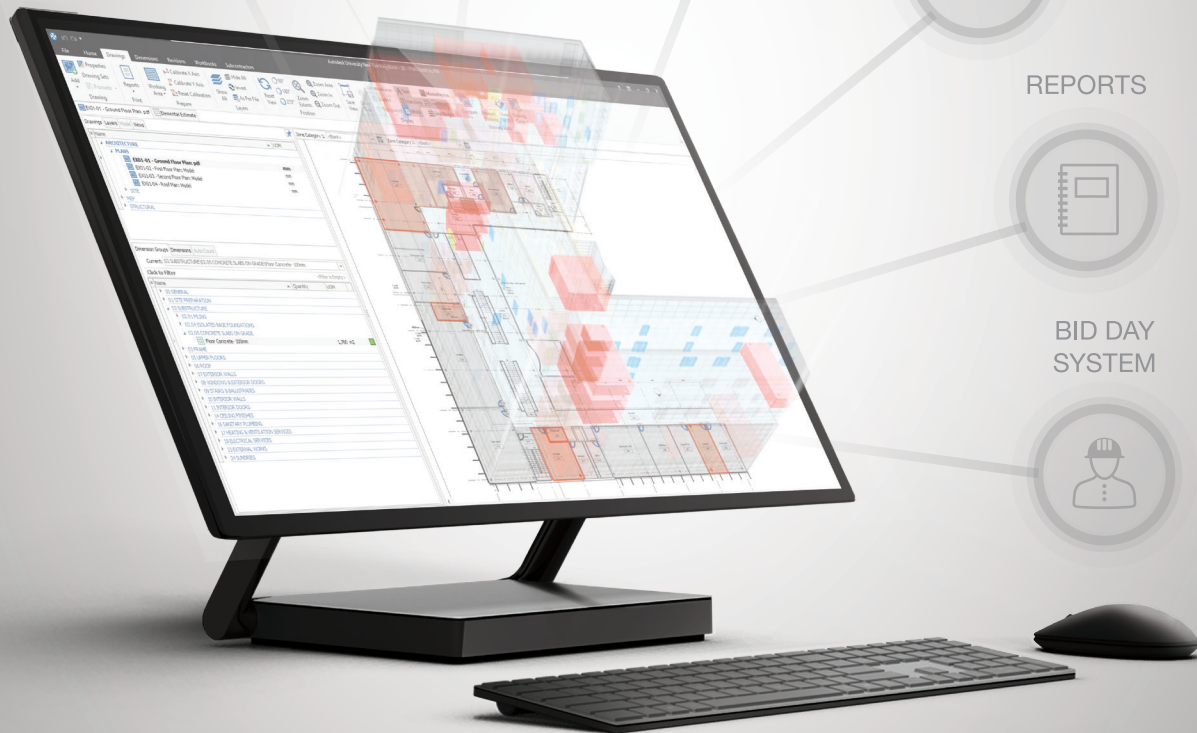
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Membership Classification Count (as of 06/09/2021)

Affiliate	56
AEP	44
CPE	468
Estimator	631
Fellow	23
Honorary Member	7
Member Emeritus	49
Student	34

Total 1,312

Welcome to Our New Members (April + May)

