

S.D. Mator

Published by ASPE San Diego Chapter # 4

January 2017

Volume 15, Issue 5

MEETING AT A GLANCE

DATE: TUESDAY, JANUARY 17, 2017

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

IN-HOUSE TALK:

TAKING THE MYTH OUT OF SOCIAL MEDIA

IN-HOUSE SPEAKER:

Steve Schraibman CPE – Arcor-Inc.

PROGRAM:

ESTIMATING RAINSCREEN SYSTEMS

MAIN SPEAKERS:

Matt Ford – Senior Vice President of Sales
Universe Cladding Solutions

Erin Lindsay
Equitone fibre cement façade systems

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)

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

*Cancellations must be received by NOON on Monday,
January 16th or no shows will be billed accordingly.*

RSVP: <http://evite.me/XhAzZ9dxSg>

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

Exterior Cladding Alternatives for Buildings

One of the important considerations when preparing conceptual estimates often involves working with architects to arrive at the best solution for the exterior skin of a structure. That collaborative decision needs to conform to the design parameters, look aesthetically pleasing to the client, and meet the constraints of the budget. Composites offer design freedom from traditional building materials, with many unmatched characteristics that deserve proper evaluation by the project team. Composite cladding can be fabricated with various components to adhere to any desired style while providing a durable surface with lower weight. The structural support system for such exterior finishes will be influenced by the panel configurations and their weight per square foot of area.

The American Institute of Architects' Continuing Education System provides a Discovery Course entitled "Building the Cladding Palette: Panels, Rainscreens, and

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From Our President

by *Michael Moyers, CPE*

Greetings to all! I hope you all had a wonderful Holiday!

At our December Breakfast Meeting, we again had Alan Nevin with the Xpera Group as our guest speaker. As always, his presentation was both entertaining and informative.



Michael Moyers, CPE

Membership Status:

As of the most recent Chapter Roster issued January, 2017 by SBO (Society Business Office), our membership stands at 60. Currently we have 24 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. You can also contact your Chapter Membership Chairman for assistance at frednagel@gmail.com.

For those of you who have thought of becoming more involved in our Chapter, we could really use the help. If you are interested, please contact me at 858.737.7316 or email me at 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

January Program Notes:

"Exterior Cladding Alternatives for Buildings"

[cont'd from pg 1](#)

Veneers" which demonstrates the growing significance of designers having knowledge about façade systems. Their promotional information states the following thoughts:

"When it comes to cost, performance and aesthetics, not to mention maintenance and long-term resilience, the evaluation of cladding materials and façade systems is more complex than ever. As with any critical system of product, building teams must weigh pros and cons to arrive at the ideal wall assembly for any project. Expanded offerings in cladding panels, veneer products, and rainscreen systems make it easier to accommodate the varied use but also entail limitations."

Typical choices for façade systems include the following materials:

- Metal cladding – insulated metal panels (IMPs), metal skin cladding, and composite metal panels
Cost effective, relative light weight for transport and erection, relatively simple to support panels from substructure, allows sufficient cavity for insulation, known for longevity but problems can occur with jointing details to ensure airtight and watertight integrity.
- Exterior insulation and finish systems (EIFS)
Cost effective, high performance where continuous insulation generates very good thermal values, direct shedding off exterior surface, drainage channels and water-resistant membrane help control water infiltration, and jointing details are once again paramount to a good installation. EIFS exteriors will require repainting or refinishing every 10 years.

- Rainscreen systems

The term "rainscreen" means different things to different people. AIA enclosure experts have weighed in on this discussion with these observations:

Rainscreen is the cladding layer that provides the first line of defense against water intrusion in a pressure-moderated assembly – a back-ventilated drained cavity wall assembly with the air cavity compartmentalized so air pressures between the exterior and air cavity are equal, controlling the force that causes water to move through an opening in the watershed layer.

Fiber-cement panels (FCPs)

Durable but methods of attachment and support are critical to longevity (panels are usually installed on wood battens or metal hat channels over a weather barrier on top of the sheathing material; the insulation to create the thermal barrier should occur over the sheathing). Appropriate flashing needs to be installed at every floor level which can detract from the overall appearance. Damaged panels are difficult to repair or replace.

High-pressure laminate panels (HCPs)

Performance depends upon method of attachment as well as proper air and water barriers. A dark-colored drainage plane sheet is necessary over the insulation in the drainage cavity to keep moisture from intruding into the insulation.

In recent years, construction enclosure experts have noted a shift from veneers to rainscreen systems. This change places more emphasis on the design, coordination, and construction of the back-up wall incorporating two-stage weather tightening with both air and vapor barriers.

