



# AUGUST 2020

## ASPE CORE VALUES

---

EDUCATION

FELLOWSHIP

PROFESSIONALISM

# MESSAGE FROM THE PRESIDENT

Dear Friends and Members,

I would like to take this opportunity to thank everyone who participate in our last ASPE Webinar Meeting for Improve your Estimating Skills with CPE Certificate. ASPE Chapter 4 San Diego appreciate the time, effort and skills of the guest speaker Dan Kilcoyne with California Sheet Metal and David Battle with ASPE National Certification . The audience turnout was great & excited.

In today's construction market Lean construction (LC) is a method of production aimed at reducing costs, materials, time and effort. Essentially, the methodology is to minimize the bad and maximize the good. Using the principles of lean-construction, the desired outcome would be to maximize the value and output of a project while minimizing wasteful aspects and time delay. This outcome is produced when standard construction approaches are merged with a clear and concise understanding of project materials and information and two sets of management archetypes, planning and control. This may seem complex to understand, but the essence of this system to use what is necessary without extra. This can only be done by strategic planning and action by a management group and with the help and aid of all workers. Are you using the lean philosophy? Value over waste is the key for success.

I and my Chapter Board of Directors look forward to welcome you all at ASPE, an organization where you will not only polish your professional skills but also become a better Estimator.



Paul M. Chang, President

A handwritten signature in blue ink that reads "Paul M. Chang, CPE". The signature is stylized and includes a flourish at the end.

Paul M. Chang, CPE



# MANCHESTER PACIFIC GATEWAY



The world-class Manchester Pacific Gateway project is now underway. After 12 years of court battles resulting in legal proceedings at the Supreme Court, the recent groundbreaking of the 12-acre mixed-use waterfront project was something to celebrate. This unique Class A destination includes the 372,000 sq ft 17-story U.S. Navy Headquarters valued at \$174 million, seven buildings including a 29-story 524,000 sqft office tower, San Diego's 2nd largest hotel featuring 1,400 rooms, a 40,000 sqft museum, 1.9-acre waterfront park, and 8 restructured city blocks. The project is in a 3-year implementation phase. There will be one single dig. "All seven blocks are going to be in one single phase. Two hotels, three office buildings, 400,000 sqft of retail, and 300,000 underground parking spaces. It's going to be phenomenal," Perry Dealy, principal of Dealy Development and development consultant for the project. Turner Construction is the General Contractor on the project. Gensler, known for their successful large-scale projects, is the Architect. KPFF is the engineering firm.

## The Visionary

Developer and San Diego visionary, Papa Doug Manchester, is a long-time financier and developer of San Diego's hallmark buildings. "Papa Doug's diverse array of business holdings contributes to the development and success of the cities he loves. Since the early 1980s, he has played a huge role in making the San Diego convention and hospitality industries what they are today" (papadougmanchester.com). Manchester's developments include the Manchester Grand Hyatt, San Diego Marriott Marquis and Marina, Manchester Financial Building, San Diego Convention Center, San Diego Union Tribune, and the Fairmont Grand Del Mar. He has set forward a remarkable new vision for America's Finest City. "This represents what will end up being a \$15 billion economic benefit to the San Diego region without a government subsidy," Manchester states, noting it will bring 3,500 construction jobs and 3,000 permanent jobs to San Diego. "The time has finally arrived for construction of a world-class venue for downtown San Diego."

## Gensler's Design

Charged to create an iconic architecture that draws from San Diego history, Gensler reviewed the design of one of Manchester's favorite buildings, the Jewel on the Bay, the San Diego Administration Center. This historic building is home to the government offices and officials of San Diego County and includes elements of Spanish Revival and Beaux-Arts design, utilizing French neoclassicism, Gothic, and Renaissance techniques with Art Deco/Art Moderne details featuring long horizontal lines. Similar design influences can be found throughout San Diego, especially in Balboa Park. Gensler's redesign and contribution to San Diego landscape can be found from North County to South County: CSU San Marcos Field House, UCSD Health Sciences and Medical Center, LPL Financial's new office tower, Petco Park, SDSU Tenochca Hall and Tula Conference Center, San Diego Tribune's downtown offices, Fifth Avenue Landing hotel, redesign of Qualcomm Stadium, and Manchester Pacific Gateway.

