



Published by San Diego Chapter #4
American Society of Professional Estimators

S.D. Mator



January 2015

Volume 13, Issue 6

SAFETY IS EVERYONE'S CONCERN

DATE: TUESDAY, JANUARY 20, 2015

TIME: 5:00 PM—Registration
6:00 PM—Dinner Service Begins
approx. 6:30 PM—Program

PROGRAM:

SAFETY IS EVERYONE'S CONCERN

DINNER MEETING VENUE:

The Butcher Shop Steakhouse

The Board Room

5255 Kearny Villa Road, San Diego

East of Highway 163 & south of Clairemont Mesa Blvd

COST: \$40 per person

\$25 for full-time students

Cancellations must be received by NOON on Monday, January 19th or no shows will be billed accordingly.

[Click here for Dinner Mtg Reservation Policy](#)

RSVP:

Meredith Stumpo
Turner Construction Co.
858.217.0756 or
mstumpo@tcco.com

Please indicate your
ENTRÉE CHOICE when reserving:

Top Sirloin Steak

Fresh Fish

OR Vegetarian Pesto Pasta

January Program Notes: Safety Is Everyone's Concern

A SPE San Diego Chapter #4 has not covered the issue of Construction Safety as a dinner meeting subject for several months. In a recent Smart Market Report published by McGraw-Hill Construction on "Safety Management in the Construction Industry," their study focused on identifying risks and reducing risks to improve site productivity and project ROI (Return on Investment). The report points out how construction has undergone significant changes demonstrated by the types of projects, the delivery methods, the complexity of many jobs, and the tools and technology used during the design phase and throughout the operational stages from start to completion. The philosophical approach to safety now employed by the larger general contractors varies from those programs in place for smaller general contractors and most subcontractors. Management people share the belief that good safety practices begin by building a more proactive safety culture within construction firms.

Although safety represents an investment that affords real benefits, some companies have difficulty accepting the economic hardship that becomes necessary to

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Meeting at a Glance



Greetings to all! I can't believe another year has come and gone. I trust everyone had a wonderful and safe Christmas and New Year.

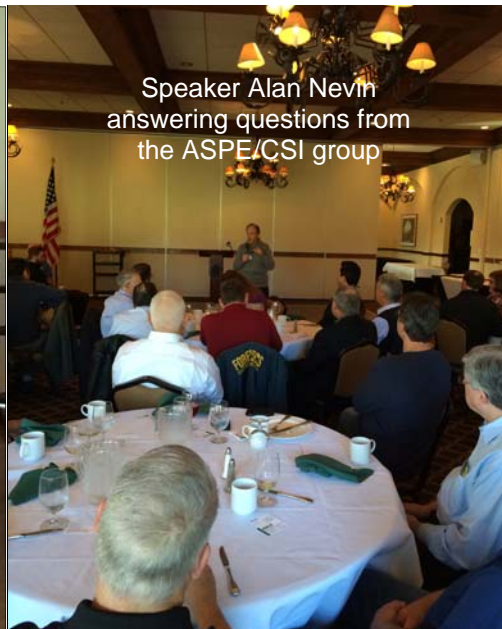
At our Annual December breakfast meeting, we again were blessed with Alan Nevin as our speaker and, again, we had a joint meeting with CSI. This year Alan's presentation was more like a fireside chat which generated many questions along with a lot of interesting exchanges between the speaker and those in attendance.



Michael Moyers, CPE



Speaker Alan Nevin addressing the ASPE/CSI breakfast meeting



Speaker Alan Nevin answering questions from the ASPE/CSI group

For those of you who have thought of becoming more involved in our Chapter, we have a need for a few people to serve on various Committees. If you are interested, please contact me at (858) 737-7316 or email me at michael.moyers@bestinteriors.net.

Membership Status: As of the most recent Chapter Roster issued January 2015 by SBO (Society Business Office), we have a total of 63



Speaker Alan Nevin and an attentive audience listening to his presentation on the prospects for 2015



Speaker Alan Nevin talking about the results of the local economy in 2014

members. Currently we have 22 members who are CPE's and one FCPE. 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. Remember, to log-in, your User ID is your membership number, and your default password is your email address. You can also contact your Chapter Membership Chairman for assistance at michael.moyers@bestinteriors.net.