Universe Cladding Solutions has been fabricating wall cladding panels for over 35 years. This firm is headquartered in Bridgeton, MO near St. Louis with plants also located in Edison, NJ and Las Vegas, NV. The company produces a wide range of products, including metal composite materials (MCM) such as Alupolic, Alucobond, Reynobond as well as Trespa Meteon phenolic resin panels. Universe also has developed a working relationship with Equitone fibre cement façade systems. Its mission statement highlights the firm's dedication to affording the best resource for transitioning manufacturer's sheet stock to exterior cladding on buildings with the ability to solve problems during

[\(cont'd on pg 4\)](#)

January Program Notes: "Exterior Cladding Alternatives for Buildings"

[*cont'd from pg 3*](#)

design and installation. Five specific examples entail customer service, design solutions to address attachment issues, industry experience with matchless technical guidance, embracing new technologies, expertise with specifications, code compliance, and testing standards.

Join members and guests to hear Universe Cladding Solutions' presentation on Tuesday, January 17, 2017, to kick off ASPE's programs for the new year. **Matt Ford**, Senior Vice President of Sales with Universe and **Erin Lindsay** with Equitone will be our speakers. The title of their address to our ASPE San Diego Chapter #4 group is "Estimating Rainscreen Systems" and will cover the following topics:

1. Rainscreen Basics and Equitone Fiber Cement
2. Takeoff of Rainscreen Panels
3. Impact of Wind Loads and Building Heights
4. Nesting/Optimization of Materials
5. How Components and Pieces Are Brought into the Summary Spreadsheet
6. Changing Systems (Concealed or Exposed Fasteners) for Voluntary Alternates
7. The Finished Quotation

Steve Schraibman CPE will also give a short talk on "Taking the Myth Out of Social Media."

Dinner Meeting Schedule: Registration – 5:15 PM
Announcements – 6:00 PM
Dinner Service – 6:15 PM
Choice of Tri-Tip Beef, Salmon, 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)

Dinner Meeting Sponsor: To Be Determined

Cost: Dinner Meeting – \$40.00 per person;
Students discounted rate of \$25.00 per person

[Click here](#) to make your reservation through  ... or go <http://evite.me/XhAzZ9dxSq>

Or contact Paul Chang at Sundt Construction to make your reservations.

Telephone: (619) 321-4822

Email: aspechapter4@outlook.com

Frank E. Young FCPE
ASPE San Diego Chapter #4 Programs Committee

Meet a Member of Your Chapter Board ...
Focus on DANIEL LUCKHARDT, CPE
Senior MEP Estimator
O'Connor Construction Management

Daniel Luckhardt has 30 years of experience within the field of construction cost estimating and construction management. He is passionate in understanding new technologies such as cost loaded models, net zero energy trends, and life cycle analytics. Daniel's professional experience primarily includes Pre-Construction Cost Estimating. As an experienced Senior Cost Estimator, specializing in the mechanical, electrical, plumbing (MEP), and utility infrastructure disciplines, Daniel understands managing project cost from conception through completion.



Daniel Luckhardt CPE

Daniel received his Bachelor of Science and his Master of Arts degrees in Industrial Education from Eastern Michigan University. His project experience includes commercial, industrial, manufacturing, biotech/pharmaceutical and cGMP facilities, healthcare, correctional facilities, higher education, transportation, federal, waste water treatment, domestic water transportation, and heavy civil.

Daniel Luckhardt is employed by O'Connor Construction Management, Incorporated, www.ocmi.com, as a Senior MEP Cost Estimator. O'Connor Construction Management, Inc. is a valued leader of quality management solutions for the built environment that takes ownership of their clients' needs, and values their resources as their own. O'Connor was founded in 1982 as a cost consultancy for owners and design professionals, with offices throughout Southern California, (Irvine, San Diego) and Northern California (San Francisco, Oakland), Las Vegas, and Washington, DC. Over the past 34 years, O'Connor CM has broadened its scope of services to excel at every aspect of program, project, and construction management. O'Connor is a California Disabled Veteran Business Enterprise (DVBE) and a Service-Disabled Veteran-Owned Small Business (OCMI, LLC).

Daniel has been an active member of the American Society of Professional Estimators (ASPE) since 1990 and he is a 'Certified Professional Estimator' (CPE). He is also a two-time recipient of the 'Albert L. Vallin Estimator of the Year Award' for the American Society of Profession Estimator's local Chapter #4. He is currently serving on the ASPE Board of Directors as 'First Vice President.' In addition, Daniel has been an active member of the Association for the Advancement of Cost Engineering International (AACEI).

