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2021 - 2022

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HTETCO Painting New Gypsum Board Walls
The Estimator and Virtual Meetings
Critical Calendar
Standard Estimating Practice
Chapter Meetings

215 Donelson Pike #140710
Nashville, Tennessee 37214
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CONTACT THE ASPE BUSINESS OFFICE

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Standards Committee • Website • Accounting • Membership

Cinder McDonald
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Certification Committee & Program • Online Classes

Natasha Crumbliss
Natasha@ASPEnational.org
Education Committee • Estimating Academy
Our Annual Summit will be held this year in Knoxville, Tennessee on June 24th and 25th! We have modified the Summit this year to be a two-day event, but you still can obtain 12 PDUs. Just as in 2021, this year’s Summit will be a hybrid event available to both in-person and virtual attendees. No matter how you join us, I hope that you will be able to attend.

Additionally, we will be launching seven new Estimating Academy (EA) courses in July; which will be filmed while we are in Knoxville. This brings our total number of EA courses to 13! These new courses are possible thanks to the hard work done by our Education Committee and Natasha Crumblis and Tina Cooke.

Thank you for your continued support of ASPE!
Estimating Academy Classes

Construction Materials and Processes
This course is an introduction to the materials and processes of general construction using the Construction Specifications Institute division format and is intended to deepen the understanding of building systems and material science. Topics include sitework & excavation, concrete, masonry, wood, steel, building envelope, openings, and finishes.

Construction Procurement Methods
Designed to help estimators learn the basics of different construction procurement methods, this course touches on the basics of design-bid-build, design-build, construction manager at risk, and public-private partnership with contract negotiation, guaranteed maximum price, and cost plus.

Estimating and Bidding
This course provides an overview of construction estimating as used in winning bids. The course teaches the student the basics of take-off and pricing, and students will be exposed to examples in several disciplines of construction to include commercial building and heavy civil construction estimates.

Fundamentals of Heavy Civil Estimating: Heavy Highway
Walk one through many aspects of estimating a Heavy Highway project, from reviewing plans and specifications to submitting a bid and understanding the results.

Introduction to Construction Estimating I
This self-paced 8-week online course is designed to help estimators learn the basic skills required to takeoff material quantities and produce successful construction estimates.

Plan Reading for Estimating
Strip away all the hieroglyphs, symbols, markings, strange words and on a set of building plans you have an outline of the building to be built. Take your first step in demystifying the art of reading plans. Learn the hidden code behind those strange symbols and grow more confident in how to read plans for estimating.

Register Now!
ASPE’s Estimating Academy e-learning courses.

For more information visit - https://www.aspenational.org/page/EA

Courses dates for 2022:
- May 2 - June 24, 2022
- July 11 - September 2, 2022
- September 19 - November 11, 2022
**Membership Classification Count (as of 2/08/2022)**

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**Welcome to Our New Members (December + January)**

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<td>Gus Grajales</td>
<td>ACM</td>
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<td>Southern Illinois University</td>
<td>St. Louis Metro 19</td>
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<td>J.E. Merino Plumbing</td>
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<td>David Cheyne</td>
<td>Wiss Janney Etsnner Associates Inc</td>
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**Congratulations to New CPEs + AEPs (December + January)**

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215 Donelson Pike #140710
Nashville, TN 37214
615.316.9200
ASPEnational.org
Knoxville is a vibrant city where:

Mountains meet music… art meets adventure… culture meets cuisine… and no one meets a stranger. The official Knoxville Visitors Guide highlights our music, art, adventure, and cuisine and includes everything you need to know to start planning your visit.

Crowne Plaza Knoxville is our Summit hub!

- 4 miles from the Knoxville McGhee Tyson (TYS) airport.
- Access to over 100 restaurants and shops within a square mile walking distance, along with entertainment, museums, tours, and historical sites.
- Unparalleled outdoor activities in downtown and the surrounding area: trails, greenways, river paddling, sculpture parks, cycling, golf, and so much more!
- 7 breweries and taprooms in downtown and many more in the region.

Registration opens March 1st!

In - Person Pricing

$1,000 through May 6th
$1,100 through June 1st

Virtual Pricing

$500 through May 6th
$550 through June 1st

ASPE Room Block

$149 + taxes
(865) 522-2600 In house reservations

Learn More about Knoxville...
www.visitknoxville.com

Register Now!
www.aspenational.org/page/2022Summit
Questions - Natasha@ASPENational.org
2022 AWARDS

Honoring Members + Chapters for their contributions to ASPE and the construction industry
Honoring Member Estimators for their project successes

ESTIMATOR OF THE YEAR
For excellence in advancing the art of construction estimating thru Standards, Ethics and Practice, while leading and training others, and promoting ASPE throughout one’s career

CHAPTER PRESIDENT OF THE YEAR
For excellence in leading, promoting and supporting the goals and growth of the Chapter

FELLOW AWARD
For having attained national recognition for achievements in the art of construction estimating and who have made exceptional contributions to the Society

LEGACY - HOWARD S. PROUT FOUNDER OF CERTIFICATION AWARD
For excellence in promoting and utilization of Standards of Ethics and Practice

LEGACY - FRANK E. YOUNG EXCELLENCE IN EDUCATION AWARD
For excellence in pioneering and promotion of Educational Opportunities and Advancements

LEGACY - MERLE W. HECKENLIVELY FOUNDER OF STANDARDS AWARD
For excellence in promoting and utilization of Standards of Ethics and Practice

INDUSTRY AWARDS
Celebrating projects displaying overall estimate efficiency and accuracy, unique and innovative design, technology solutions or community involvement