## MEET THE MEMBERS OF YOUR CHAPTER

**Kevin Baker** grew up in the New York area and left the east coast to go to school in Colorado. He graduated from Colorado State University with a B.S. in Construction Management and began his career building water treatment plants with Western Summit Constructors in Southern California.

In 1996, Kevin chose to remain in San Diego and transition from the water treatment plant business to the commercial general contracting business and went to work for one of the large local general contractors. Over his 28 years in the San Diego construction community, Kevin has held positions from Field Engineer to Vice President of Preconstruction and worked on projects ranging from small office suite tenant improvements to large ground up healthcare facilities.

Kevin enjoys spending his free time being called Dad, spending time with his daughter and son on the beach and in the water, watching his son progress from tee ball to high school baseball and his daughter dance and do gymnastics.



Kevin Baker, Board of Director  
McCarthy Construction



Richard Bagwell, Board of Director  
Bay City Mechanical

**Richard A. Bagwell** was born in Richmond, CA and raised in the nearby El Sobrante. His passion for the construction industry was not just by chance. He grew up in a home built by his father and participated in many projects where he developed skills, work ethic and a comprehensive knowledge of tools. After graduating, his career started within days as he joined a local construction company as a Carpenter. He was quick to learn framing, exterior carpentry, and many other sides of construction. In less than a few years he was promoted to Supervisor on a huge industrial project. As a supervisor Richard broadened his skill set quickly learning many other aspects of the construction business.

Richard joined during the growth of Bay City Mechanical during the past five years as Project Manager. Currently he is driving the expansion of Bay City Mechanical as the new VP of Business Development in San Diego. Their new division in Mira Mesa became operational in November 2019. Richard is honored and fully committed to whatever it takes to establish Bay City Mechanical as a premier company here in San Diego.

Richard has adapted to San Diego life accordingly. His leisure activities include travel, golf, fishing, mountain biking, paddle boarding and aspiration to learn surfing. He is honored to become a board member of the San Diego Chapter of the ASPE – “because one thing that has been a constant in Richard’s life has always been estimating from one business to another”.

## SPOTLIGHT ON MEMBER'S FIRMS

**Helping builders build**

providing general conditions services you need to get the job done



Construction Services

TEMPORARY FENCE

TEMPORARY LABOR

MODULAR OFFICE INSTALLATION AND  
DISMANTLE

D 3 Construction Services, Inc. provides high quality, reliable temporary fencing and temporary fencing accessories, modular office installation, modifications, and dismantles, temporary labor as well as facility maintenance and construction support services. Our goal is to provide job-site's best value with the highest attention to safety and always with premier customer service. We have experience with both State and Federal Public Works projects.



*Certified WOSB – DBE – SBE – WBE - SDELBE*

VISIT D3 CONSTRUCTION: [d3constructionservices.com](http://d3constructionservices.com)

# READY TO WORK MODULAR SPACE SOLUTIONS

**OUR SOLUTIONS ARE READY TO WORK. SO FROM DAY ONE, OUR CUSTOMERS ARE READY TO WORK.**

At WillScot our passion is to make life easier for our customers. That's why we deliver a complete, immediately functional temporary space solution and serve our customers through every stage of the relationship. We handle everything, so our customers can forget about the workspace and focus on their greater goals.

**When the solution is perfect, productivity is all our customers see.**



## Experts

We have 2,000 experts standing ready to configure space to meet your full range of needs.

After the sale, our Customer Success Specialists will personally handle every detail for you throughout the life of the relationship.



## Assets

We have 160,000 high-quality modular units in 120+ locations across North America, ready to mobilize.

We can meet any space need, from a single building to multistory, modular complexes. We can handle any site, from dense urban centers to remote locations.

We also provide The Essentials – covering everything you will need to complete your workspace, from stairs and security to furnishings, fixtures, technology, insurance and much more.