Daniel is also an Adjunct Professor at the NewSchool of Architecture + Design (NSA+D), where he has taught the CM 202 'Construction Estimating' course since 2011. The NewSchool of Architecture + Design, located in downtown San Diego, offers undergraduate and graduate degrees in Architecture and Construction Management programs.

Daniel can be contacted at 858.342.8017 or dluckhardt@ocmi.com. ■

Pricing and Negotiating Change Orders Like a Pro

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

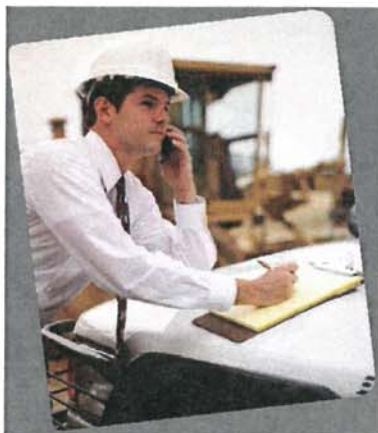
Updated & Revised

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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

Keystone

S E M I N A R

Presented by Keystone Retaining Wall Systems LLC

CONTRACTOR

By: Steve Klotz, Region Manager

This seminar will include the following topics:

- The Keystone System
- Introduction to new face and color options
- Installation Guidelines
- Applications



ENGINEER

By: Dan Tix, P.E., Engineered Structures Technical Manager

Explore Unique Applications with Structural Segmental Retaining Walls

- Segmental Retaining Wall design requirements in Low Impact Development applications
 - Bio-Retention/Bio-Swales areas
 - Vegetated Swales
 - Permeable Pavement Parking Lots with Segmental Retaining Wall Support
- Specialty Applications using Segmental Retaining Walls
 - Gravity Wall Applications
 - Water Applications

Date: Thursday, February 16, 2017

Check-in: 9:30 am
Seminar: 10:00-12:00pm

Thursday, February 16, 2017

12:00 pm
1:00-3:00pm

Location: Ramada Hotel
5550 Kearny Mesa Road
San Diego, CA 92111
(858)278-0800

Reg. Deadline: February 13th
Registration: \$20 Seminar Fee for 1 or both Sessions
Fill out and return the registration below by mail or email, to:
Craig Finch (cfinch@rcpblock.com)
RCP Block & Brick
8240 Broadway
Lemon Grove, CA 91945

Lunch will be provided for all seminar attendees after Contractor session.

CONTRACTOR Seminar
ENGINEER Seminar
BOTH Seminars
Lunch YES NO

RCP/Keystone Registration Form

I will attend the Feb. 16th Engineering Seminar and have included payment for the \$20 Registration fee:

Visa MasterCard Amex Check (payable to RCP Block & Brick)

Credit Card #: _____ Exp.: _____

CVV/CVC: _____ Signature: _____

Name (print): _____ Company: _____

Address: _____

Phone: _____ Email: _____

Winter 2017 Online Construction Classes Start January 16th

The following article contains information about online construction courses offered at San Diego State University and selected non-profit construction industry organizations. **Classes start January 16, 2017.** Registrations are currently being accepted by all providers.

Registration options for Winter Semester 2017 classes include:

- | | | | |
|-------|---|--------|--|
| * 101 | Introduction to Construction Estimating | * 202S | Oral and Written Communication (STP Unit 2) |
| * 102 | Essential Construction Math | * 204P | Contract Documents and Construction Law (STP Unit 4) |
| * 103 | Construction Blueprint Reading | * 205T | Planning and Scheduling (STP Unit 3) |
| * 105 | Estimating and Bidding 1 | * 305T | Building Green Buildings: The Contractor's Perspective |
| * 106 | Estimating and Bidding 2 | | |
| * 107 | Construction Materials and Practices | | |
| * 108 | Construction Equipment and Methods | | |
| * 114 | Estimating Civil and Site Work Construction | | |

101 INTRODUCTION TO CONSTRUCTION ESTIMATING (online)

Learn the basic principles of construction estimating. Topics to be studied include: organization of the estimate, types of estimates, elements of an estimate, quantity take-off techniques, pricing techniques, adjusting the estimate for a variety of variable factors, estimating labor, materials and equipment, and profit and overhead markups. Students will learn about the different types of estimates and how to organize an estimating document. This course will build a foundation of knowledge that the student will use while estimating virtually any individual trade or project type.

MORE ... http://www.constructionclasses.com/estcert/101_itce.htm

102 ESSENTIAL CONSTRUCTION MATH (online)

This class is intended to develop mathematical skills that can be applied to the construction trades through practice and application. This course is an introduction to other courses in construction. While this class is not a prerequisite for any other classes, it does provide a foundation for them.