CHAPTER CHAMPION
For dedicated effort and contributions made to the advancement and growth of the Chapter

CHAPTER ACHIEVEMENT
For excellence in promoting ASPE and supporting its Members at the Chapter level

TECHNOLOGY AWARD
For promoting Technology innovation in advancement of the estimating profession

Intent to Submit Forms – Due March 15, 2022
Candidate Nominations + Chapter Applications - Due by April 4, 2022

Begin planning by nominating an ASPE Member who exemplifies the qualities needed and who deserves acknowledgement for their contributions

ASPEnational.org / Resources / Awards Requirements + Scoresheets
Bowling? Many of our ASPE team members exclaimed regarding our next ASPE event. It had been some time since playing, but I looked forward to the event. Little did I realize there would be an additional challenge to the afternoon’s festivities. Each bowler would be blindfolded and led up to the lane. In addition to this the computer screen was disabled so we kept score by paper and pencil. When I asked the event coordinator the purpose of this, she exclaimed bowling blindfolded and not knowing your score was like getting no bid results, no awarded projects and continuing to bid to the same customers. After a few attempts we returned to traditional bowling, but our host made her point. Get bid results, track results, implement changes based on those results, will lead to a higher capture rate, and focus on your niche market.

The importance of post-bid procedures needs to be stressed as a factor of future success for general contractors and subcontractors alike. Contractor coach George Hedley stated that “fewer than six percent of contractors track results”. Hedley’s research provides data that shows public work at average capture rate of ten percent, with a sixteen percent average for private work and fifty percent for negotiated work. Negotiated projects have a higher capture rate, but with that comes higher marketing and preconstruction expenses. Public and private projects do not require the same marketing / preconstruction costs, so these funds are typically used to hire more estimators to offset the lower capture rate. With knowledge of this data and the level of competition in the construction industry it is amazing that the multitude of contractors ignore post bid procedures. This begs the question; why? Reasons range from insufficient time, to lack of resources, to the executive leadership not feeling this information is essential and the time should be spent bidding more projects.

There are answers to the question “why did we not win this bid”. It could be as simple as low bid, or one can delve into the complexities of insufficient time spent cultivating relationships with one’s customers. With regards to subcontractors, many general contractors favor those subs that they have completed successful projects with in the past. This might also lead to discounts provided by subcontractors to general contractors that run organized jobs, have less paperwork, and pay in a timely manner. Other factors include the size or scale of the project, geographic location, and proximity for the contractors as well as their current need for future work. The executive leadership of a company, in conjunction with the Estimating Dept., may shave profit to keep valuable employees on their team. Lastly prequalification of the contractors for certain types of projects, their safety record (EMR) and their track record for these job-types can lead to selection regardless of bid price. Ultimately owners and general contractors want their project completed with minimal additional cost impacts and on schedule.
In seeing the need for post-bid results, we are led to tracking metrics. Tracking metrics are required to start gaining the benefits of bid follow-up. For subcontractors the post-bid results can be shown on a graph that shows the frequency of a subcontractor being used by a certain general contractor. This graph also depicts which subcontractors prefer or have a relationship with certain general contractors. Another tracking graph can be used to show which general contractors favor or are better at certain projects. Below are examples of tracking graphs.

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<td>2.1 million</td>
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<td>Sub-2</td>
<td>1.9 million</td>
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</tr>
<tr>
<td>GC3</td>
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There should be a methodology and list of procedures that are followed to gain the post-bid information. Once the proposal has been sent to the GC or owner call to confirm their receipt of the bid and ask how soon you can follow-up for bid results. Record this information. Follow-up in the time frame directed and be persistent. If no response after three to four emails/voicemails, then note that this company does not provide bid results for future projects. Track patterns by sector, geography, and valuation to determine where your company is the most successful in capturing work.

When an organization creates the methodology for tracking post-bid procedures, it is essential to examine the validity of the results. Some unscrupulous owners and general contractors will provide bogus bid results to either provide a false sense of security with the low bid contractor or to cover-up the fact that they shopped the low subcontractor’s bid number to a favored subcontractor they worked with in the past. The only safeguard against this is getting bid results from multiple sources. This poses a dilemma for GCs as typically they are bidding to only one developer or owner. However, the low general contractor can request to see the other bids prior to signing the contract.

Once this data is tracked, how can it lead to more projects? Primarily this information will indicate which customers the contractor can focus on and who will use their bid when low. In addition, consistent follow-up builds relationships with general contractors and owners. In business development, the term “touches” is used to describe an interaction between a seller and a potential customer. The more touches or interactions typically leads to more work. Other benefits can be discovering instances of missed scope while conversing and qualifying one’s bid during a bid follow-up and finding out there are too many competitors on this market sector.

The focus of this article is to show the need for bid follow-up and post-bid procedures as a tool to determine the relationships of owners to general contractors and general contractors to subcontractors. On the surface, these procedures are intended to increase the capture rate of bid work, however they can also assist in finding the customers target market.
Thank You to our Partners!

Corporate Members
- Delta Innovative Services, Inc. - Bronze
- Frank R. Walker - Bronze
- Flynn BEC LP - Basic
- ML Group - Basic

Corporate Partners
- Bluebook * ConsensusDocs * DCD Magazine * On Center Software
HTETCO Painting New Gypsum Board Wall

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Section 8: Sample Plans and Take-off
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Cindy Rodriguez, CPE
Arizona - 6
CRodriguez@pivot-solutions.com
SECTION 1: INTRODUCTION

The purpose of the following technical paper is to provide general information on how to estimate the cost of painting newly textured gypsum board wall. There are several components that can be part of painting such as chemical components and desired aesthetics. However, this paper will only focus on the application of primer and top coat to a new interior gypsum board area. This paper will be presented from the view of a painting subcontractor.

