

S.D. Mator

Published by ASPE San Diego Chapter #4

February 2017

Volume 15, Issue 6

MEETING AT A GLANCE

DATE: TUESDAY, FEBRUARY 21, 2017

TIME: 5:15 PM—Registration
6:00 PM—Announcements
6:15 PM—Dinner Service Begins
7:00 PM—Program Begins

PROGRAM:

'ZERO NET ENERGY' – THE WHAT, WHY, WHEN, AND COST OF ZNE

SPEAKER:

Beth Brummitt, CEA, CEM, LEED AP
Founder and President
Brummitt Energy Associates

DINNER LOCATION:

Riverwalk Golf Club
1150 Fashion Valley Road, San Diego
(Mission Valley on north side of I-8 between Hotel Circle North and Friars Road)

DINNER CHOICES:

- Tri-Tip Beef
- Chicken Marsala
- Vegetarian Dish

COST: Members & Guests – \$40/person
Students (discount) – \$25/person

Cancellations must be received by NOON on Monday, February 20th or no shows will be billed accordingly.

RSVP:  <http://evite.me/9XHMBK33vc>

—OR: Paul Chang – Sundt Construction
619.321.4822 aspechapter4@outlook.com

'Zero Net Energy' – The What, Why, When, and Cost of ZNE

The ASPE Chapter 4 Program Committee is pleased to announce that we have an **Awesome** dinner presentation topic you will not want to miss! Beth Brummitt, founder and President of Brummitt Energy Associates Inc. will lead a discussion on the topic of **'Zero Net Energy' (ZNE)**. The presentation will focus on not only *what is* Net Zero, but also *why* and *when* is Zero Net Energy introduced during the planning stages of pre-construction. Exploring the common aspects of Net Zero to today's project cost (and cost control) should prove to be a valuable presentation topic.

[\(cont'd on pg.3\)](#)

INSIDE THIS ISSUE ...

| | |
|---|---------------------|
| February Program Notes | 1,3 |
| From Our President | 2 |
| Contact ASPE | 2 |
| About Beth Brummitt and Brummitt Energy Associates Inc. | 4 |
| Ask a CPE: "The Best Practice of Best Practice" by Fred Nagel CPE..... | 5 |
| ASPE San Diego Education Seminar: "Pricing and Negotiating Change Orders Like a Pro"..... | 6-7 |
| ASPE Chapter #4 Scholarship Committee Announcement: Deadline: May 19, 2017 | 8 |
| Become an ASPE Newsletter Sponsor or Advertiser | 9 |
| ASPE Membership, Mission Statement & Code of Ethics | 9 |
| San Diego Chapter Calendar of Events..... | 10 |
| 2016-2017 Officers, Board of Directors, Committees | 11 |

ATTACHMENTS:

| | |
|---|-----------------------|
| ASPE 2017 Scholarship Application | 12-15 |
| Certified Project Management Series, presented by the SDC Institute | 16-17 |

From Our President

by Michael Moyers, CPE

We are now in the second half of the current fiscal year. Wow, time flies! During the next 4 months we have a few exciting things to watch for. We are now in the planning stages of our next Golf Tournament which will be held in June. We also have a great Educational Seminar that will be held on Friday, March 10th along with a “Bid Day Simulation” to be held Friday, May 19th. Along with those events, we will be holding Chapter Elections in a few months. The Election Committee will be starting to put together the Ballot shortly, so if you have that Burning Desire to be part of the Chapter Board or just wish to serve, please contact me at 858.737.7316 (e-mail – michael.moyers@bestinteriors.net) or Frank Young at 619.980.4025 (e-mail – pancho77@cox.net).



Michael Moyers, CPE

At our January Meeting, we had Matt Ford with Universe Cladding Solutions and Erin Lindsay with Equitone as our guest speakers. A very interesting and informative presentation was given on “Estimating Rainscreen Systems.”

Membership Status:

As of the most recent Chapter Roster issued January 2017 by SBO (Society Business Office), our membership stands at 61. Currently we have 24 members who are CPE’s and 2 FCPE’s. As a reminder to all members, if you have changed jobs, are in-between jobs, retired or have had to relocate, please update your status/contact information online at www.aspenational.org. You can also contact your Chapter Membership Chairman for assistance at michael.moyers@bestinteriors.net.

For those of you who have thought about becoming more involved in our Chapter, we could always use the help. We will be holding Chapter Elections in a few months, so if you are interested in being a part of the Board, please contact me at 858.737.7316 (e-mail – michael.moyers@bestinteriors.net).

New Members:

We have no new members at this time.