MORE ... http://www.constructionclasses.com/estcert/102_math.htm

103 CONSTRUCTION BLUEPRINT READING (online)

Learn how to read architectural, structural, civil, mechanical and electrical blueprints. Students will practice looking up information and solving common construction problems by reading the blueprints. This course is designed to provide foundational knowledge and practice at reading blueprints.

MORE ... http://www.constructionclasses.com/blueprint/blueprint_syllabus.htm

105 ESTIMATING AND BIDDING 1 (online)

This course features hands-on estimating and quantity take-off activities associated with General Conditions, Earthwork, Site Work, Concrete and Masonry. By the end of this class, students should be able to estimate the cost of general conditions, prepare quantity take-off of excavation and backfill, prepare a quantity take-off of concrete and formwork, and use unit prices to price an estimate. MORE ... <http://www.constructionclasses.com/estcert/eb1.htm>

106 ESTIMATING AND BIDDING 2 (online)

This course features hands-on estimating and quantity take-off activities associated with Metals, Wood, Doors and Windows, Finishes, Electrical, and Mechanical Estimating. By the end of this class, students should be able to estimate the conceptual cost of structural metals, prepare quantity take-off and estimate of rough carpentry, prepare a quantity take-off of roofing and waterproofing, use unit prices to price doors and windows, prepare quantity take-off and estimate various finishes, prepare a quantity take-off and conceptual estimate of mechanical systems, and prepare a quantity take-off and conceptual estimate of electrical systems.

MORE ... <http://www.constructionclasses.com/estcert/eb2.htm>

(cont'd on pg 9)

107 CONSTRUCTION MATERIALS AND PRACTICES (online)

Learn about quality control procedures for various materials, material manufacturing processes, and the physical limitations of the materials being studied. The regulatory environment under which materials are manufactured and incorporated into new structures will be studied. MORE ... http://www.constructionclasses.com/estcert/107_mats.htm

108 CONSTRUCTION EQUIPMENT AND METHODS (online)

The purpose of this course is to give the student an overall understanding of construction equipment and selected construction methods. This includes selection, economy and productivity of common construction equipment and construction procedures for site development and industrial, heavy and civil construction. The course will introduce students to civil construction plans, determining earthwork quantities, equipment economics and utilization, equipment production rates, fundamentals of earthmoving and excavating, loading and hauling equipment.

MORE ... <http://www.constructionclasses.com/css/descriptions/108.htm>

114 ESTIMATING CIVIL AND SITE WORK CONSTRUCTION (online)

This course introduces students to estimating civil engineering, heavy construction projects, and site work construction projects. This course will cover reading and understanding civil construction plans, determining earthwork quantities, determining crew make-up, and fundamentals of estimating various civil and site work components. MORE ... <http://www.constructionclasses.com/css/descriptions/114.htm>

202S ORAL AND WRITTEN COMMUNICATIONS, STP 2 (online)

This course is designed to teach students how to become a more effective construction supervisor by becoming a more effective communicator. The skills learned within the course will be put to use right away!

MORE ... <http://www.constructionclasses.com/css/descriptions/202S.htm>

204P CONTRACT DOCUMENTS AND CONSTRUCTION LAW, STP 4 (online)

This course focuses on understanding the relationship between contract documents and the construction process. Students will explore contractual relationships, legal roles and responsibilities, contract types, legal issues including regulatory issues, liens, bonds, insurance, general conditions, and how standardized forms are used. Students will also study legal issues that often result in construction disputes including differing site conditions, time and schedule impacts, change orders and changed conditions. Students will also learn contract dispute resolution including negotiations, alternative dispute resolutions, and litigation of disputes.

MORE ... <http://www.constructionclasses.com/css/descriptions/204P.htm>

205T PLANNING AND SCHEDULING, STP 5 (online)

Students will learn how to plan, prepare and update construction project schedules in this course. Construction planning will be studied, as well as practice on preparing a project plan. Through the use of case studies, students will learn how to define construction activities, determine activity duration, and assemble the activities into a logical construction schedule. Students will also learn to create and use bar charts and critical path schedules.