Brief Description of Subject Matter

Gypsum board is one of the most common and affordable substrates found in American buildings and homes, thus the importance of understanding how to calculate costs associated with estimating this type of system.

It is commonly thought that paint is easy and that the main purpose for paint is to add color to walls and ceilings, however, paint is so much more. Paint seals surfaces to resist wear and tear and helps to protect from moisture. Additionally, paint assists in keeping dirt and dust to a minimum, helps to hide stains and permanent marks, and adds value to property. Knowing chemical components and proper use of your products is just as important as ensuring that the proper color is on the correct location.

SECTION 2: TYPES & METHODS OF MEASUREMENT

The most appropriate takeoff measurement is by square feet (SF) of surface area. Surface area is all the area that you can see in two dimensions (length and width). In other words, the surface area of a wall is the area that you can paint, which is acquired by measuring linear feet of a wall multiplied by known wall height. The most appropriate way to measure interior walls is by using the floor plans and referencing interior and/or exterior elevations or reflective ceiling plans. You must keep in mind that interior and exterior elevations do not accurately reflect depth, curves, niches, alcoves, or 3D shapes that could potentially result in loss of square footage and should avoid measuring surface area from them, therefore, best way of measuring wall length is using floor plan, which helps to identify clear wall path (reference Exhibit A). Suppose painting new gypsum board walls along the rear side of a residence due to remodel addition. Floor plan linear takeoff total is 110.5 linear feet, then multiply by wall height found on Reflective Ceiling Plan or on Interior/Exterior Elevations; in this case is 10 linear feet high. Therefore, total wall surface area of rear side of residence equals 1,105 square feet.
Completing a takeoff solely based on exterior elevation would result in an inaccurate calculation of 715.5 SF.

In this example measuring the wall surface area is 1,105 square feet while measuring solely from elevation totaled 715.5 square feet, resulting in a difference of 389.5 square feet.

As proven, the best way to avoid under or over calculating surface area is to use floor plan and reference interior and/or exterior elevations. A contributing part of accurate takeoff is to identify the wall type. Wall partition plan, building sections, floor plan details will help to identify wall surface as painted, unfinished, or other. Identifying wall types will ensure that proper products are proposed to protect and seal the surface area. Inaccurate identification of wall types of measuring of wrong plan sheets could result in over or under cost calculation. Using estimating softwares can help with speed, accuracy, and data recording. There are many different tools available to estimators to help with data recording and data calculation. Softwares with ability to calculate labor, material and equipment are preferred.

SECTION 3: SPECIFIC FACTORS AFFECTING TAKE OFF AND PRICING

Specifications and Construction Documents

Once a scope of work has been determined then it is appropriate to determine what products have been selected in the project specification – division 09 – subdivision 09 90 00. The specifications will dictate the type of coating required for each surface and location. It is not
uncommon for gypsum board walls to have different coatings according to location. Many times walls vary on sheen or color, other times products with harsher chemicals are required even though they are in the same general area. For example, it may be preferred that all walls be painted with a Flat finish except bathrooms which require a SemiGloss finish to help with moisture protection. Sheen information can be identified by architect in project paint specifications and/or project finish schedule or as selected by interior designer in the Interior Design (ID) package. If such information is not provided due to project stage then paint subcontractor might be able to make a recommendation or send a Request For Information (RFI) to the customer to decide which should be used.

Master Painters Institute (MPI) is commonly specified on project specifications. The Master Painters Institute has created standards for paint application and quality. These standards ensure excellence through painting inspection, performance-based standards and lab testing. Once project specific products have been identified, verify product information in manufacturer Technical Data Sheet. Manufacturer Technical Data Sheet (TDS) will provide information such as compatible products, coverage, and technical application. The information provided is to be used as a tool and not as an absolute for calculation since it is provided according to laboratory testing in perfectly controlled space. Real world application is not as black and white, therefore, this information should be measured by your company’s actual field application results.

Another area for consideration is gypsum board finish level. Level 3 or textured finish is most common however levels 4 and 5 which are smooth drywall finish level will have a bigger cost impact on labor since higher skilled labor are required. Cross referencing project specification – division 09 – subdivision 09 29 00 Gypsum Board will aid in identifying the finish level. Labor cost could have an incremental difference of 50% between textured and smooth drywall finish.

Location and Room Usage
By nature, the higher the gloss level in paint products the easier it is to wipe or clean the surface. It is proven that paints that are Flat or Matte are considered “non-washable”, meaning that applying a new coat of paint is the only way to get rid of stains. The higher the sheen the more “washable”, meaning stains could be cleaned with soap and water. Additionally, the higher gloss repels water more easily. Many times it is preferred to use an Eggshell or SemiGloss finish in bathrooms, kitchens, and laundries to assist with combating moisture. Higher traffic areas or low traffic areas can also call out for specific products to assist with maintenance or cost efficiency. Even though paint quality or manufacture aid in material price, sheen also plays a huge role. The higher the sheen the higher the cost. On average, if considering the same brand and same product family, cost would be 5-7% higher from Flat to Eggshell and another 5-10% from Eggshell to SemiGloss. Improper identification of required gloss level could result in over or under material cost calculation.

Wage Rate Requirements
Prevailing wage required projects will have a direct impact of labor costs. Prevailing wages are defined by the Department of Labor for each trade and occupation employed in the performance of projects. It is imperative to verify wage rates according to location and project type.