Upcoming Events:

Please read the rest of this issue for additional upcoming events and meetings!

Michael Moyers, CPE

President

ASPE San Diego Chapter #4

CONTACT ASPE

ASPE San Diego Chapter
c/o Margy Ashby
127 N. Westwind Drive
El Cajon, CA 92020-2955

Phone: 619.749.1890

Email: info@aspechapter4.org

Chapter Website: <http://www.aspechapter4.org>

National Website: <http://www.aspenational.org>



February Program Notes: 'Zero Net Energy' – The What, Why, When, and Cost of ZNE

[cont'd from pg 1](#)

Beth Brummitt's Presentation Overview:

California goals require new residential construction to be Zero Net Energy by 2020. For commercial buildings, all new projects and half of the existing building stock are to be ZNE by 2030. What does this actually mean, and how do you know if it is being achieved? How does it affect design options and the project schedule? What is the impact on construction costs? Join this discussion with one of California's leaders in energy performance, and learn how to be more successful as you prepare for the coming wave of zero energy buildings.



Wealth of Knowledge

I am extremely impressed with Brummitt Energy Associates and its services offered to our industry. Please don't hesitate to visit their website at <https://brummitt.com/> to simply learn more. In addition, please reference Beth Brummitt's biography ([following page](#)) and share this month's topic with a friend. Please join me and members of our community to gain the 'wealth of knowledge' that Beth brings to the table. I look forward to seeing you there!

Dinner Meeting Schedule: Registration – 5:15 PM
Announcements – 6:00 PM
Dinner Service – 6:15 PM
Choice of Tri-Tip Beef, Chicken Marsala, or Vegetarian Dish
Program – 7:00 PM

Venue: Riverwalk Golf Club
1150 Fashion Valley Road, San Diego
(Mission Valley, north of I-8 between Hotel Circle North and Friars Road)

Cost: \$40.00 per person for members and guests
\$25.00 per person for student discount

This program should be of particular interest to cost estimators, cost managers, design team members and program managers involved in both public and private commercial development. Please invite a colleague to join us on Tuesday, February 21st.

[Click here](#) to make your reservation through  ... or go <http://evite.me/9XHMBK33vc>

Or contact Paul Chang at Sundt Construction to make your reservations today!

Telephone: 619.321.4822

Email: aspechapter4@outlook.com

Dan Luckhardt CPE

ASPE San Diego Chapter #4 Programs Committee



BETH BRUMMITT, CEA, CEM, LEED AP

FOUNDER AND PRESIDENT

Beth founded Brummitt Energy Associates in 1998 to focus on high performance buildings, building on her experience as an energy modeler and her passion for sustainable prosperity. She is a graduate of Stanford University and former Chair of the California Association of Building Energy Consultants. Since 2003, Beth has helped shaped the development of the San Diego green building industry: as the founding chair of the *San Diego Green Building Council* and the founding co-chair of the *San Diego Living Building Challenge Collaborative*. Among her notable accomplishments was her collaboration with SDG&E to develop the first Zero Net Energy Commercial Case Study in California; and she continues to assist many other clients to reach their higher-performance and Zero Net Energy goals.

Beth is a regular presenter on topics such as: *Zero Net Energy: Ideas to Reality*, and *Biomimicry, Living Buildings, and Successful Thinking*.

FIRM PROFILE

Brummitt Energy has been a leading energy modeling firm for over 15 years. Our modeling specialists collaborate with owners, developers, designers, and builders to achieve cost-effective and energy-efficient projects. By quantifying the energy impact of multiple features and how they interact together, our proven process helps identify construction cost savings as well as lower life cycle costs.

Providing energy guidance from early planning through *proof-of-performance* for projects of all types, our expert team has extensive knowledge of the increasingly complex energy codes governing every new or remodeled building. We have assisted more than 150 projects across the country to achieve LEED certifications—most of which are Gold or Platinum. The majority of our projects also achieve utility and/or tax incentives. We are proud to be leading the industry towards successful Zero Energy projects.

Whether it's for new or existing buildings or larger portfolios, we help clients to plan, design, document, and achieve their chosen energy goals. The results speak for themselves: reduced energy costs, more comfortable spaces for people, and buildings with a higher-than-average asset value.