NAME	COMPANY	CHAPTER	
Patrick Moffett	Blue Sky Environmental Consulting, Inc.	Los Angeles	1
Saikumar Gampa		Los Angeles	1
David Sage		Los Angeles	1
Jeff McClure	The Austin Company	Orange County	3
Bertie Chawla	PACS	Orange County	3
Kevin Ozaki	PrimeCo	San Diego	4
Jarin Thiem		San Diego	4
Chris Vukovich	BAN Electrical Services	Denver	5
Kevin Mallowney	W.E. O'Neil Construction	Denver	5
Rodolfo Lopez	Buildwolf, Inc.	Arizona	6
Dean Tomaschko	PWI Residential, Inc.	Arizona	6
Marcus Ferguson	PWI Residential, Inc.	Arizona	6
Veronika Dreeva	ASU - Student	Arizona	6
John Sellers	Floore Industrial Contractors	New Orleans	9
Jose Espaillat	A & E Design Services Inc	New York	10
Anna Arutyunova	Cauldwell Wingate Companies LLC	New York	10
Isabelle Nguyen		New York	10
Michael Hardee	Hardee Electrical Consulting, LLC.	Atlanta	14
Oscar Haney		Atlanta	14
Ajay Naidu		Atlanta	14
Ken Perko	LaSalle Construction Services	Detriot	17
Kelly Bowers	LaSalle Group, Inc.	Detriot	17
Axel Perez		Houston	18
Robert Schaum	O'Connor Const. Mangement, Inc.	Greater D.C.	23
Daniel Nardoza	Hance Construction Inc.	Garden State	26
Ted Baumgardner	Baumgardner Finishing Co	Garden State	26
Dustin Mize	Baldwin & Shell Construction	Arkansas	33
Walter Jines	Baldwin & Shell Construction	Arkansas	33
John Phillips	Baldwin & Shell Construction	Arkansas	33
Gary Graham	Baldwin & Shell Construction	Arkansas	33
Jeremy Kirkpatrick		Middle Tennessee	34
Stephen Sylvain	Martini Northern	Maine	37
Quinton Fryman	Gray Ohio Valley	Southwestern Ohio	38
Steve Patmon	SJPA	Dallas/Ft.Worth	43
Manogna Raghuviera	Home Address	Dallas/Ft.Worth	43
Bryan Tenney	Alyeska Pipeline Service Company	Puget Sound	45
Etienne Dini	Holmberg Mechanical	Puget Sound	45
Ivy Horn	Champion Painting Specialty Services Corp.	Tampa Bay	48
Matthew Houts	Madsen Kneppers & Assoc. Inc.	Central Florida	50
Roman Bepalov		Nutmeg	60
Sherry Johnson		NW Arkansas	79
Randy Schnieders	Randy Schnieders	Central Plain MAL	92
Matthew Thomas	84 Lumber Company	Southest MAL	93
Matthew Tatham	Dana B Kenyon Company	Southest MAL	93
Derrick Griffin		Northeast MAL	94

Congratulations to New CPEs + AEPs (April + May)

NAME	COMPANY	CHAPTER	
Lucas Tesler, AEP	Soil Engineering Construction, Inc.	Golden Gate	2
Zachary Jordan, AEP	Brown University	Golden Gate	2
Benjamin Byers, AEP	Soil Engineering Construction	Golden Gate	2
James Padilla, CPE	Kitchell	Arizona	6
John Lefler, CPE	Baldwin & Shell Construction	Arkansas	33
Kevin Leach, CPE	Brantley Construction Company	Richmond	80
Alan Lerkins, AEP	Coreslab Structures (OKLA)	Richmond	80
Scott Taylor, CPE			
Milton Contreras, AEP			
Howard Cruse, AEP	Sunland Group		

San Antonio 2021



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Stephane McShane
Maxim Consulting Group

2021 ANNUAL SUMMIT : ESTIMATING BEYOND CRISIS

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

26 AUGUST

San Antonio, TX



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2021 ANNUAL SUMMIT : ESTIMATING BEYOND CRISIS

Estimating Turnover Management

26 AUGUST

San Antonio, TX



Joe Flemming, FCPE
Bradbury Stamm Construction



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Dave Stutzman
Conspectus, Inc.

2021 ANNUAL SUMMIT : ESTIMATING BEYOND CRISIS

*Transparency, Collaboration, and
Continuous Estimating*

26 AUGUST

San Antonio, TX



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2021 ANNUAL SUMMIT : ESTIMATING BEYOND CRISIS

Ethical Estimating in the Time of COVID

26 AUGUST

San Antonio, TX



Dan Frondorf, CPE
DG Frondorf and Assoc.