Project Conditions
The type of project will make a huge difference in efficiency. There could be a productivity decline when painting remodeled walls involving combination of existing and new gypsum board vs new construction where all walls are new gypsum board due to stop-and-go nature of work. Efficiency and production rates are also impacted by site access. Single story residence with new gypsum board walls is going to be easier to access than apartment on 17th floor of high rise building. Accounting for elevator wait time, parking, material delivery restrictions, as well as overall project admission and hours is a must as this could result in over or under cost calculation. Overall project duration may impact labor price if the project requires a full time superintendent at the jobsite at all times or if a working foreman will suffice.

SECTION 4: OVERVIEW OF COSTS + MARK-UPS

Labor costs can be calculated per man hour, square foot or contract work. Large areas or high volume surface areas are typically costed per square foot. Smaller areas or lower surface areas are more commonly costed by man hour or costed by piece price/contract work. Larger areas will use square foot since production efficiencies are more easily applied. The calculation method will be determined by project type and estimators preferred method to analyze data. Labor burden should be added to the cost of labor. Applying a percentage to the overall labor cost can cover the direct “burdened” cost of having employees.
Material
You will need to know what the coverage rate is for every product required. As discussed earlier, this information can be found on manufacturer Technical Data Sheets (TDS). Calculating the cost of paint material can be done by finding out how many gallons of paint you need multiplied by the price per gallon. Contacting your local paint manufacturers or suppliers for project specific quote will guarantee the best possible price per gallon. Many times it is possible to get wholesale pricing and/or qualify for rebates and discounts. While paint is the bulk of material pricing, there are other items that painters need such as tape, paper, plastic, caulking, etc. These additional materials are items that will be used during a project known as “sundry or consumable” items. Tape assists in making straight lines, covering unwanted items from receiving paint, and reducing actual time spent painting. Caulking is primarily used to seal dry joints or to provide a weather tight seal between two dissimilar surfaces, for example the joint or space that exists between a wall and wood baseboard needs to be sealed and caulking is the perfect sundry for the task. Ensuring that you have enough money for these items is invaluable. Applying a percentage to the overall paint material cost can cover these consumable items.

Equipment
Required equipment will vary from project to project. Large equipment such as boom lifts or scaffolds can be rented on daily, weekly or monthly basis. Contacting local equipment rental companies will allow you to properly account for cost of larger equipment. Smaller equipment such as sprayers, rollers, extension poles should be accounted for as well. Applying a percentage to the overall cost of the project can cover the cost of small tools.

Indirect Cost
Costs of doing and operating a business but not directly associated with a particular project are known as indirect costs and can be either fixed or variable. Cost of having an office, staff, insurance, taxes, etc will vary from company to company. Applying a percentage to the overall direct cost of a project can cover a company’s indirect costs.

Mark-ups
After calculating direct labor, material, equipment costs and indirect cost; the amount or percentage that the company will profit for providing its painting services must be established. Applying a mark-up percentage to the overall project is very common. This percent can
vary based on multiple factors such as market conditions, competition, schedule, risk and overall desire to name a few.

SECTION 5: SPECIAL RISK CONSIDERATIONS

There is a fine line between not having enough details and having too many. As an estimator you will need to determine if you need to deduct windows from your wall surface calculation or if you just adjust your material coverage to account for non-painted areas. Spending too much time estimating one project or not spending enough time on a project is a balancing act. Another example of “too much or too little” would be when a project needs accent walls or walls demanding different color from your main color, you will have to determine if you are going to measure each accent wall surface area or if you are going to do a count of every wall making an assumption that it will cost the same amount to paint every accent wall. In this example it would be a decision between counting and costing each or measuring and costing by square foot.

SECTION 6: RATIOS & ANALYSIS

History always repeats itself, therefore, one of the best ways to ensure that estimates are completed accurately is to setup checks and balances. Paralleling current data with historical data is essential to successful estimates. Comparison of projects with similar or equal proportions helps to check that crucial calculations have not been missed. Analysis of previously completed data will enable you to acquire ratios for comparison. Allowing estimators to compare labor, material and equipment on a percentage based on estimated vs actual costs. For example, if historically costs for spraying interior paint reflect that 35% of total cost is material and that 65% is labor, an estimator may use that information to check his work. If an estimator finds that the calculation is significantly different after completing their takeoff then there’s definite reason to inspect owns work for possible calculating error, missed items, double entry of data, and so forth.

SECTION 7: MISCELLANEOUS PERTINENT INFORMATION

Whether the plans are sent through email or downloadable link it is imperative that all project files are considered. Read and examine all documents such as specifications and project instructions including General and Supplementary Conditions which contain information on working hours, weather days, and provisions on price increases. On the same note, the specifications may require certain items such as project hours and restrictions, for example a project that is to be completed during night as to not interrupt normal business hours. When this information is not included in the project costs, then it could reduce its profitability and/or labor pool. Additionally, when a project requires specific paint with zero or low volatile organic components (VOC) due to state or federal restrictions. If the estimator is unaware of such a provision and doesn’t account for extra costs, then it could reduce its profitability and/or material availability.
HTETCO Painting New Gypsum Board Wall... continued

SECTION 8: SAMPLE PROJECT DRAWINGS

This section includes examples of floor plans, elevations, and details commonly used to estimate the cost of painting gypsum board wall.
HTETCO Painting New Gypsum Board Wall... continued
HTETCO Painting New Gypsum Board Wall... continued
SECTION 9: TAKEOFF AND PRICING SHEETS

Please note that the following take-off and sample estimate is not based on the plans included in Section 8. This sample takeoff was completed using PlanSwift estimating software. The project was new construction of commercial building that had new gypsum board walls of various heights. Calculation of labor was based on 2 labor tasks, paint and touchup. Paint task included priming and painting for a total of 35¢ per square foot while touchup task is calculated at 10¢ per square foot of wall surface area. Material is calculated based on wall surface are divided by material coverage per gallon then multiplied by the product cost per gallon.