SERVICES

- Proven Process to Evaluate Options
- Whole Building Energy Modeling
- Daylight Design
- Lighting Design Analysis
- Natural Ventilation Potential
- Thermal Comfort Analysis
- Renewable Energy Potential
- Life Cycle Cost Analysis
- Documentation: LEED, Codes, Incentives
- Portfolio Energy Planning
- Calibrated Modeling to Actual Utilities
- Measurement & Verification

THE BEST PRACTICE OF BEST PRACTICE

All too often as professionals we are consumed by our job, busy from early morning to late in the evening. The client is insistent that we try to get this conceptual alternate pricing done by the end of the week. Or there are three projects that are all bidding this week and the whole team is scrambling to finalize last-minute plugs. It seems there is never enough time just to get done what is on the day-to-day agenda, let alone the often procrastinated bid analysis from last week. Or the all-important historical manpower production data review submitted by the project manager on that similar project that you asked for two months ago.



Fred Nagel CPE

You name it, there never seems to be enough time to stop for a few minutes each week and take a look at the innovations and process improvements that are constantly taking place all around you as your busy team pumps out its work. If each team member takes a few minutes to share new techniques and ideas with other team members, these innovations and improvements can be adopted by all team members and evolve into Best Practices for the entire work group.

We can all agree that construction is a fascinating and complex business. And we all desire that for every project the work that we do is effective, well-executed, finely-coordinated, and is leading to an enhanced project outcome. That's what we've been trained to accomplish. Simply put, it's our job. But I contend it's not the full scope of our mission. We all have a responsibility and, in my mind, a duty to 'pass it along.' And by "it," of course, I mean the best practices of the tasks and duties we perform, day after day and from morning to night. If there's not enough time for this, we are going to jeopardize the very business that sustains us.

We are at every moment both student and mentor. It falls upon us not to ignore or take either of these roles too lightly. It is our obligation to make best practices a consistent and day-to-day theme with our teammates. It improves us all. It gives meaning and purpose. For each of us to ignite in ourselves the best practice of best practice enhances the possibility of a genuine lasting legacy of this business of construction, our chosen passion.

It should not be procrastinated, put off until later. Implement it every day, every hour. Make of Best Practice your team's best practice. It will reap big rewards. ■

Pricing and Negotiating Change Orders Like a Pro

Presented by the SDC Institute and ASPE San Diego Chapter #4

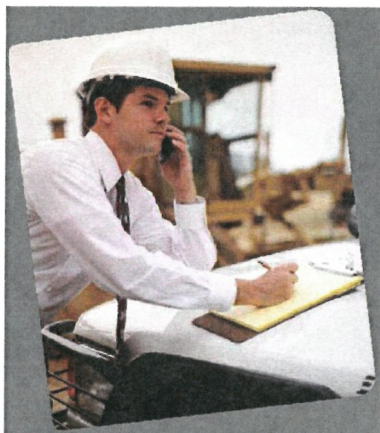
Updated & Revised

NATIONAL AWARD WINNER

Continuing Excellence in Construction Education Since 1994



Instructor: Anwar Hafeez is a nationally recognized and respected Civil Engineer and construction industry consultant who has personally supervised over \$1.4 billion in major construction projects. Mr. Hafeez has also successfully negotiated and settled over \$350 million in construction claims and change orders for SDC clients nationwide. His most notable projects include the San Diego Convention Center, Los Angeles Central Library, Los Angeles International Airport Expansion and Washington DC Subway System. To learn more about Mr. Hafeez please visit sdcassociates.com.



**Early
Bird Save
\$25**



THIS SEMINAR TEACHES...

- Learn How to Win Defective Documents, Conflicts, & Omissions and Ambiguities Every Time
- Learn the Art of Pricing Change orders
- How to Negotiate Change Orders
- **How to Price Inefficiency Costs:**
 - Overtime / Excessive Change Orders / Learning Curve**
 - Learn to Calculate the Measured Mile Method**
- Insider Tips on Developing Good Negotiation skills
- **How to Price Delay Costs**
 - Extended Field Overhead / Extended Home Office Overhead / Escalation of Labor, Materials & equipment**
- Expert Pricing & Negotiating = More Profit and Cash Flow
- 2 Interactive Case Studies

ASPE Member & Guest Fee is \$130 - \$105 if registered by 2/10/17

Full Time Students Fee is \$60.00 per person

Service Charge of \$3.00 will be added for payments made by credit card

To Register by Phone call Paul Chang (619) 321-4822 or Email aspechapter4@outlook.com

[Click here](#) for agenda

SEMINAR SCHEDULE:

7:30 am Registration
8:00 am to 4:00 pm Seminar
4:00 pm - 4:30 om Q & A

(Seminar Includes Continental Breakfast, Lunch & Course Book)

DATE & LOCATION:

Friday, March 10, 2017
San Diego, CA
Pt. Loma Nazarene, Mission Valley Campus Rm. 207
4007 Camino del Rio South
San Diego, CA 92108

| | |
|--|---|
| Name: | Please List All Seminar Attendees: |
| Company: | |
| Address: | |
| Email: | Method of Payment: |
| Phone: | <input type="checkbox"/> Check Payable to ASPE San Diego Chapter #4 |
| Fax: | <input type="checkbox"/> American Express <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard |
| Authorization Signature: | Credit Card #: |
| Please list which Association you belong to: | CC Billing Address: |
| | Exp. Date: CVV: Total: |

ASPE San Diego Chapter #4

SDC & Associates, Inc. | 10159 Mission Gorge Road Suite-C Santee, CA 92071

Phone: (800) SDC-3996 | Fax: (800) SDC-3997 | info@sdcassociates.com | www.sdcassociates.com

Pricing and Negotiating Change Orders Like a Pro

Presented by the SDC Institute and ASPE San Diego Chapter #4

[Click here](#) for flyer

07:30 a.m. – 08:00 a.m. - Registration

08:00 a.m. – 08:30 a.m.

I. Overview

- A. Definitions of Change Orders & Claims
- B. How to Recognize Change Orders
- C. Do Not Sign this Change Order Language

08:30 a.m. – 10:15 a.m.

II. Documentation of the Change Orders

- A. Places to Look for Change Orders
- B. Types of Change Orders
- C. Putting the Parties on Notice
- D. Making the Rules Work for You
- E. Documentation – Protect Your Own Interest
- F. Cost Coding Made Easy

10:15 a.m. – 10:30 a.m. - Break

10:30 a.m. – 11:30 a.m.

III. Pricing the Change Orders Like a Pro

- A. Don't Fall for Time & Material Not-to-Exceed Trap
- B. Correct Follow-Up Procedures
- C. Components of a Change Order
- D. Cost Pricing Like a Pro
 - a. How to Overcome Unfair Mark-Ups
 - b. More Details – Not Less
 - c. How to Add in Indirect Costs
- E. Dwg & Spec Conflicts – Interactive Pricing (Case Study No. 1)
- F. Detail and Install Rebar (Case Study No. 2)

11:30 a.m. – 12:30 p.m. - Lunch Break

12:30 p.m. – 01:00 p.m.

IV. Learn to Calculate Delay Costs

- A. Extended Field Overhead Costs
- B. Extended Home Office Overhead Costs
- C. Escalation – Labor/Material/Equipment

01:00 p.m. – 01:30 p.m.

V. Negotiations Dos and Don'ts

- A. 12 Traits of a Great Negotiator

01:30 p.m. – 02:30 p.m.

VI. Learn to Calculate Disruption Costs

- A. Measuring Labor Productivity
- B. Excessive Change Order Inefficiency
- C. Measured Mile Inefficiency
 - a. Actual Problem Solving

02:30 p.m. – 02:45 p.m. - Break

02:45 p.m. – 04:00 p.m.

VII. Learn to Calculate Disruption Costs (Cont'd)

- A. Overtime Inefficiency
 - a. Weekly and Spot Overtime
 - b. Actual Problem Solving
 - c. Case Law
- B. Interactive Case Study No. 3
 - a. Piping Installation Changed Conditions
 - b. Class Evaluation of Negotiations





ASPE San Diego Chapter #4 Scholarship Committee Announcement

by Daniel Luckhardt CPE

On behalf of The American Society of Professional Estimators Scholarship Committee, I am pleased to announce the acceptance period for the '2016 Scholarship Application.' Our mission statement is as follows:

Mission Statement: *"The American Society of Professional Estimators serves construction estimators, by providing education, fellowship and opportunity for professional development."*

Our Vision: *"In its educational pursuits, ASPE strives to be the recognized leader in providing quality programs to benefit the cost estimating profession and the construction industry."*

San Diego Chapter #4's Scholarship Awards are designed to promote student involvement in chapter affairs, and to reward deserving students who exhibit a sincere interest in education and the construction industry, as demonstrated by their work experience and personal statements.

As ASPE members and individuals affiliated with our profession, it is my hope we raise the bar this year and simply get the word out to qualified candidates. Please take the time to reach out to professionals in our industry. These individuals may be working professionals or full-time students currently enrolled within an educational institution with aspirations of working within the construction industry. Please refer to the Scholarship 'Eligibility' requirements within the Scholarship Application, and/or feel free to contact Dan Luckhardt, Scholarship Committee Chairman, by e-mail or phone.

Recommendations to applicants:

- ✓ Submission deadline: **Friday, May 19, 2017**. Please refer to the application instructions.
- ✓ Eligibility requirements: Please review the requirements and feel free to ask questions early in the application preparation process.
- ✓ Application: Please allow time in your schedule to solicit letters of recommendations.