(cont'd on pg 4)

ensure a safe work environment for its crews. The McGraw-Hill study and other experts in the field such as ACE Construction, a recognized insurance provider and risk assessment group, have concluded the following key elements resulting from effective safety programs:

- Reducing accidents that cause serious injuries helps keep skilled workers on the job and minimize schedule delays.
- Project budgets are achieved which help bring about more profit.
- Strong safety records enhance a company's reputation and augment their competitive position in seeking other opportunities.
- New technologies like Building Information Modeling (BIM) and Prefabrication/Modularization of building assemblies have been shown to improve site safety.

Despite advances in addressing safety issues and assessing potential risk, construction remains a dangerous business. Integration of an effective safety program into each project should begin as part of the preconstruction process; when the project officially starts in the field, safety should become a component of everyone's job on a daily basis.

AGC California has reproduced a matrix of common construction safety concerns (check their website). The list only embodies a quick reference to some of the major concerns on statewide job sites, and not a complete guide to Cal/OSHA standards.

We have invited **Vince Hundley, President & CEO of SMART Safety Group, and the current safety advisor for AGC's San Diego Chapter**, to address our Chapter on Tuesday, January 20, 2015. He holds a BS in Occupational Safety from Illinois State University and an MS in Industrial Hygiene from San Diego State University, and is recognized by the Board of Certified Safety Professionals as a Certified Safety Professional (CSP) and a Safety Trained Supervisor (STS). Prior to establishing SMART Safety Group, Vince was Safety Director for Neal Electric and an instructor for the San Diego Electrical Training Trust. His presentation will cover the following topics:

- Changing Culture in Construction
- Different Management Styles
- Establishing a Mission for your Organization
- Creating a Vision
- Tracking Performance and Influencing Behavior
- Orientation of New Employees
- Addressing Poor Performance
- Rewarding Good Performance

We will also offer a short talk on "Estimating Costs for Company Safety Programs" by one of our Member-Firms.

The Butcher Shop Steakhouse Restaurant, located at 5255 Kearny Villa Road, San Diego (east of Highway 163 and south of Clairemont Mesa Blvd.), will serve as this month's venue for our dinner meeting. We will use the small meeting room off of the main corridor, not the Windsor Room adjacent to the bar. Registration and social hour will commence at 5:00 PM, and dinner will be served PROMPTLY at 6:00 P.M. (speaker's request). Attendees will have their choice of Top Sirloin Steak, Fresh Fish, or Vegetarian Pesto Pasta at a cost of \$40.00 per person and \$25.00 per student. The program will begin as close to 6:30 PM as possible.

Please plan to join us on Tuesday, January 20th to kick off 2015 with another series of entertaining, educational presentations for our Chapter. Contact Meredith Stumpo with Turner Construction Co. to make your reservation today at (858) 217-0756 or email her at mstumpo@tcco.com.

Frank E. Young, FCPE

*Programs Committee Chair
ASPE San Diego Chapter #4*

SW Regional Governor Greeting *by TJ Schwertfeger*



Welcome to 2015. I hope the year has kicked off successfully for all of our ASPE members! Broadly speaking, from around the region, I am pleased with the ongoing commitment from Chapter Presidents here in the SW, and I applaud their progress.

Each chapter faces unique challenges, and to reiterate our National President Doyle Phillip's mission, "**Let's make 2015 the year of getting things done.**"

Chapters who are active need to raise the bar on succession planning and mentor the next generation of leadership for local and National committees. Enjoy your achievements – and reach further: Host an estimating academy, set up a fundraiser, or prepare to send a member to National Convention.

Chapters who are restructuring and settling in with a new team need to set aside time for strategic planning and delegate the team's responsibilities to fulfill the quality program offerings for which ASPE is sought.

And Chapters who carry the challenge of membership – Please feel free to contact me and your peers within the region for ideas and support. The steps we make are often small, given our busy lives, demands of work and other callings. First and foremost, ASPE is successful because of the people involved, and the network we create in this unique area of construction expertise. Pick up the phone or make a personal effort to talk about our Society to someone new. **And finally, remember to have a little fun!**

"Do not go where the path may lead, go instead where there is no path and leave a trail."

— Ralph Waldo Emerson

President's Message

[*cont'd from pg 2*](#)

Certification (CPE): ASPE Certification is the highest form of professional recognition an individual estimator can receive and is being sought by more construction estimators each and every year. Through its Certification Program, the American Society of Professional Estimators recognizes the estimating proficiency and ethical awareness of the Certified Professional Estimator (CPE). Please see the ASPE Certification Summary [attached](#) to this newsletter for more information or go the National website at <http://www.aspenational.org/> under the Certification tab.