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Stewart Carroll
Beck Technology

2021 ANNUAL SUMMIT : ESTIMATING BEYOND CRISIS

Preconstruction Data Lifecycle

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2021 ANNUAL SUMMIT : ESTIMATING BEYOND CRISIS

*Construction Economic Forecast 2021 -
Behind the Headlines*

27 AUGUST

San Antonio, TX



Ed Zarenski
Construction Analytics Consulting



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Kelly Jarman, CPE
JE Dunn Construction

2021 ANNUAL SUMMIT : ESTIMATING BEYOND CRISIS

*Historical Cost Tracking: Lessons
During Setup and Implementation*

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2021 ANNUAL SUMMIT : ESTIMATING BEYOND CRISIS

Legal Pitfalls of Estimating

27 AUGUST

San Antonio, TX



Jean Arnold, Esq.
Arnold & Arnold, LLP



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Jeff Sample
Join

2021 ANNUAL SUMMIT : ESTIMATING BEYOND CRISIS

*Preconstruction Possibilities -
Realizing Your Potential*

27 AUGUST

San Antonio, TX



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2021 ANNUAL SUMMIT : ESTIMATING BEYOND CRISIS

Accelerating Innovation in Preconstruction

28 AUGUST

San Antonio, TX



Gustav Choto
Join

*San
Antonio*²⁰²¹



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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

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

In-Person Member Pricing

Virtual Member Pricing

■ \$875	- through May 31st -	\$250
■ \$950	- through July 31st -	\$300
■ \$1100	- through August 18th -	\$350

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

Includes with Registration:

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

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](https://www.aspenational.org/mpage/2021AnnualSummit)

\$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



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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**.

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- » 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.
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- » 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.
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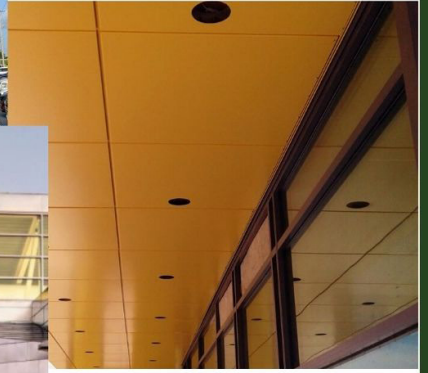
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Aaron Brittain, CPE
Richmond - 82
Aaron@davidsonbrown.pro



HTETCO Folding Partitions

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- Section 4: Overview of Costs & Mark-ups
- Section 5: Special Risk Considerations
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- Section 7: Miscellaneous
- Section 8: Sample Plans and Take-off
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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 contingency

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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

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

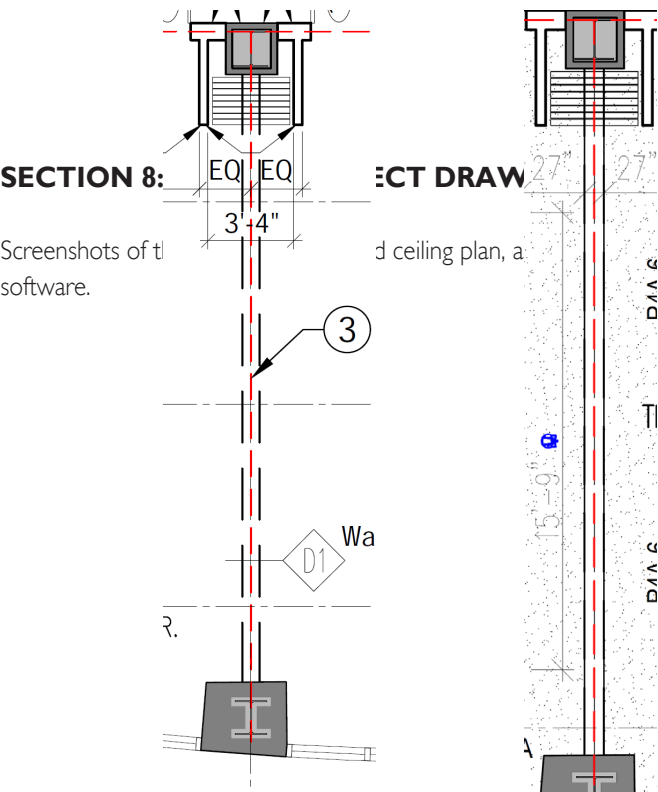
Upon completion of the estimate, the estimator should have a process for reviewing and critiquing the final product. The logical start would be a general review of the division costs on a square foot basis. For a project such as a folding partition replacement which has a smaller, more defined work area, 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

HTETCO Folding Partitions ... continued

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."