MORE ... <http://www.constructionclasses.com/css/descriptions/205T.htm>

305 BUILDING GREEN BUILDINGS: THE CONTRACTOR'S PERSPECTIVE

This course will provide construction professionals with information that will help them to effectively bid, contract, build and close out green building projects. http://www.constructionclasses.com/pm/305_greenconst.htm

To learn more about online **CERTIFICATE PROGRAMS**, go to:

http://www.constructionclasses.com/certificate_programs.htm

QUESTIONS? Send an email to Lisa Thibodeaux at Lisa@ConstructionClasses.com or visit the Frequently Asked Questions page at http://www.constructionclasses.com/faq_potential.htm. ■

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, January 17, 2017 (5:15 PM Registration)**

ASPE San Diego Monthly Dinner Meeting

Program: Estimating Rainscreen Systems
Speakers: Matt Ford
Senior Vice President of Sales
 Universe Cladding Solutions
 Erin Lindsay
 Equitone fibre cement façade systems
In-House Speaker: Steve Schraibman, CPE
 Arcor, Inc.
Location: Riverwalk Golf Club
 1150 Fashion Valley Rd, San Diego

♦ **Tuesday, January 24, 2017 (5:30-7:30 PM)**

ASPE San Diego Board of Directors' Meeting

Location: *To be determined*

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

ASPE San Diego Monthly Dinner Meeting

Tentative Program: Estimating Challenges with DDC Controls for MEP Systems
Speaker: *To be determined*
In-House Speaker: *To be determined*
Location: Riverwalk Golf Club
 1150 Fashion Valley Rd, San Diego

♦ **Tuesday, February 28, 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/reg. form](#)
 and [agenda](#)

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

ASPE San Diego Monthly Dinner Meeting

Tentative Program: Ethics Program:
 How Market Conditions Impact the Professional Estimator
Speaker: *To be determined*
In-House Speaker: *To be determined*
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*

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>



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

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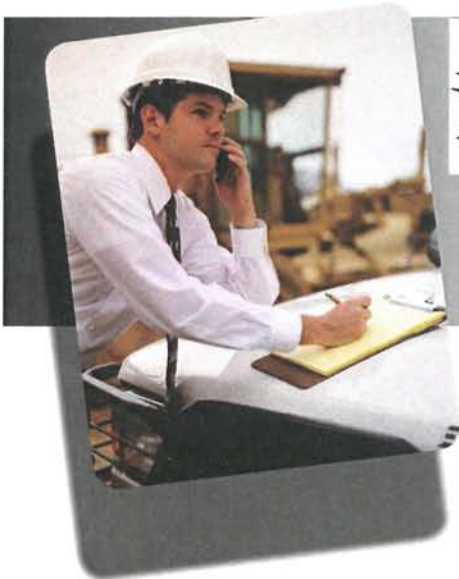
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- Why Construction = Business
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- Pre-Planning for Differing Site Conditions
- The Importance of Submittals & Shop Drawings
- Why Approval of Your Submittal Doesn’t Let You Off the Hook
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- Planning for Dispute Resolution

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- What is the Role of the Construction Manager vs. Project Manager?
- Traits of a Great Project Manager
- One Simple Rule to Solve Problems Easily
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- The Nine Building Blocks to Project Success
- How to Conduct Great Meetings
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- FAT Reduction Diet
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- Advantages of Great Documentation
- Types of Documentation Required
- Sample Documentation Forms

3. How to Win the Fight: Change Orders and Claims

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- **The Importance of Understanding the Change Order Process**
- **Sources and Types of Change Orders and Claims**
- **Difference between Bi-lateral and Uni-lateral Change Orders**
- **When NOT to Sign a Change Order**
- **When should you do Extra Work for Free?**
- **What is a Request for Equitable Adjustment (REA)?**
- **How you should Prepare an REA?**
- **The Five Elements of an REA or a Claim**
- **Proving Entitlement (Merit)**
- **Proving Quantum (Costs)**
- **How to avoid the False Claim pitfalls?**
- **How to Win Conflicts & Omissions in Plans & Specs every time**
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- **How to Calculate Field Extended Overhead**
- **How to Calculate Home Office Extended Overhead**

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- **Bar Charts**
- **Pitfalls of a “CHEAP” Bar Chart**
- **CSI Masterformat – the 16 Divisions**
- **Work Breakdown Structure**
- **“CYA” : Smart Subs Submit Self-Serving Schedules**
- **How to Coordinate between Trades and the GC**
- **When is an Activity Critical?**
- **How the Critical Path can Change Overnight**
- **How to Choose Scheduling Software**
- **Checklist of Steps to Preparing a Sound CPM Schedule**
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- **How to Use Two-Week Look-Ahead Schedules**
- **The Dangers of Using Two-Week Look-Aheads**
- **Why an updated CPM is your Crystal Ball**
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- **Scheduling Tips & Tricks**
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- **Using Fragnets to Show Delays**

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.