## Solutions

We are your single reliable source for everything, which removes considerable hassles and saves you time and money.

There's no more dealing with multiple vendors, POs, contracts, coordination and other startup headaches. Instead you get perfectly configured workspace that your people can move into and work out of right away.

# ASK A CPE: Q&A

## Ask a CPE: Q & A Responses from Jeff Griffith, CPE - FEMA/Fluor Corporation

### When did you get your CPE certification?

2012

### What made you take the CPE certification?

As a professional designation, it was the next step to recognize my accomplishments as an estimator and to move into work in the public sector. The government recognizes credentials, and I had planned to work for FEMA as a Fluor contractor.

### How is it useful for you to have the CPE certification?

Beyond the obvious recognition by both peers and Fluor/FEMA, the CPE has ensured that I would be placed in three of the highest-paid positions in that line of work. I now have three skill sets with accompanying education and credentials that help to ensure that I'll not lack opportunity for my chosen profession.

### What do you suggest to other estimators regarding getting certified?

There is no substitute for the CPE as a vehicle for recognition, opportunity and the resultant satisfaction of expressing your skills and passion for the estimating profession. I waited too long to get mine, so I encourage any reader of this testimony to seriously consider beginning the process of becoming CPE certified. I have received an abundance of encouragement and mentoring that greatly helped my readiness for the examination. I have personally spoken with the San Diego Chapter 4 and ASPE National, and I can assure everyone that the application process has never been easier.

### Brief description of your certification process, estimating life and any other comments?

Like many others, my construction experience rests in several trades beyond my primary carpentry interests. These help in knowing how trades people and contractors think, an important quality for an estimator. I had already become familiar with the AIA documents and construction operations through my work as a project manager. These were confidence builders that helped me feel ready for the CPE exam. The required paper was an important step to express professionalism in my estimating and show that I'm confident to work in any situation. My degree in construction management had already qualified me as a senior-level individual at my company, but the CPE added senior status in estimating to the two other positions for which I was already qualified. Now, when I've been deployed as an estimator, it has always been at the senior level for the last six years. My nudge to apply for the exam came from a fellow carpenter at the San Diego chapter who had received his CPE some years before. Our experience had some similarities, so his encouragement at one of the dinner meetings was what I needed to get going. The encouragement didn't stop there as many in the Chapter provided excellent support along the way.



Jeff Griffith, CPE



# BECOME A NEWSLETTER SPONSOR

---

## **CORPORATE SPONSOR—\$600/yr.**

Includes following benefits:

- Sponsor Recognition in 12 Monthly Newsletters and on Chapter Website,
- Full-Page Sponsor Spotlight for 12 Months
- Hot Link to Sponsor's Website for 12 Months
- Employment Ad on Website for 12 Months

## **AFFILIATE SPONSOR—\$300/yr.**

Includes following benefits:

- Sponsor Recognition in 6 Monthly Newsletters and on Chapter Website,
- Full-Page Sponsor Spotlight for 6 Months
- Hot Link to Sponsor's Website for 6 Months
- Employment Ad on Website for 6 Months