Remember, there are only two Certification cycles per year. The next one starts in January, 2015. The last day to submit for this cycle was January 10, 2015. Should you have any questions, please contact John Heusner, CPE (Chapter 4 Certification Chair) for more information. He can be reached at (760) 444-3319 or johnwayneheusner@crbusa.com.

New Members: This month we would like to welcome **Dayna de Guzman** and **Jenna Swiecki**, both of Cumming Corporation.

Upcoming Events:

- A. Our January meeting was cancelled at the last minute due to a poor response of RSVPs.
- B. Our next Board of Directors Meeting will be held January 27, 2015. Details to follow.
- C. For our February meeting, we will have Kurt Hundman of Flatiron Construction giving a presentation on Estimating Challenges with Heavy/Highway Civil Projects.
- D. For March 2015, we are planning a Contractor Member-Firm Networking event.
- E. The next National Convention and Estimator Summit will be held in San Diego June 24-28, 2015.

Michael D. Moyers, CPE

Best Interiors, Inc.

President

ASPE San Diego Chapter #4

ASK A CPE

by John Wayne Heusner, CPE
Senior Estimator, CRB Builders



John Heusner CPE

We often are asked the question, “Which is cheaper, carpet or vinyl?”

We recently took bids on a major renovation project with very high-end finishes for which we provided early budgeting. The \$86,000 flooring budget which we prepared was based upon carpet. The flooring specification was changed from carpet to vinyl during the bidding phase. The architect was assured by the vinyl floor vendor that their product was as economical as carpet. Just to serve as a check, we asked the flooring bidders to provide voluntary alternate pricing for carpet. The low vinyl bid was \$255,000. The voluntary carpet alternate came in at \$84,500.

So what can we deduce from this experience?

1. Estimators can only tell them “what it’s going to cost.”
2. Never trust a salesman.
3. Find tactful ways to share sensitive information.
4. “You get what you pay for.”
5. The “Basis of Estimate” is as important as the actual numbers when asked to explain it.
6. Some carpet is cheaper than some vinyl. ■

Meet the Members of Your Chapter Board ...

Focus on FRANK E. YOUNG, FCPE



Frank Young, FCPE

Frank Young has been part of the local construction community for his entire career, spanning over five decades. The majority of that time was spent working for commercial general contractors, including F. E. Young Construction Co., Champion Construction Co., Melhorn Construction Co., and AEL Construction. Since 2003, he has been employed by O’Connor Construction Management, Inc. and served as an independent construction consultant with CSOS Consulting. During the past year, his work has been relegated to pro-bono activities for Westminster Manor, a 16-story high-rise structure originally built by Roel Construction Co. in the early 1970’s. The 152-unit affordable housing facility serving seniors in downtown San Diego will be remodeled at a cost of \$12M over the next 12 months. Enhancements will include abating most of the hazardous materials, new fire sprinklers in the building, replacement of cast iron plumbing risers and laterals as well as relining other existing plumbing lines, new roof membrane and sheet metal flashings, improved security and

communication (TV) systems, upgrading the interiors in all units and public areas, and improving social services provided by the not-for-profit partnership with Chelsea Investment Corp.

Frank joined San Diego Chapter #4 in June 1970, received his credential as a Certified Professional Estimator in 1975, and has held offices at the Chapter level from Director to President, and currently serves as Past President and chairs the Programs Committee and the 2015 Convention Committee. He was honored as the Society’s Estimator of the Year in 1987-1988, and elected Fellow in 2005. As a former National President for two terms, a member on the Board of Trustees for several years, and a member of numerous National committees, Frank continues to exhibit his dedication in promoting the Society’s Mission. He remains committed to sharing his knowledge and experience in an effort to promote the estimating profession and educational opportunities. The latter commitment is demonstrated by serving on the Advisory Committees for the NewSchool of Architecture + Design’s Construction Management program and the Stanley Foster School of Engineering, Innovation and Design (formerly Construction Tech Academy) at Kearny High School, and instructing classes for NAWIC on Blueprint Reading and Basic Estimating.

Frank is married to Linda Young, NAWIC member and NEF Trustee. Linda also is an important part of CSOS Consulting, handling the accounting and administrative support for their construction clients. They both enjoy spending time with their immediate family, including their four grandchildren and a nine-year-old Schnauzer named “Sarge.” Frank recently celebrated his 75th birthday and plans to remain active in the Chapter until 2020, which will mark Frank’s 50 years as a member of Chapter #4. ■



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FOR MORE INFORMATION:

Contact **LAURA PARKER, CPE**
619.704.2914 (ofc); 619.977.2817 (cell)
OR lauraparkercpe@gmail.com



ASPE MISSION STATEMENT

The American Society of Professional Estimators serves construction estimators by providing education, fellowship and the opportunity for professional development.