<table>
<thead>
<tr>
<th>KEY</th>
<th>IMAGE</th>
<th>MANUFACTURER</th>
<th>SPECIFICATION</th>
<th>AREA</th>
<th>SUPPLIED BY</th>
<th>INSTALLED BY</th>
</tr>
</thead>
<tbody>
<tr>
<td>PAINT</td>
<td></td>
<td>SHERWIN WILLIAMS</td>
<td>SW 627 EVERYDAY WHITE FINISH: FLAT</td>
<td>PAINT @ CEILING PUBLIC AREA</td>
<td>CONTRACTOR</td>
<td>CONTRACTOR</td>
</tr>
<tr>
<td></td>
<td></td>
<td>SHERWIN WILLIAMS</td>
<td>SW 972 STAINCRAFT FINISH: FLAT</td>
<td>PAINT @ CEILING: CONTRACTOR</td>
<td>CONTRACTOR</td>
<td>CONTRACTOR</td>
</tr>
<tr>
<td></td>
<td></td>
<td>SHERWIN WILLIAMS</td>
<td>SW 2011 BONNELL BEIGE FINISH: EGG SHELL FOR WALLS &amp; FLAT FOR CEILINGS</td>
<td>WALLS &amp; CEILNG @ SERVICE ROOM / STAIR</td>
<td>CONTRACTOR</td>
<td>CONTRACTOR</td>
</tr>
<tr>
<td></td>
<td></td>
<td>SHERWIN WILLIAMS</td>
<td>SW 2011 BONNELL BEIGE FINISH: SEMI-GLOSS</td>
<td>DOOR PAINT @ SERVICE ROOM</td>
<td>CONTRACTOR</td>
<td>CONTRACTOR</td>
</tr>
<tr>
<td></td>
<td></td>
<td>SHERWIN WILLIAMS</td>
<td>SW 2011 BONNELL BEIGE FINISH: SEMI-GLOSS</td>
<td>FIELD PAINT: COVE (DO NOT MATERIAL ROOM)</td>
<td>CONTRACTOR</td>
<td>CONTRACTOR</td>
</tr>
<tr>
<td></td>
<td></td>
<td>SHERWIN WILLIAMS</td>
<td>SW 627 EVERYDAY WHITE FINISH: SEMI-GLOSS</td>
<td>@GUESTROOM DOOR</td>
<td>CONTRACTOR</td>
<td>CONTRACTOR</td>
</tr>
<tr>
<td></td>
<td></td>
<td>BENJAMIN MOORE</td>
<td>210848 64¢ VOR FINISH: SEMI-GLOSS</td>
<td>DOOR &amp; FRAMES @ GUESTROOM</td>
<td>CONTRACTOR</td>
<td>CONTRACTOR</td>
</tr>
<tr>
<td></td>
<td></td>
<td>SHERWIN WILLIAMS</td>
<td>SW 623 INTERSTATE AGUA</td>
<td>FIELD PAINT @ FITNESS</td>
<td>CONTRACTOR</td>
<td>CONTRACTOR</td>
</tr>
<tr>
<td></td>
<td></td>
<td>SHERWIN WILLIAMS</td>
<td>SW 627 EVERYDAY WHITE FINISH: SEMI-GLOSS</td>
<td>SPRAY PAINT TO MATCH SW 7011</td>
<td>CONTRACTOR</td>
<td>CONTRACTOR</td>
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<tr>
<td>QUARRY TILE</td>
<td></td>
<td></td>
<td>210648</td>
<td>64¢ VOR FINISH: SEMI-GLOSS</td>
<td>DOOR &amp; FRAMES @ GUESTROOM</td>
<td>CONTRACTOR</td>
</tr>
<tr>
<td>RESIDENT BASE</td>
<td></td>
<td></td>
<td>210648</td>
<td>64¢ VOR FINISH: SEMI-GLOSS</td>
<td>DOOR &amp; FRAMES @ GUESTROOM</td>
<td>CONTRACTOR</td>
</tr>
<tr>
<td>RB-08</td>
<td>MONDO</td>
<td>MONDO SPORT IMPACT</td>
<td>TBD</td>
<td>TBD</td>
<td>RUBBER FLOOR @ HIGH IMPACT &amp; WEIGHT AREA / FITNESS</td>
<td>CONTRACTOR</td>
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<td>RB-01</td>
<td>JOHNSTONE</td>
<td>REZAL PROFILE 07</td>
<td>TBD</td>
<td>TBD</td>
<td>RUBBER BASE @ FITNESS</td>
<td>CONTRACTOR</td>
</tr>
<tr>
<td>RB-02</td>
<td>JOHNSTONE</td>
<td>REZAL PROFILE 07</td>
<td>TBD</td>
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<td>RUBBER BASE @ GUESTROOM</td>
<td>CONTRACTOR</td>
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<td>RB-03</td>
<td>JOHNSTONE</td>
<td>REZAL PROFILE 07</td>
<td>TBD</td>
<td>TBD</td>
<td>RUBBER BASE @ WORKING AND / EMPLOYEE BREAK ROOM / STAIRWELL</td>
<td>CONTRACTOR</td>
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<tr>
<td>RB-04</td>
<td>GOLON</td>
<td>COLLECTION: SILENCE</td>
<td>TBD</td>
<td>TBD</td>
<td>RUBBER FLOORING @ FITNESS</td>
<td>CONTRACTOR</td>
</tr>
</tbody>
</table>
Lastly markup has been added to total project cost to finalize estimate total.