As part of our monthly newsletter, you will find the 'Eligibility, Requirements, and the Application' [attached](#) in PDF format. Again, on behalf of the Scholarship Committee, we look forward to receiving and reviewing applications for Scholarship Award considerations. Good Luck!

Daniel Luckhardt, CPE

O'Connor Construction Management, Incorporated

Scholarship Award Committee Chairman

858.342.8017 | dluckhardt@ocmi.com

Become an ASPE Newsletter Sponsor or Advertiser

\$350 CORPORATE SPONSORSHIP, includes:

- Sponsor Recognition in each of the 12 Monthly Newsletters
- Includes a Hot Link to Either Your Website or Email
- A Full-Page Sponsor Profile in 1 Issue

MONTHLY ADVERTISEMENT:

12 Mo. Issues – 1/4-Page Ad for **\$450**
OR

12 Mo. Issues – Business Card for **\$200**

EMPLOYMENT AD:

\$50 per month (FREE to ASPE Members)

FOR MORE INFORMATION:

Contact **FRANK YOUNG, FCPE**
619.980.4025 (cell) or
pancho77@cox.net



ASPE MISSION STATEMENT

The American Society of Professional Estimators
is dedicated to the promotion of
the profession of estimating and to
the benefit of the construction industry.

[Click here for ASPE's CODE OF ETHICS.](#)

ASPE Membership

An accurate cost estimate is the first of many key components of a successful construction project. Plan interpretation, labor and material costs, scheduling costs, and level of difficulty recognition are a fraction of the skills necessary to become a successful estimator.

Why join the American Society of Professional Estimators? ASPE is the most recognized and credentialed group of construction cost professionals in our nation's construction industry. ASPE provides education, industry information, and fellowship to all levels of our members. It is made up of professionals of several different classifications.

- A- **Estimator**—shall have at least five years' experience as an estimator in one or more of the construction estimating disciplines.
- B- **Constructor**—shall be an active construction professional experienced in one or more of the construction disciplines with at least 5 years' experience.
- C- **Associate Member**—is a Member with less than 5 years of experience as an estimator or an active construction professional. When the Member achieves 5 years of experience, the Member shall be given one of the Member classifications listed above.

One of the ultimate goals of a member in ASPE is to achieve status as a "Certified Professional Estimator," otherwise known as "CPE." CPE status is recognized by Builders, Government Agencies, Developers, and many other Corporate entities as the highest level of qualification as an estimator. Educational training is available to become part of this elite group of professionals.

ASPE San Diego Chapter 4 is perennially recognized as one of the top chapters of the nation's 50 chapters. The local chapter meets on the third Tuesday of each month. This general membership meeting offers education and insight into our industry. Each membership meeting is highlighted by presentations and guest speakers, with information pertinent to our ever-changing industry.

If you would like to become part of this exciting group of professionals, please contact Michael Moyers CPE at 858.737.7316 (office) or 619.843.6962 (cell) or:

michael.moyers@bestinteriors.net

San Diego Chapter #4 Calendar of Events



◆ **Tuesday, February 21, 2017 (5:15 PM Registration)**

ASPE San Diego Monthly Dinner Meeting

Program: 'Zero Net Energy' — The What, Why, When, and Cost of ZNE

Speaker: Beth Brummitt CEA CEM LEED AP
Founder and President
Brummitt Energy Associates

Location: Riverwalk Golf Club
1150 Fashion Valley Rd, San Diego

◆ **Tuesday, March 7, 2017 (5:30-7:30 PM)**

ASPE San Diego Board of Directors' Meeting

Location: To be determined

◆ **Friday, March 10, 2017 (8:00 AM – 4:30 PM)**

**ASPE San Diego Education Seminar
Presented by the SDC Institute**

Program: "Pricing and Negotiating
Change Orders Like a Pro"

Speaker: Anwar Hafeez, President
SDC & Associates

Location: Pt Loma Nazarene
Mission Valley Campus
4007 Camino del Rio S., Room 207
San Diego

Click here for [flyer/registration form](#) and [agenda](#)

◆ **Tuesday, March 21, 2017 (5:15 PM Registration)**

ASPE San Diego Monthly Dinner Meeting

Tentative Program: Ethics Program:
Program: "Up in Smoke—What Marijuana
Legalization Means for
Construction Employers"

Speaker: Daniel Moore—Fisher Phillips
In-House Speaker: David Luhm—Alpha Mechanical