Screenshots of the software.

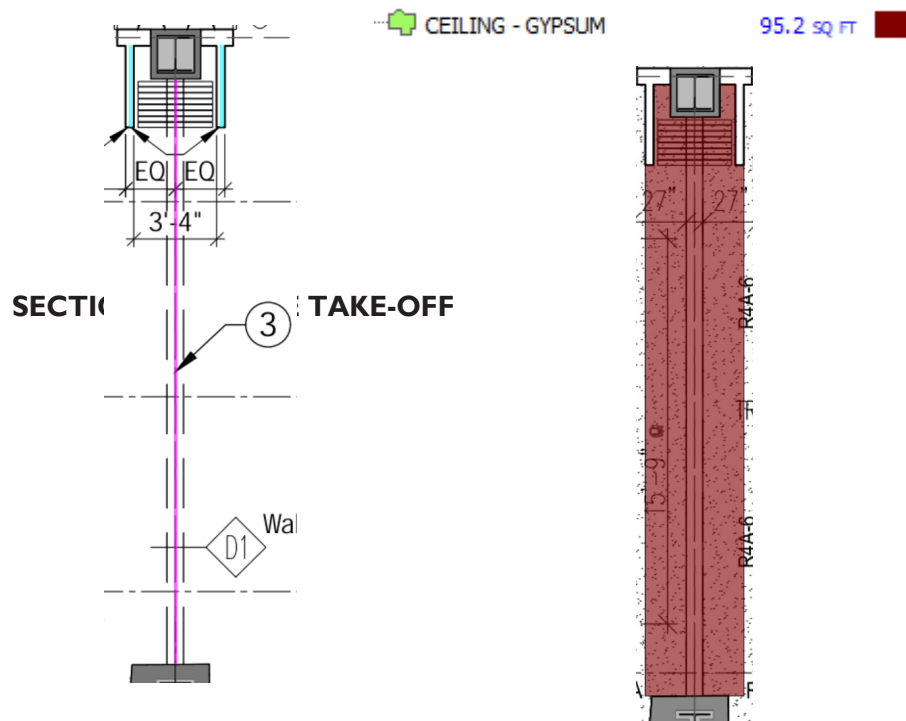
and ceiling plan, a

information are shown below. These plans are imported into digital take off

3 Motor-operated STC-50 folding partitions.

PARTITION TYPES:			
Label	Type	Height	STC
D1	Acoustical Partition 1	Floor/Deck	55

HTETCO Folding Partitions ... continued



- SPECIALTIES - FOLDING PARTITION 23.6 ft
- PARTITION - POCKET WALLS 6.7 ft

Take off

Labor Category	Base	Fringe Markup %	Fringe Markup Flat Rate	Total Raw Cost	Sub Combined Markups	Base Rate
Carpenter	49.42	0.00%	28.49	77.91	52.3%	119.00
Electrician	59.79	60.00%	1.80	97.46	49.5%	146.00
Ironworker	49.30	0.00%	34.00	83.30	63.5%	137.00
Painter	41.39	0.00%	27.65	69.04	50.5%	104.00
Plumber	55.45	0.00%	34.24	89.69	50.6%	136.00
Sprinkler Fitter	56.80	0.00%	28.72	85.52	51.0%	130.00
Sheet Metal Worker	52.04	0.00%	42.74	94.78	52.6%	145.00
Drywall Finisher/Taper	40.68	0.00%	28.83	69.51	48.2%	104.00