### Material Summary (by Gallons)

<table>
<thead>
<tr>
<th>Product</th>
<th>Description</th>
<th>Sum of Qty</th>
<th>Units</th>
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<tr>
<td>Multi-Purpose Primer</td>
<td></td>
<td>33.7 GA</td>
<td></td>
</tr>
<tr>
<td>ProMar 200 Eggshell</td>
<td></td>
<td>70.8 GA</td>
<td></td>
</tr>
<tr>
<td>Grand Total</td>
<td></td>
<td>104.5 GA</td>
<td></td>
</tr>
</tbody>
</table>

After labor is calculated from the plan takeoff then labor burden is calculated by simple percentage calculation described in Section 4: Labor Overview. Likewise, after all material calculations have be made then a percentage is calculated based on overall material price to account for consumables cost as described in Section 4: Material Overview. Additionally, equipment and overhead costs have also been included in the entire costs for this project. Lastly markup has been added to total project cost to finalize estimate total.

### Summary

<table>
<thead>
<tr>
<th>Description</th>
<th>Total Surface Area</th>
<th>10,105 SF</th>
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<tbody>
<tr>
<td><strong>Total Labor</strong></td>
<td></td>
<td>$4,547</td>
</tr>
<tr>
<td><strong>15% Labor Burden</strong></td>
<td></td>
<td>$682</td>
</tr>
<tr>
<td><strong>Total Material</strong></td>
<td></td>
<td>$6,379</td>
</tr>
<tr>
<td><strong>15% Consumables</strong></td>
<td></td>
<td>$957</td>
</tr>
<tr>
<td><strong>Total Equipment</strong></td>
<td></td>
<td>$1,203</td>
</tr>
<tr>
<td><strong>Total Cost</strong></td>
<td></td>
<td>$12,685</td>
</tr>
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</table>

Cost $/SF 1.26

10% Over Head $1,268

**TOTAL COST** $13,953

Bid $/SF 1.66

**20% Mark-Up** $16,744
2022 Scholarship Program

Multiple Scholarships Available
Up to $25,000 to be Awarded

Application Due Date - April 29, 2022

Applicant Eligibility:
• Course of Study - Construction Related Field
• Enrolled as a Full-Time College Student
• Currently a College Sophomore or Junior
• GPA - 3.0 or Higher
• No relationship with any member of Scholarship Committee

For more information, visit
ASPEnational.org
Education Tab - Scholarship
The Estimator and Virtual Meetings

Sometimes life’s obstacles can bring about acceptable innovations that actually improve our way of life. Although the technology was in place, the implementation and widespread use did not come into play until limitations of Covid 19 restricted “face to face” communications and collaboration. I’m sure you guessed by now I am referring to “web-based” meetings commonly referred to Brand names such as “ZOOM,” Microsoft Teams,” “Go to Meeting,” and “WebEx” to name a few. I am sure we have all utilized most of the mentioned venues, depending on the product the “meeting organizer” has purchased. The meetings I have had the pleasure of attending, predominantly, and I am not endorsing or recommending, is “ZOOM.” The name referred to as a “Zoom Meeting,” is used like we often refer to a soda by a common brand name “Coke” or our refrigerator as a “Frigidaire.”

The virtual meeting product a person uses the most, is the system a person is familiar with, particularly the features, including background of your favorite vacation spot, your city downtown, college logo or mascot. Having familiarity with the user controls saves embarrassing moments when you need to mute, answer the phone, or an un-announced crying child enters the room, or a dog starts barking.

The benefits in my opinion outweigh the negatives, particularly not having to drive, be stuck in traffic, park, security checks, taking a shower and wearing deodorant or waiting for the greeting in the reception area of the client office and other time eaters. The greatest benefit is meetings involving members of the call from locations nationwide and worldwide. This saves companies time and costs for travel and lodging. The documentation of the meeting by utilizing the “Record” option, assists the designated minutes taker, and can be very beneficial to recall the discussion to be verified in the minutes of the meeting. The negatives are the people now take advantage to the ease of having a meeting, with the abusing of the frequencies of having too many unnecessary additional meetings.

Often times, I have encountered and had the pleasure of meeting the CEO of companies, off in a distant city, that I would not be able to meet or let alone actually ask questions and converse with otherwise. I remember during the height of COVID-19 in 2020, our Estimators chapter meeting was unable to meet “face to face.” Utilizing the “Virtual” meetings, the presenter was in a city 1,200 miles from our meeting, at the manufacture’s Home Office, in lieu of us having the local representative, we were able to have the “Head of Sales” make our presentation, in a very interesting understandable way.

As estimators, we have a great time saving tool with the virtual meetings. As video cameras improve, it will save us time, not having to go to existing structures site, where we can have someone else go to the site and while we are in offices, we can look at the plans and have the person, on site, point the camera to certain items we see on the plan documents. Where Google Earth assists the Estimator, with items outside the existing building, the inside of the structure will now be able to be seen on our big screens in our offices without leaving our offices (or homes).

The future changes and adaption of technology always tends to improve our way of life, with the risk of making our lives move “too fast.” In order to compete in the work place, we must be proficient with our operation of the tools of our trade. I grew up listening to clichés such as: “measure twice and cut once,” “do the knowns first,” “have others check your work before you send it out.” I’m sure in the future we will be will be hearing more clichés as we develop our skills in the operation of the virtual meeting. That is when I utilize the cliché: “when work is slow, sharpen your tools.” Get to know the virtual system you use. Take time to read tips online that will make your meetings smoother and not an embarrassment.