[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 know 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:

michael.moyers@bestinteriors.net 858.737.7316

ASPE San Diego Chapter 4 CALENDAR OF EVENTS

- ◆ **Tuesday, January 20, 2015 — 5:00 PM Registration**
**ASPE San Diego General Membership
Dinner Meeting**
Program: Safety Is Everyone's Concern
Principal Vince Hundley, President and CEO
Speaker: SMART Safety Group
In-House Estimating Costs for Company Safety
Topic: Programs
Dinner The Butcher Shop Restaurant
Venue: 5255 Kearny Villa Road, San Diego

- ◆ **Tuesday, January 27, 2015 — 5:30 PM**
ASPE San Diego Board of Directors' Meeting
Location: To be determined

- ◆ **Tuesday, February 17, 2015 — 5:00 PM Registration**
**ASPE San Diego General Membership
Dinner Meeting**
Program: Estimating Challenges with Heavy/
Highway/Civil Projects
Principal Kurt Hindman, Estimating Manager
Speaker: Flatiron Construction
Dinner Sheraton La Jolla Hotel
Venue: 3299 Holiday Court, La Jolla

- ◆ **Tuesday, February 24, 2015 — 5:30 PM**
ASPE San Diego Board of Directors' Meeting
Location: To be determined

- ◆ **Tuesday, March 17, 2015 — 5:00 PM Registration**
**ASPE San Diego General Membership
Dinner Meeting**
Program: Networking Opportunities for
Subcontractors and Vendors with
ASPE Member-Firms
Tabletop Representatives from
**Displays/
Speakers:** ASPE Member-Firms
Dinner Sheraton La Jolla Hotel
Venue: 3299 Holiday Court, La Jolla

Todd Caha, CPE
Senior Estimating Manager



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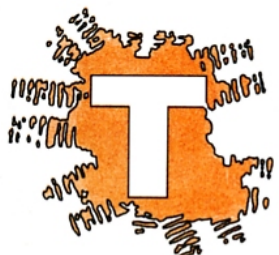


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GET INVOLVED IN YOUR LOCAL CHAPTER !!!



TECHNICAL COMMITTEES:

Certification:

John Heusner, CPE

Education:

Dan Luckhardt, CPE

Standards:

John Heusner, CPE

STANDING COMMITTEES:

Chapter Awards

National Awards

Nominations:

Frank Young, FCPE

Bylaws:

Michael Moyers, CPE

Parliamentarian:

PENDING

Communications/ Newsletter

Website:

John Balistreri, CPE

Finance

Ways & Means:

Laura Parker, CPE

Historical:

PENDING

Public Relations

Calendar:

PENDING

Membership:

Michael Moyers, CPE

Programs:

Frank Young, FCPE

OTHER COMMITTEES:

Ethics:

PENDING

Mentoring:

Frank Young, FCPE

Scholarships:

Dan Luckhardt, CPE

Telephone:

Meredith Stumpo

2014-2015 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 Balfour Beatty | 858.635.7462 619.633.8925-C | 858.635.7401 | dluckhardt@balfourbeattyus.com |
| 2nd Vice-President | John Balistreri, CPE Kaiser Permanente | 619.589.3080 619.861.1131-C | 619.589.3192 | john.t.balistreri@kp.org |
| 3rd Vice-President | VACANT | | | |
| Secretary | James Yu, E Cumming Corp. USA | 858.217.3574 858.273.9491-C | 858.673.9263 | jyu@ccorpusa.com |
| Treasurer | Laura Parker, CPE | 619.704.2914 619.977.2817-C | 858.278.7922 | lauraparker@ccpe.com |
| 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 | | info@aspechapter4.org asped4@gasvcs.net |
| Webmaster | Sharon Jones | 619.749.0597 | 619.749.7097 | acsolution@cox.net |

2014-2015 Chapter Board of Directors

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|--|-------------------------------------|--------------|--|
| Hendrik Degenaar, CPE Gafcon Inc. | 619.231.6100 858.717.3198-C | 619.231.6995 | hdegenaar@gafcon.com |
| John W. Heusner, CPE CRB Builders | 760.444.3319 | 760.496.3711 | johnwheusner@san.rr.com |
| David Luhm Alpha Mechanical | 858.279.1300 x519 760.238.3355-C | 858.278.3510 | dluhm@alphamechanical.com |
| Meredith Stumpo Turner Construction | 858.217.0756 858.342.0803-C | 858.217.0695 | mstumpo@tcco.com |
| Paul Chang, E Sundt Construction (Alternate) | 619.321.4800 619.430.3361-C | 619.321.4932 | pmchang@sundt.com |



Published by San Diego Chapter 4
American Society of Professional Estimators

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Register Today!