Location: Riverwalk Golf Club
1150 Fashion Valley Rd, San Diego

◆ **Tuesday, March 28, 2017 (5:30-7:30 PM)**

ASPE San Diego Board of Directors' Meeting

Location: To be determined

◆ **Friday, April 7, 2017 and Saturday, April 8, 2017 (5:30-7:30 PM)**

ASPE Northwest/Southwest Regional Meeting

Location: Salt Lake City, Utah

◆ **Tuesday, April 18, 2017 (5:15 PM Registration)**

ASPE San Diego Monthly Site Tour & Dinner Meeting

Tentative Program: UCSD Outpatient Building

Site Tour Hosts & Dinner Mtg Presenters: Representatives from UCSD
and Rudolph & Sletten

Dinner Venue: To Be Determined

◆ **Tuesday, April 25, 2017 (5:30-7:30 PM)**

ASPE San Diego Board of Directors' Meeting

Location: To be determined

◆ **Tuesday, May 9, 2017 (5:00 PM Registration)**

**Joint ASPE San Diego/NAWIC San Diego
Monthly Dinner Meeting**

Program: "Design and Construction Issues with
Occupied Shopping Centers"

Speaker: Beth Campbell, Senior V-P of Design
Westfield Shopping Centers

Location: Riverwalk Golf Club
1150 Fashion Valley Rd, San Diego

◆ **Friday, May 19, 2017 (12:00 PM—5:00 PM)**

ASPE San Diego Education Seminar

Program: Bid Day Simulation

Facilitator: Paul Martin
Herrero Construction, San Francisco

Location: To be determined

◆ **Tuesday, May 30, 2017 (5:30-7:30 PM)**

ASPE San Diego Board of Directors' Meeting

Location: To be determined

Directory of San Diego Chapter #4 Officers and Directors



TECHNICAL COMMITTEES:

Certification:

John Balistreri, CPE
Stephen Fisher, CPE

Education:

VACANT

Standards:

VACANT

STANDING COMMITTEES:

Chapter Awards

Frank Young, FCPE

National Awards

VACANT

Nominations:

VACANT

Communications—

Website:

John Balistreri, CPE
Michael Moyers, CPE

Communications—

Newsletter:

John Balistreri, CPE

Finance:

Frank Young, FCPE

Ways & Means:

David Luhm, E

Public Relations/

Calendar:

Steve Schraibman, CPE

Membership:

Michael Moyers, CPE

Programs:

Dan Luckhardt, CPE
Frank Young, FCPE

OTHER COMMITTEES:

Ethics:

Dan Luckhardt, CPE
Frank Young, FCPE

Mentoring:

Frank Young, FCPE

Scholarships:

Dan Luckhardt, CPE

Telephone:

Paul Chang, E

2016-2017 Chapter Officers

| Office | Officer | Phone | Fax | Email |
|--------------------------------------|--|--|--------------|--|
| President | Michael Moyers, CPE Best Interiors, Inc. | 858.737.7316 619.843.6962-C | 858.737.7317 | michael.moyers@bestinteriors.net |
| 1st Vice-President | Dan Luckhardt, CPE O'Connor Construction Management, Inc. | 619.633.8925 | | dluckhardt@ocmi.com |
| 2nd Vice-President | Steve Schraibman, CPE Arcor-Inc. | 858.481.4494 619.252.4941-C | 858.481.4146 | steve@arcor-inc.com |
| 3rd Vice-President | VACANT | | | |
| Secretary | Fred Nagel, CPE Nagel Construction | 619.647.1304-C | | frednagel@gmail.com |
| Treasurer | Frank E. Young, FCPE CSOS Consulting | 619.440.5517 619.980.4025-C | 619.401.7545 | pancho77@cox.net |
| Immediate Past President | Frank E. Young, FCPE CSOS Consulting | 619.440.5517 619.980.4025-C | 619.401.7545 | pancho77@cox.net |
| Executive Administrator | Margy Ashby | 619.749.1890 619.593.9988 619.302.3257-C | 619.839.3817 | info@aspechapter4.org asped4@gasvcs.net |

2016-2017 Chapter Board of Directors

| Director | Phone | Fax | Email |
|---|-------------------------------------|--------------|--|
| John Balistreri, CPE Kaiser Permanente | 619.589.3080 619.861.1131-C | 619.589.3192 | john.t.balistreri@kp.org |
| David Luhm, E Alpha Mechanical | 858.278.3500 x519 760.238.3355-C | 858.278.3510 | dluhm@alphamechanical.com |

GET INVOLVED IN ASPE !!!