**•INDIVIDUAL BUSINESS CARD AD on Monthly Newsletters —\$200/yr.**

**•EMPLOYMENT AD, \$70 on Monthly Newsletters /ad on website FREE TO ASPE MEMBERS**

## **FOR MORE INFO—CONTACT**

Treasurer: FRANK YOUNG FCPE Cell 619.980.4025

pancho77@twc.com



## BOARD OF DIRECTORS: ASPE CHAPTER 4



**Paul M. Chang**, President, Balfour Beatty

**Dan Kilcoyne**, First VP, California Sheet Metal

**Lorena Quintero**, Second VP, Willscot

**Frank E. Young**, Treasurer, Ramos Consulting

**Claudia Thompson**, Secretary, D3 Construction Services

**David Luhm**, Board of Director, Estimating & Consulting Services

**Alicia Kovacs**, Board of Director, Nielsen Construction

**Edna Rodriguez**, Board of Director, Herc Rentals

**Ryan Swenson**, Board of Director, StrongTie

**Richard Bagwell**, Board of Director, Bay City Mechanical

**K.C. Poissot**, Board of Director, Southland Electric

**Kevin Baker**, Board of Director, McCarthy Construction



# ANNOUNCEMENTS

---

## WELCOME TO OUR NEW MEMBERS!

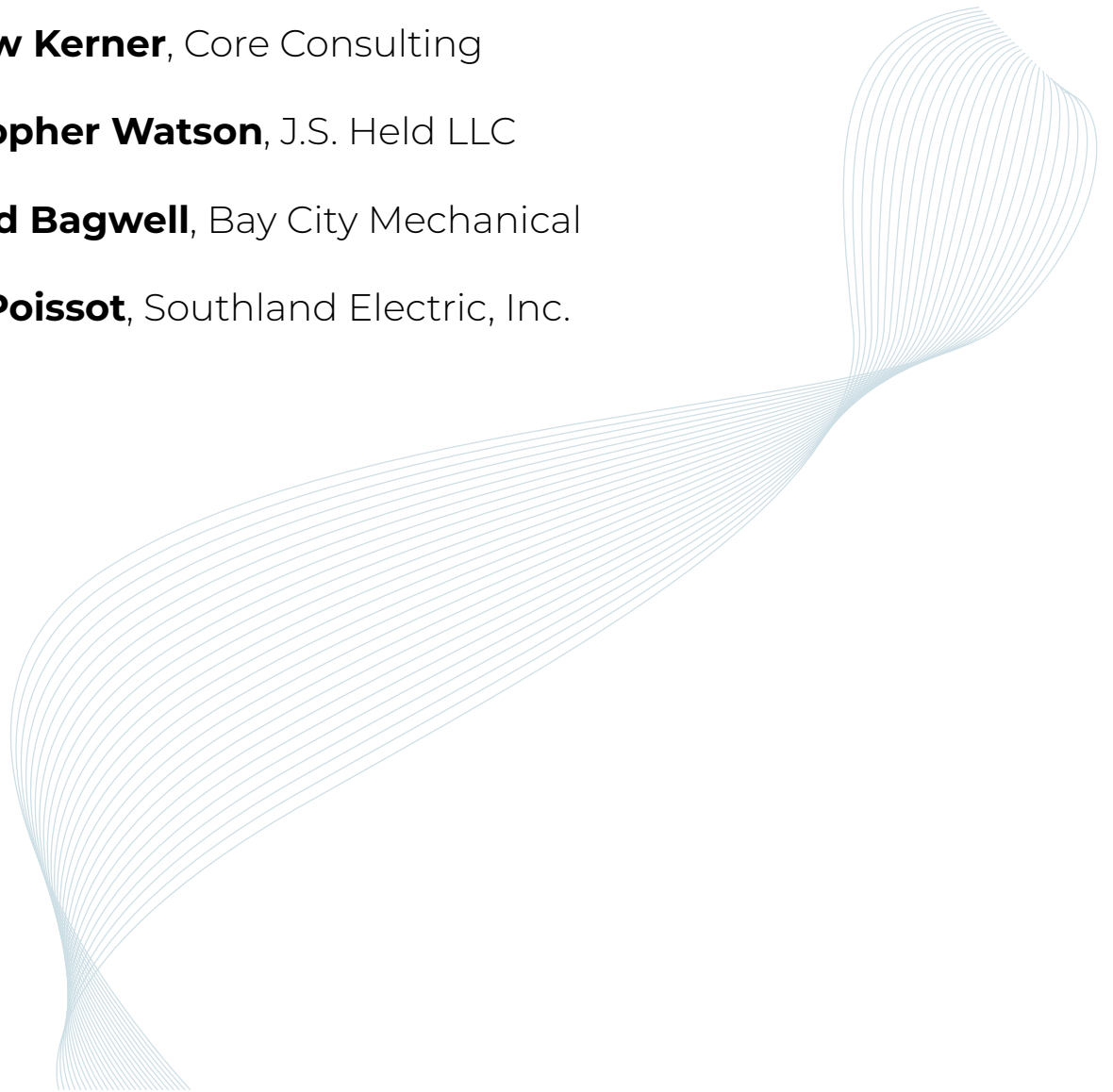
**Kevin Baker**, McCarthy Building Company