HTETCO Folding Partitions ... continued

Detailed Estimate										
			Labor Breakdown		Unit Price				Total	Group
Item	Quantity	Unit	Hours	Rate	Labor	Material	Equip	Total	Cost	Total
DIVISION 1/GENERAL REQUIREMENTS										
FIELD OFFICE AND SUPERVISION										
PROJECT MANAGER PER DIEM					\$4,000.00	-	-	4,000.00	4,000	
SUPERINTENDENT	1	MO			11,000.00	-	-	11,000.00	11,000	
OFFICE SUPPLIES	1	MO			-	300.00	-	300.00	300	
TELEPHONE	1	MO			-	120.00	-	120.00	120	
TRUCK	1	MO			-	400.00	-	400.00	400	
GENERAL LABOR/CLEANING - ALLOW 20 HRS/MO	20	HRS	1.000	89.00	89.00	-	-	89.00	1,780	
										17,600
TEMPORARY DUST BARRIERS										
DUST PARTITION, POLYETHYLENE SHEETING, 6 MIL	672	SF	0.008	119.00	0.95	0.50	-	1.45	976	
DECONSTRUCT & REMOVE DUST PARTITION	672	SF	0.004	119.00	0.48	-	-	0.48	320	
										1,296
DIVISION 5/METALS										
STRUCTURAL STEEL										
OPERABLE PARTITION SUPPORT - ALLOW	24	LF	1.277	137.00	175.00	125.00	-	300.00	7,200	
										7,200
DIVISION 8/DOORS & WINDOWS										
ACCESS DOORS & PANELS										
ACCESS PANEL IN DRYWALL CEILING, 12x24	2	EA	1.500	119.00	178.50	160.00	-	338.50	677	
										677
DIVISION 9/FINISHES										
EXISTING CONDITIONS										
DEMO GWB CEILING	96	SF	0.066	119.00	7.85	-	-	7.85	754	
										754
DRYWALL & PLASTER										
METAL STUD FRAMING (3 5/8"@16, 25 GA) - POCKET WALLS	98	SF	0.020	119.00	2.38	0.50	-	2.88	282	
GYPSUM WALLBOARD (5/8")	196	SF	0.008	119.00	0.95	0.45	-	1.40	275	
TAPE & SPACKLE	196	SF	0.015	104.00	1.56	0.07	-	1.63	319	
SOUND INSULATION	98	SF	0.011	119.00	1.31	0.54	-	1.85	181	
										1,058

CEILINGS										
REMOVE/RE-INSTALL ACOUSTIC CEILING GRID & TILE FOR ACCESS	192	SF	0.042	119.00	5.00	-	-	5.00	960	
GWB BULKHEAD FRAMING	336	SF	0.050	119.00	5.95	0.75	-	6.70	2,251	
GWB BULKHEAD DRYWALL	336	SF	0.016	119.00	1.90	0.45	-	2.35	791	
GWB BULKHEAD TAPE & SPACKLE	336	SF	0.030	119.00	3.57	0.07	-	3.64	1,223	
CEILING INSULATION	240	SF	0.050	119.00	5.95	0.54	-	6.49	1,558	
										6,782
PAINTING										
PAINT DRYWALL WALLS	196	SF	0.010	104.00	1.04	0.30	-	1.34	263	
PAINT DRYWALL CEILINGS	336	SF	0.011	104.00	1.14	0.30	-	1.44	485	
										748
DIVISION 10/SPECIALTIES										
EXISTING CONDITIONS										
REMOVE EXISTING FOLDING PARTITION	24	LF	1.333	119.00	158.67	-	-	158.67	3,808	
										3,808
OPERABLE PARTITION										
ELEC OPERATED FOLDING PARTITION, STC 50, VINYL FINISH, 9'	216	SF	0.533	119.00	63.43	165.00	-	228.43	49,340	
										49,340
DIVISION 21/FIRE SUPPRESSION										
EXISTING CONDITIONS										
ALLOW FOR SPRINKLER SYSTEM MODIFICATIONS	1	LS	16.000	130.00	2,080.00	500.00	-	2,580.00	2,580	
										2,580
DIVISION 23/HVAC										
EXISTING CONDITIONS										
ALLOW FOR HVAC MODIFICATIONS	1	EA	24.000	145.00	3,480.00	1,000.00	-	4,480.00	4,480	
										4,480