**AMERICAN SOCIETY
OF PROFESSIONAL
ESTIMATORS**

**American Society of Professional Estimators
San Diego Chapter #4**

**2017
UNDERGRADUATE COURSES
SCHOLARSHIP PROGRAM**

**Eligibility, Requirements, Awards
and Application**

Submission Deadline:

Applications and Reference Letters must be mailed to:
The ASPE San Diego Chapter #4 Scholarship Committee
and postmarked on or before Friday, **May 19, 2017**

Mail to:

ASPE San Diego Chapter #4 Scholarship Committee
c/o Dan Luckhardt CPE
O'Connor Construction Management
2150 West Washington Street, Suite 203
San Diego, California 92110

If you have questions, please contact:

ASPE San Diego Chapter #4 Scholarship Committee
Daniel Luckhardt
dluckhardt@ocmi.com or (858) 342.8017



AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS

Mission Statement: “The American Society of Professional Estimators serves construction estimators, by providing education, fellowship and opportunity for professional development.”

Our Vision: “In its educational pursuits, ASPE strives to be the recognized leader in providing quality programs to benefit the cost estimating profession and the construction industry.”

San Diego Chapter #4’s Scholarship Awards are designed to promote student involvement in chapter affairs, and to reward deserving students who exhibit a sincere interest in education and the construction industry, as demonstrated by their work experience and personal statements.

ELIGIBILITY

1. Applicant may be currently taking undergraduate accredited courses.
2. Applicant must be employed in the construction industry, preferably working for an ASPE Member-Firm.

REQUIREMENTS

1. Applications must be submitted in hardcopy/original format.
2. Applicant is responsible for ensuring that all items listed below are included in the submittal package and postmarked on or before **May 19, 2017**.
 - a) Completed and signed application.
 - b) Personal statement.
 - c) Letters of recommendation.
3. Applicant must be able to attend ASPE San Diego Chapter #4’s Awards Dinner on Tuesday, July 18, 2017 between the hours of 5:30 p.m. and 8:30 p.m. at a location to be determined in general San Diego area.

AWARDS

1. A scholarship in the amount of \$500.00* will be awarded.
2. Applications will be reviewed by the ASPE San Diego Chapter #4 Scholarship Committee. Attention and consideration will be given to work experience; applicant’s expressed interest in furthering his/her education, goals in the construction industry, and references.
3. Designees will be notified by June 2, 2017.
4. Award will be made and check distributed during the Awards Dinner.

Non Discrimination Clause:

The American Society of Professional Estimators is an Equal Opportunity Organization and encourages applications from all individuals.

*The amount of the scholarship is subject to change.



AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS

2017 SCHOLARSHIP APPLICATION

Please limit application form to 3 pages and restrict your personal statement to 2 pages.

PERSONAL INFORMATION

Name

Address

City, State, Zip

Telephone _____ E-Mail _____

- I would like to be contacted about internship opportunities with ASPE Member-Firms.

SCHOLASTIC INFORMATION

List of ASPE Online Courses already taken by applicant:

Previous College or University education:

City, State, Zip: _____

Area of concentration: _____

Degree anticipated: _____



ASPE San Diego Chapter #4

2017 SCHOLARSHIP APPLICATION

Professional or School Affiliations (List participation in any school, professional or community activities including offices held and awards received):

EMPLOYMENT HISTORY

Work Experience (List full-time, part-time, co-op and summer employment. Briefly describe duties and responsibilities.):

RECOMMENDATION

Letters of recommendation from ASPE member or job supervisor with personal knowledge of the applicant must accompany the application (maximum 2 letters).

PERSONAL STATEMENT

A statement about your career goals and why you think you should receive the scholarship award. Include information about:

- your career objectives
- how you and the construction industry can benefit each other
- your most important extracurricular activity

Statement should not exceed 500 words or (2) pages. Please attach to the application form.

I agree that the application and all attachments may be used for the purposes of evaluation and selection by the ASPE San Diego Chapter #4 Scholarship Committee.

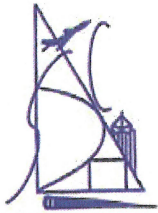
Signature: _____ Date: _____

APPLICANT: You have the responsibility to ensure that the application, all forms, letters are postmarked on or before **May 19, 2017 and received by the ASPE San Diego Chapter #4 Scholarship Committee.**

Certified Senior Project Management Series

PRESENTED BY THE SDC INSTITUTE

Victorious Project Management - 2nd Seminar in 10 part series

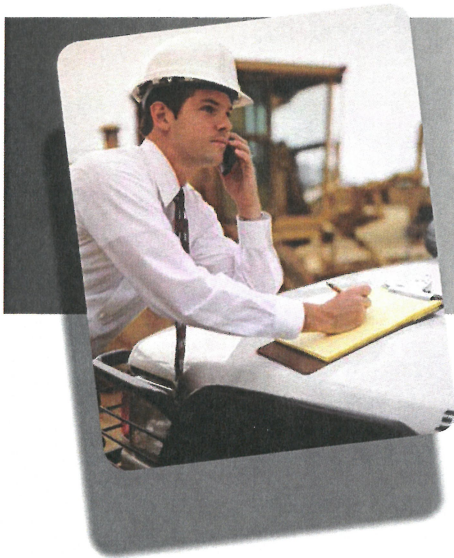


SDC & Associates, Inc.