**Andrew Kerner**, Core Consulting

**Christopher Watson**, J.S. Held LLC

**Richard Bagwell**, Bay City Mechanical

**Keith Poissot**, Southland Electric, Inc.





# 3 Steps to Annual Renewal

## Step 1 = PDUs

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

**CPE = 24 PDUs**  
**AEP = 12 PDUs**

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

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

## Step 2 = Application

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

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

## Step 3 = Fees

**Renewal Fees** are paid within the online application, available at [ASPEnational.org](http://ASPEnational.org) / Certification.

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



Certification Cycle = January 1 – December 31





## Connecting and identifying solutions for more than 60 years!

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

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

- » Website Advertising: **Banner Ads** greet all visitors to the ASPE Website.
- » **E-Blast Campaigns** target ASPE Members with your developed message.
- » Publication – **Estimating Today**: The bi-Monthly magazine distributed in print form to Members and in digital format to all ASPE website visitors.
- » Publication – **Membership Directory + Buyers' Guide**, distributed in print format to all ASPE Members, is a year-round reference that remains in every estimator's library long after the year ends.
- » **Annual Summit**: Corporate Logo and Overview distributed via the Event Mobile App, via Rotating Ads in Session Rooms, with Corporate-provided marketing insert in Attendees Packets, and on Event Signage strategically placed throughout the Venue. *Corporate Members also enjoy discounted Exhibit Space.*
- » **Regional Meetings**: Sponsor Logo will be distributed on all marketing materials, including the ASPE Website, Social Link and all Regional Publications.
- » Corporate Members will receive complimentary Registration to the **Senior Estimators' Roundtable**, an invitation-only event. This annual gathering will host Corporate Member-selected participants from a variety of construction fields and provide the opportunity to discuss emerging trends, news, and impacts that challenge the estimating profession, as well as the construction industry in general. Be part of the discussion, seek insight, and gain a competitive edge to issues affecting your company and impacting the world!

**Is ASPE Corporate Membership the missing piece of your Marketing Plan?**



**AMERICAN SOCIETY  
OF PROFESSIONAL  
ESTIMATORS**

For more information contact Elaine  
ecersosimo@ASPEnational.org  
615.316.9200 or 949.246.2082



## Search for quality candidates on ASPE Career Center

### **ASPE will allow you to:**

- Post your job in front of the most qualified group of industry professionals
- Promote your jobs directly to candidates via the exclusive Job Flash email
- Search the anonymous resume database to find qualified candidates
- Manage your posted jobs and applicant activity easily on our user-friendly site

**Start your search today by visiting**  
[ASPEnational-jobs.careerwebsite.com](https://www.aspenational-jobs.careerwebsite.com)



**AMERICAN SOCIETY  
OF PROFESSIONAL  
ESTIMATORS**



## Certificate Programs + Online Classes

### *Certificate Programs*

Construction Estimating

Civil Sitework Construction

Construction Supervision - Civil Sitework

Construction Supervision

Construction Practices

Construction Project Management

Construction Supervision - Building

### *Self-Paced Courses*

101 Introduction to Construction Estimating

102 Essential Construction Math

### *Instructor-Guided Courses*

103 Construction Blueprint Reading

201S Leadership + Motivation

105 Estimating + Bidding 1

202 Oral + Written Communication Skills

106 Estimating + Bidding 2

203P Problem Solving + Risk Management

107 Construction Materials + Processes

204 Contract Documents + Construction

108 Construction Equipment + Methods

205T Planning + Scheduling

109 Practical Applications of Civil Sitework

206T Construction Productivity + Cost Management

110 Civil Blueprint Reading + Materials

305 Building Green Buildings

114 Estimating Civil + Sitework Construction

308 Construction Project Management

Courses begin in January, April, June and September \* Each Course is a 10-Week Session

*Visit ...*

**ASPEnational.org / Education / Certificate Programs or Online Classes**

for the following Class Information

Fees • Prerequisites • Learning Objectives • Class Organization + Grading • Weekly Syllabus

Assistance is available by contacting

Cinder, Online Class Coordinator • 615.316.9200 • Cinder@ASPEnational.org

**As an ASPE Member, you will enjoy discounted Class Fees !**

# Top 10 Reasons to Join ASPE

*Become a part of the oldest and largest national association for construction estimators*

1

## Career Enhancement

ASPE membership pays for itself, enhancing your company's marketing efforts and by advancing your professional skills. Being part of a nationally recognized association is just the beginning.