HTETCO Folding Partitions ... continued

DIVISION 26/ELECTRICAL										
DEVICES & CONNECTIONS										
MOTOR CONTROL SWITCH	1	EA	6.000	146.00	876.00	50.00	-	926.00	926	
ELEC CONNECTION TO MOTOR	1	EA	8.000	146.00	1,168.00	250.00	-	1,418.00	1,418	
BRANCH CONDUIT & WIRE - MC	50	LF	0.040	146.00	5.84	1.00	-	6.84	342	
										2,686
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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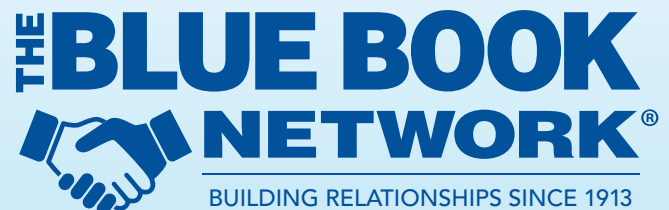
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**AMERICAN SOCIETY
OF PROFESSIONAL
ESTIMATORS**

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
- 30 Deadline: 2021 September/October *Estimating Today* articles to Society Business Office
- 30 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 Deadline: 2021 November/December *Estimating Today* articles to Society Business Office
- 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

► ARKANSAS

Arkansas #33

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

NW Arkansas #79

Where: Varies
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
la1ofaspe@outlook.com

► CALIFORNIA (CONTINUED)

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

San Diego #4

Where: Varies
To Be Determined
San Diego
Date: TBD **Time:** TBD
Meeting Contact:
Paul Chang
asped4.paul@gmail.com

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: 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 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

Yankee #15

Where: To Be Determined
To Be Determined
Stratford, CT
Date: TBD; **Time:** TBD
Meeting Contact:
Bill Jacobacci
jacabacci@gmail.com

► DELAWARE

Delware #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

ASPE CHAPTER MEETINGS (CONTINUED)

► FLORIDA

Tampa Bay #48

Where: Virtual Meeting

Tampa - 33609

Date: TBD **Time:** TBD

Meeting Contact:

Jim Cummings

jim.cummings@jedunn.com

Gold Coast #49

Where: To Be Determined

To Be Determined

West Palm Beach

Date: TBD; **Time:** TBD

Meeting Contact:

Carri Morones, CPE

aspe.carri@gmail.com

Orlando #50

Where: To Be Determined

Orlando - 32801

Date: TBD **Time:** TBD

Meeting Contact:

Danny Chadwick, CPE

estimatorjordan@gmail.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

► INDIANA

Central Indiana #59

Where: Varies

To Be Determined

Indianapolis

Date: 3rd Thursday; **Time:** 5:30 PM

Meeting Contact:

Chris Neal

cneal@summitconst.com

Old Fort #65

Where: Varies

To Be Determined

Fort Wayne

Date: Last Thursday; **Time:** Varies

Meeting Contact:

Thad Berkes

tberkes@designcollaborative.com

► IOWA

Quad Cities #71

Where: To Be Determined

To Be Determined

Davenport

Date: Varies; **Time:** Varies

Meeting Contact:

Scott Robinson, CPE

scottr@jlbradyco.com

Greater Des Moines #73

Where: Varies

To Be Determined

Des Moines

Date: 1st Thursday; **Time:** Varies

Meeting Contact:

Andy Pullen

andyp@hrtInd.us

LOUISIANA

► **New Orleans #9**

Where: To Be Determined

To Be Determined

New Orleans

Date: TBD; **Time:** TBD

Meeting Contact:

Carri Morones, CPE

aspe.carri@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 Burruss, CPE
mburruss@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