NATIONAL ASSOCIATION AWARD WINNER

Essential Training For Construction Personnel

Instructor: Anwar Hafeez is a nationally recognized and respected Civil Engineer and construction industry consultant who has personally supervised over \$1.4 billion in major construction projects. Mr. Hafeez has also successfully negotiated and settled over \$350 million in construction claims and change orders for SDC clients nationwide. His most notable projects include the San Diego Convention Center, Los Angeles Central Library, Los Angeles International Airport Expansion and Washington DC Subway System. To learn more about Mr. Hafeez please visit sdcassociates.com.



349.00 Each
Seminar or

Attend All
9 Sessions

Send 3 People
and the 4th
Person is FREE!!

Victorious Project Management

- What is the role of the Construction Manager vs Project Manager?
- One simple rule to solve problems easily
- Basics of bonding and insurance
- The nine building blocks to project success
- Time management
- Bad news: When you should tell the Boss and the Customer?
- Why construction = business
- Advantages of great documentation
- Sample documentation forms
- And much more!

Sign-up Early! Seating is limited.

Upcoming PM seminars:

3. Basics of Change Orders and Claims
4. Scheduling for Management
5. Problem Solving 101
6. Pricing & Negotiating Change Orders & Claims Like a Pro
7. Effective Presentation Skills for Project Managers
8. ADR for Management
9. Proving, Pricing & Defending Inefficiency Claims
10. Project Management in the 21st Century and Project Closeout

Check www.sdcassociates.com
for dates and locations

Only 10 Seats Left!!!

Attend ALL 9 Seminars For Only \$2,250.00

SEMINAR TIME:

8:00 am to 4:00 pm
7:30 am Registration
(Includes Lunch & Course Book)

DATES & LOCATIONS:

Friday, March 3, 2017
San Diego, CA
Riverwalk Golf Club
1150 Fashion Valley Road
San Diego, CA 92108

Register by Mail, Fax, Phone or Internet

| | |
|--|---|
| Name: _____ | Please List All Seminar Attendees: _____ |
| Company: _____ | _____ |
| Address: _____ | _____ |
| _____ | _____ |
| Email: _____ | Method of Payment: |
| Phone: _____ | <input type="checkbox"/> Check <i>Please Make Checks Payable to SDC & Associates Inc.</i> |
| Fax: _____ | <input type="checkbox"/> American Express <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard |
| CVV: _____ | Credit Card #: _____ |
| Authorization Signature: _____ | CC Billing Address: _____ |
| <input type="checkbox"/> San Diego <input type="checkbox"/> _____ <input type="checkbox"/> _____ | Exp. Date: _____ Total: _____ |

Can't Attend? Buy a Course Book for \$125 Or, Buy the Entire Webinar on Thumb Drive for \$249

SDC & Associates, Inc | 10159 Mission Gorge Road Suite-C Santee, CA 92071
Phone: (800) SDC-3996 | Fax: (800) SDC-3997 | info@sdcassociates.com | www.sdcassociates.com

CERTIFIED PROJECT MANAGEMENT SERIES

| | | |
|-----------|---------------|-------------|
| 2/8/2017 | LOS ANGELES | Session - 1 |
| 2/9/2017 | ORANGE COUNTY | Session - 1 |
| 2/10/2017 | SAN DIEGO | Session - 1 |
| 3/1/2017 | LOS ANGELES | Session - 2 |
| 3/2/2017 | ORANGE COUNTY | Session - 2 |
| 3/3/2017 | SAN DIEGO | Session - 2 |
| 4/19/2017 | LOS ANGELES | Session - 3 |
| 4/20/2017 | ORANGE COUNTY | Session - 3 |
| 4/21/2017 | SAN DIEGO | Session - 3 |
| 5/10/2017 | LOS ANGELES | Session - 4 |
| 5/11/2017 | ORANGE COUNTY | Session - 4 |
| 5/12/2017 | SAN DIEGO | Session - 4 |