For the Tuesday, January 20, 2015
ASPE San Diego Chapter #4
Dinner Meeting ...

Safety Is Everyone's Concern

CONTACT US

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Email: info@aspechapter4.org

Web: <http://www.aspechapter4.org>

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ASPE Certification



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American Society of Professional Estimators

Top 10 Reasons to Become ASPE Certified

Everybody knows that MD following an individual's name means Medical Doctor. And most people know that CPA signifies Certified Public Accountant. Associations and professions use certification to recognize qualified and competent individuals. The certification process is one of the single most important steps in career development. Here are the top ten reasons an estimating professional should consider becoming ASPE-Certified.

- 1. Certification grants you professional credentials.**
- 2. Certification demonstrates your commitment to the industry and estimating profession.**
- 3. Certification enhances the profession's image.**
- 4. Certification reflects personal achievement.**
- 5. Certification builds self-esteem.**
- 6. Certification can improve career opportunities and advancement.**
- 7. Certification may provide for greater earning potential.**
- 8. Certification improves skills and knowledge.**
- 9. Certification prepares you for greater on-the-job responsibilities.**
- 10. Certification offers greater recognition from peers.**



ASPE Certification

The Certification of Professional Estimators is an acknowledgment that you have met, and continue to meet, the criteria established for this designation as determined by the American Society of Professional Estimators (ASPE). Attaining this recognition requires continuing commitments to ethics, education, and employment. It is a commitment by the individual to the construction industry and to ASPE.

ASPE certification is the highest form of professional recognition an estimator can receive. Through its certification program, ASPE recognizes the estimating proficiency and ethical awareness of the Certified Professional Estimator (CPE).

CPE recognition is being sought and attained by an ever growing number of construction estimators each year. It is the only program of its kind to attest that a construction estimator has met the necessary educational and experience requirements and has the capabilities required of our profession.

With such diversity of backgrounds among estimators, the development of programs for both education and certification of professional construction estimators has been a demanding and rewarding process. For all the varied disciplines and levels of detail, the fundamental principles of construction cost estimating remain universally applicable. Beyond these fundamentals, however, the realms of varied disciplines make construction estimating one of the most unique challenging, and fulfilling professions an individual may pursue.

ASPE recognizes the fundamental estimating principles inherent to all types of construction estimating. Whether for general, mechanical, electrical, or specialty disciplines, or for an owner, designer or contracting firm, the estimator requires knowledge that is applicable in virtually all circumstances.

Each candidate seeking certification must meet five basic requirements.

- Experience—Minimum of Five Years
- Completion of Orientation Workshop
- Technical Writing Abilities
- Communication Skills
- Successful completion of Certification Examinations.

The Certification Committee then evaluates each of the criteria for conformance to the program.

ASPE has established that a CPE candidate must possess a minimum of five years of estimating experience in a specific discipline to be accepted into the certification program.

All candidates seeking certification must complete an orientation workshop. This workshop provides the candidate with an overview of the requirements and guidelines of the certification process.

Communication Skills and knowledge of estimating must be demonstrated to the Certification Board. This is done through the writing of a technical paper on a subject approved by the Board.

The certification exam is designed to evaluate the CPE candidate's overall knowledge of estimating. It includes quantities, contract terms and conditions, cost reporting, ethics, and other fundamentals of estimating. The exams consist of a General Estimating Knowledge Exam (GEK) and a Discipline Specific Test (DST). The DST concentrates on specific practices such as General Contracting, Mechanical, Electrical, Excavation, and Concrete estimating. Preparation for the exam is recommended. A candidate will not be notified of CPE status until all requirements of the certification process have been passed.

Once recognized as a CPE, the estimator will be expected to keep abreast of current trends and improved practices in the construction industry. Conformance is measured under the provisions of the Certification Renewal Program. This program requires renewal of certification every three years. See the Renewal Program Guidelines for further details.

Professional evaluation through certification is one of many ways the American Society of Professional Estimators endeavors to promote the profession and benefit the construction industry.