Who knows the improvements this communication tool will have, in the years to come, I’m sure we will all have stories to tell our grandchildren someday. I remember seeing a man on YouTube, pretending to be at his desk with a bookshelf screen background, when he was actually “multi-tasking” while driving his car. (the seatbelt gave away his deception). I am excited to be a part of this innovation, that became a normal expected way of business, knowing we can learn positive solutions from our obstacles in life.

David Battle, FCPE
Chapter 80 - Landrun - OK City
dbattle@preconstructionservices.com
All Entries Must Include a Project Narrative

Your narrative must not exceed a maximum of 750 words. The narrative should focus on why the project should be considered the best in its category. The descriptions of each of the required elements are meant to be used as guidelines. You should interpret all criteria based on your own unique project submission and respond accordingly. This information will also be during award presentation.

Visual Presentation

While points are not awarded for the visual presentation, the photos may impact your entry in that they help to tell your story. Support your narrative with photos that display the scope and process of the project and any challenges described in the narrative. You may include up to 3 photos in your project submittal.

Begin Planning Today for 2022 Awards!

Award Applications are Due April 4, 2022

www.ASPEnational.org
# 2022 ASPE Critical Calendar: March - September

## March
- **4** Last day for SBO to determine the voting body for the election of Board of Directors
- **7** Last date is issue Ballots for the Board of Directors Election
- **4** 2022 Summit - Registration Opens for Chapter Representatives
- **15** Deadline to submit “Intent to Submit” form for Award Submittals
- **21** Last date to vote in Board of Directors Election
- **25** Last day to announce Board of Directors election results

## April
- **1-30** Chapters hold annual elections
- **4** All Award Nominations / Applications due to SBO
- **11** Deadline for Chapters to identify their 2022 Summit Chapter Representative
- **25** Award Winners to be announced (to Winners only)
- **29** Scholarship applications due to SBO

## May
- **12** Deadline for Chapters to submit Chapter elections result form to SBO
- **27** Scholarship Winner(s) to be announced (to Winners only)
- **30** SBO Closed for Memorial Day

## June
- **7** Last day for Chapter Reports to Governors and SBO
- **7** Committee and Technical Committee Chairs progress reports due to their respective Vice President and SBO
- **10** Last day for Board of Director Reports to SBO for Electronic Board Books
- **23** Board of Directors Meeting at Summit
- **24-25** 2022 Estimators Summit
- **25** 2022-2023 Board of Directors take Office

## July
- **4** SBO Closed for Independence Day

## August

## September
- **5** SBO Closed for Labor Day

This comprehensive three-volume reference thoroughly covers the full scope of construction cost estimating -- from basic concepts to advanced topics. Written by a team of experts in the field, under the guidance of the American Society of Professional Estimators, it will help professionals working in every area of construction make sure their estimates are accurate, consistent and verifiable. While the entire reference serves as a fully integrated guide, each volume stands alone with its own individual focus, and each volume can be purchased separately.

$79.99 Plus Shipping
The first volume of this reference gives you a firm foundation in the basics of estimating and then builds on these fundamentals to give you a solid grasp of more advanced topics such as Value Engineering and BIM. You’ll get clear, step-by-step procedures for a wide range of essential tasks: from scoping out the job to bid-day procedures. This volume also provides sample spreadsheets and forms, as well as two bonus chapters on trade and conceptual estimating.

Volume II  Trade Estimating - Detail Estimating for the Trades
$99.95 Plus Shipping
The focus of this volume is trade estimating. Using dozens of real-life case studies, it demonstrates how to estimate tasks and processes that are difficult to quantify such as erosion control and power generation. Using the CSI MasterFormat™ as a roadmap, it explores all the factors that affect pricing in excavation, carpentry, masonry, electrical work, plumbing, hvac, roofing, tiling and much more. Along the way it provides you with checklists, plans, specs and sample spreadsheets to help you fully grasp the nuances of each specific type of trade estimating.

$199.95 plus Shipping
The final volume of this reference is dedicated to the topic of conceptual estimating. It provides you with an exhaustive array of case studies of such diverse projects as auditoriums, fire stations, parking garages and dozens more. For each case study you are taken on a “deep dive” into all the unique challenges it presents to the estimator. You are then shown how to quantify components, special factors to consider, risks/pitfalls to watch out for, and typical ratios that provide handy “rules of thumb.” In addition, you’ll find sample sketches and spreadsheets that give you a professional’s approach to this important part of the construction process. Written by practicing estimating professionals with years of experience, this volume is a “must have” for anyone who must provide preliminary prices or budgets before the plans are even ready.

Purchase 3 set Volume for $199.95 plus shipping and you receive...
the digital download of the 2022 BNi General Construction Costbook (a $142.95 value).
<table>
<thead>
<tr>
<th>ASPE CHAPTER MEETINGS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ARIZONA</strong></td>
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<tr>
<td>Arizona #6</td>
</tr>
<tr>
<td>Where: Varies</td>
</tr>
<tr>
<td>Website: n/a</td>
</tr>
<tr>
<td>Meeting Contact:</td>
</tr>
<tr>
<td>Jerry Chandler</td>
</tr>
<tr>
<td><a href="mailto:j.chandler@cox.net">j.chandler@cox.net</a></td>
</tr>
</tbody>
</table>

Old Pueblo #53
Where: Varies
Website: n/a
Meeting Contact:
Larry Lucero, CPE
llucero@relineinsulation.com

**ARKANSAS**

Arkansas #33
Where: Varies
Website: n/a
Meeting Contact:
Jack Guess
jguess@baldwinshell.com

NW Arkansas #79
Where: Varies
Website: n/a
Meeting Contact:
Cami Morones, CPE
aspe.cam@gmail.com