## Networking Opportunities

Networking.....it's the best way to meet fellow estimators! As a member of ASPE, you'll have access to many networking opportunities at the local, regional, and national levels throughout the membership year.

## aspenational.org

The Society's website is a great resource for members. Visit the site for news, events, resources, post job openings at the Career Center, download the *Annual Guide*, and much more!

3

4

## Publications

Members automatically receive our monthly publication, *Estimating Today*, but also have access to technical papers and recommended bidding procedures that assist in your daily work.

5

## Member Discounts

Special money-saving discounts are available to ASPE members on a wide variety of items including merchandise, national publications, and software.

## Education

Whether online or face-to-face, ASPE offers a variety of education and training courses to keep you informed of the latest trends in estimating in order to support professional growth.

6

## Standards

ASPE is the leader in creating and updating a standard set of practices and procedures proven to create consistent estimates.

7

## Certification

Earning the designation – Certified Professional Estimator (CPE) – is the highest form of professional recognition an estimator can receive and is only awarded by ASPE.

8

9

## Leadership Development

As an ASPE member, participation in elected or appointed offices at the local, regional, or national level enables you to promote and influence the estimating profession.

## Accomplishment

10

ASPE showcases individual distinction with the annual Estimator of the Year Award and induction into the Council of Fellows.



American Society of Professional Estimators | [www.aspenational.org](http://www.aspenational.org)

2525 Perimeter Place Drive Suite 103, Nashville, TN 37214 | Phone: 615.316.9200 | Fax: 615.316.9800

# A SPECIAL THANK YOU TO OUR SPONSORS

**Balfour Beatty**



**Balfour Beatty**

**Paul M. Chang CPE**  
Preconstruction Manager

O: (858) 635-7400 Ext. 7464  
C: (619) 513-4399  
F: (858) 635-7401  
pchang@balfourbeattyus.com  
License No. 979126

10620 Treena St.  
Suite 300  
San Diego, CA 92131



**Dwayne E. Henry** - President Lic. # 797985

DBE, MBE, SB, SLBE & HUBZone

5505 Stevens Way #740504  
San Diego, CA 92114-9998  
info@MoorElectric-SD.com

1 (877) 250-MOOR (6667)  
Mobile: (619) 250-0380  
Fax: (619) 955-5381

[www.MoorElectric-SD.com](http://www.MoorElectric-SD.com)



**Adam Posik**  
Vice President

Phone (619) 279-5000  
Cell (858) 663-1138  
Adam@pacificcoastglazing.com

9767 Aspen Creek Court  
San Diego, CA 92126

[www.pacificcoastglazing.com](http://www.pacificcoastglazing.com)



**Rick Martin**

Business Development Manager

Cell: 858.254.9929 | [rmartin@mail.thebluebook.com](mailto:rmartin@mail.thebluebook.com)

Contractors Register, Inc. | 800 East Main Street, Jefferson Valley, NY 10535 | 800-431-25



**Rudy Peralta**  
Dealer Sales Representative  
Mobile: 951-285-6297  
[rperalta@strongtie.com](mailto:rperalta@strongtie.com)

**Simpson Strong-Tie Company Inc.**  
12246 Holly Street  
Riverside, CA 92509  
Toll Free: 800-999-5099  
[www.strongtie.com](http://www.strongtie.com)



# ASPE CORE VALUES

## EDUCATION:

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

## PROFESSIONALISM:

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

## FELLOWSHIP:

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



ASPE CHAPTER 4

127 N. WESTWIND DR  
EL CAJON, CA 92020

ASPESD4.ORG