Heartland #32

Where: Virtual

To Be Determined
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:

Matt Burruss, CPE
mburruss@performanceservices.com

► NEVADA

Reno #12

Where: To Be Determined

To Be Determined
Reno

Date: Varies; **Time:** Varies

Meeting Contact:

TBD

► NEVADA (CONTINUED)

Las Vegas #72

Where: Varies

To Be Determined
Las Vegas

Date: TBD; **Time:** TBD

Meeting Contact:

Chuck James, CPE
wcjames2@cox.net

► 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:** 5:30 PM

Meeting Contact:

Jimmy Sample, CPE
jimmy.sample@bixbyelectric.com

► NEW YORK

New York #10

Where: Virtual

To Be Determined
New York City

Date: Varies; **Time:** Varies

Meeting Contact:

Rose Jesse
rosejesse.aspe@gmail.com

Empire State #42

Where: Virtual

To Be Determined
Albany - 12203

Date: 1st Monday; **Time:** 5:00 PM

Meeting Contact:

Michael Briggs, CPE
mbriggd507@gmail.com

► NEW YORK (CONTINUED)

Western NY #77

Where: To Be Determined

To Be Determined
Rochester

Date: TBD; **Time:** TBD

Meeting Contact:

Gregory Williamson, CPE
gwilliamson@bondbrothers.com

► OHIO

Buckeye #27

Where: Varies

To Be Determined
Columbus

Date: Varies; **Time:** Varies

Meeting Contact:

Matt Burruss, CPE
mburruss@performanceservices.com

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

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:

Gregory Williamson, CPE
gwilliamson@bondbrothers.com

Three Rivers #44

Where: To Be Determined
To Be Determined
Pittsburgh

Date: TBD; **Time:** TBD

Meeting Contact:

Gregory Williamson, CPE
gwilliamson@bondbrothers.com

Philadelphia #61

Where: Varies
To Be Determined
Philadelphia

Date: Varies; **Time:** Varies

Meeting Contact:

Richard Baus
rickb@bencardino.com

Central Pennsylvania #76

Where: Virtual
To Be Determined
Lancaster - 17601

Date: TBD; **Time:** TBD

Meeting Contact:

Greg Roscoe
gcr817@gmail.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

► TEXAS

Houston #18

Where: To Be Determined
To Be Determined
Houston - 77007

Date: TBD; **Time:** TBD

Meeting Contact:

Larry Lucero, CPE
llucero@redlineinsulation.com

Rio Grande #40

Where: Virtual
To Be Determined
El Paso - 79903

Date: TBD; **Time:** TBD

Meeting Contact:

Rodolfo Barba, CPE
rodolfobarba1@gmail.com

Dallas/ Ft.Worth #43

Where: See Chapter Website
To Be Determined
Varies: N. Dallas/Mid-Cities/Grapevine

Date: Varies; **Time:** Varies

Meeting Contact:

Rick Wyly, CPE
rick@buildcostcontrol.com

► UTAH

Great Salt Lake #51

Where: Varies
To Be Determined
Salt Lake City

Date: TBD; **Time:** TBD

Meeting Contact:

Steve Watkins
steve.watkins@bnbuilders.com

► VIRGINIA

Richmond #82

Where: Baskervill
101 South 15th Street, Suite #200
Richmond - 23219

Date: 4th Wednesday; **Time:** 5:00 PM

Meeting Contact:

Sid Bass, CPE
sbass@reynolds.edu

► WASHINGTON

Puget Sound #45

Where: Virtual
To Be Determined
Seattle - 98109

Date: 3rd Tuesday; **Time:** 6:00 PM

Meeting Contact:

Eric Benton
Eric.benton@pmsvs.com

► WISCONSIN

Brew City #78

Where: To Be Determined
To Be Determined
Milwaukee

Date: TBD; **Time:** TBD

Meeting Contact:

Matt Burgess, CPE
mburgess@performanceservices.com

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ASPE CORE VALUES

EDUCATION:

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

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