**CALIFORNIA**

Los Angeles #1
Where: Virtual
Website: laestimator.org
Meeting Contact:
Bruce Danielson
lalofaspe@outlook.com

Golden Gate #2
Where: Virtual
Website: aspe2.org
Meeting Contact:
Robert Muir, CPE
robmuir72@hotmail.com

Orange County #3
Where: Virtual
Website: aspe-oc3.org
Meeting Contact:
Troy Thomas
constructionpro1984@yahoo.com

San Diego #4
Where: Virtual
Website: aspesd4.org
Meeting Contact:
Paul Chang
pchang@balfourbeattyus.com

Sacramento #11
Where: Varies
Website: n/a
Meeting Contact:
Bryan Hall
bryan.hall@vanir.com

Silicon Valley #55
Where: Virtual
Website: aspe55.org
Meeting Contact:
Shawna Alvarado
shawna@odonnellplastering.com

**COLORADO**

Denver #5
Where: Virtual
Website: aspedenver.org
Meeting Contact:
Jennifer Farmer, AEP
jennifer@livingdesignstudios.com

**CONNECTICUT**

Nutmeg #60
Where: Back Nine Tavern
Website: n/a
Meeting Contact:
Harrison Levy
klevy@petraconstruction.com

Yankee #15
Where: n/a
Website: n/a
Meeting Contact:
Bill Jacobacci
jacobacci@gmail.com

**DISTRICT OF COLUMBIA**

Greater D.C. #23
Where: Jacobs
Website: n/a
Meeting Contact:
Maurice Touzard
mtouzard@gmail.com

**FLORIDA**

Tampa Bay #48
Where: The Pub Resturant
Website: aspetampabay.com
Meeting Contact:
Matt Borders
mborders@realceilings.com

Gold Coast #49
Where: Varies
Website: n/a
Meeting Contact:
Cami Morones, CPE
aspe.cam@gmail.com

**GEORGIA**

Atlanta #14
Where: Virtual
Website: n/a
Meeting Contact:
Clinton Aldridge
da45@gatech.edu

Orlando #50
Where: Virtual
Website: n/a
Meeting Contact:
Danny Chadwick, CPE
estimatordan@gmail.com
ILLINOIS
Chicago #7
Where: Virtual
Website: n/a
Meeting Contact:
Matt Burress, CPE
mburress@performanceservices.com

INdIANA
Central Indiana #59
Where: Varies
Website: n/a
Meeting Contact:
Chris Neal
cneal@summitconst.com

Old Fort #65
Where: Virtual
Website: n/a
Meeting Contact:
Thad Berkes	tberkes@designcollaborative.com

IOWA
Quad Cities #71
Where: Varies
Website: aspequadcities.org
Meeting Contact:
Scott Robinson, CPE
scott@jlbradyco.com

Greater Des Moines #73
Where: Varies
Website: iowaaspe73.org
Meeting Contact:
Dominic Filippelli
dominic.filippelli@storycon.com

LOUISIANA
New Orleans #9
Where: Varies
Website: n/a
Meeting Contact:
Carri Morones, CPE
aspe.carri@gmail.com

MAINE
Maine #37
Where: Varies
Website: aspemaine.com
Meeting Contact:
John Brockington, CPE
jbrockington@woodwardcuran.com

MARYLAND
Baltimore #21
Where: Varies
Website: n/a
Meeting Contact:
Clint Townshend
townshendphoenix-eng.com

Massachusetts
Boston #25
Where: Virtual
Website: aspe17.org
Meeting Contact:
Eric Rennell
eric@rennellcapitalgroup.com

MICHIGAN
Detroit #17
Where: Virtual
Website: aspe17.org
Meeting Contact:
Michael Baldwin
baldwinmj@bv.com

Western Michigan #70
Where: Varies
Website: n/a
Meeting Contact:
Mike Alsgaard, CPE
maalsgaard@fishbeck.com

MINNESOTA
Viking #39
Where: Virtual
Website: n/a
Meeting Contact:
Curt Kluznik
Kluz0015@umn.edu

MISSOURI
St. Louis Metro #19
Where: AGC Training School
Website: aspel9stlouis.org
Meeting Contact:
John Smith
john.smith@thelawrencegroup.com

Heartland #32
Where: Varies
Website: aspe32.org
Meeting Contact:
Eric Soriano
esoriano@hermeslandscaping.com

NEBRASKA
Great Plains #35
Where: Varies
Website: n/a
Meeting Contact:
Matt Burress, CPE
mburress@performanceservices.com

NEVADA
Las Vegas #72
Where: Varies
Website: n/a
Meeting Contact:
Chuck James, CPE
wcjames2@cox.net

NEW JERSEY
Garden State #26
Where: Virtual
Website: n/a
Meeting Contact:
Robert Sibilia, CPE
sibiliacompconstructionservicesllc@gmail.com

NEW MEXICO
Roadrunner #47
Where: Fiestas Restaurant
Website: n/a
Meeting Contact:
Scott Lovedahl
scott.lovedahl@gsagov
NEW YORK
New York #10
Where: Virtual
Website: n/a
Meeting Contact: Rose Jesse
rosejesse.aspe@gmail.com

New York #10
Where: Virtual
Website: n/a
Meeting Contact: Rose Jesse
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Empire State #42
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Website: n/a
Meeting Contact: Dexter Murphy, CPE
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Western NY #77
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Meeting Contact: Dexter Murphy, CPE
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Buckeye #27
Where: Varies
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Southwestern Ohio #38
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Website: aspe-cincinnati.org
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UTAH
Great Salt Lake #51
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Meeting Contact: Steve Watkins
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