



# JUNE 2020

## ASPE CORE VALUES

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EDUCATION

FELLOWSHIP

PROFESSIONALISM

# MESSAGE FROM THE PRESIDENT

Dear Friends and Members,

In the face of the corona-virus pandemic, our Board of Directors continue to rise to meet the challenges imposed by the COVID-19 virus. With each day that brings a new set of circumstances and challenges, our team is working together to find rapid solutions to keep our chapter safe and operating.



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

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

A handwritten signature in blue ink that reads "Paul M. Chang, CPE".

Paul M. Chang, CPE



# PROGRAM ARTICLE



5-Star Hotel

Expanded Dock Space for boats of all sizes, including 450 ft. mega yachts

Micro-Hotel

Hostel

Urban beach

Outdoor gym

Park

Market

and more!

## **1HWY1 plans on dividing up the 70-acre space as follows:**

276,000 sf for retail and restaurants is downsized from the current 400,000 sf retail space

1,933 hotel rooms dispersed across six different hotel brands

150,000 sf office space

2,200 parking spaces

14,000 lf of waterside dockage

Slip space is projected to increase from 164 slips to 196 slips

Fish processing plant projected 25,000 sf

Veterans museum 75,000 sf

Education/Learning Center 75,000 sf

Aquarium + Butterfly Exhibit 192,050 sf

Observation tower 80,000 sf extending 500 ft into San Diego's skyline

Open space will cover over 70% of the program space

## **1HWY1's Master Plan**

1HWY1 is the developer for the program and consists of Protea, managing partner, RCI Group, a waterfront developer, US ThrillRides, in charge of the Spire, OdySea out of Scottsdale, AZ in charge of the aquarium, and AECOM, a global engineering and design firm. The design team includes BIG, Bjarke Ingles Group, a Denmark-based architectural firm featuring architect Bjarke Ingels.

The mixed-use land and water development program is unprecedented. "Nothing like this has been done before in San Diego, but we feel good about the progress thus far and we're looking forward to all that's ahead," said Yehudi Gaffen, CEO of Gafcon, Inc. and Protea Waterfront.

The Port of San Diego is also pleased with progress over three years since it first accepted Gafcon's proposal in 2016. Port Commissioner Dan Malcolm said, "The project components were bold, creative, compelling, iconic, dynamic and well thought out."

## MEET THE MEMBERS OF YOUR CHAPTER

**Ryan Swenson** joined Simpson Strong-Tie in 2006 as a Retail Specialist tasked mainly with setting up new retail locations and assisting and the National Accounts Manager at the Stockton location. He transitioned into the Dealer Sales position covering lumberyards in the East Bay following Highway 101 North to Oregon.

In 2011, Ryan took over the role of Territory Manager of the Northern Nevada and Lake Tahoe area. In October of 2018, Ryan relocated to San Diego as the Territory Manager.

Ryan is very active in the building community and is an active member of many trade associations. Ryan enjoys every aspect of his job, especially working with Engineers, Building Department and getting out of the Job sites.



Ryan Swenson, Board of Director, StrongTie



KC Poissot, Board of Director, Southland Electric

**KC Poissot** grew up and finished high school in Portland, OR. Shortly after high school, he joined the Marine Corps and became a 7242 Air Support Operator. KC spent a couple years in Okinawa, Japan and participated in Desert Storm.

After serving five years in the Marine Corps, he had a brief stint as a carpet cleaner and not long after joined the Electricians Union IBEW, L.U.569, card carrying member since 1997. After completing the apprenticeship program in 2002, K.C. soon became a foreman for the Birney Elementary School Prop M project. Two years later, K.C. became a General Foreman and ran the Lincoln High School rebuild. In 2007, K.C. was promoted to a Project Manager, where he spent many years in this position with a couple of different companies. After nine years as a PM, KC took a position as an Estimator. His many years of experience at all levels of electrical construction landed K.C. the position of Chief Estimator for Southland Electric Inc.

K.C. became a member of ASPE to gain further collaborative knowledge from other estimators. In his free time, K.C. enjoys farming exotic peppers and making dried hot pepper flakes. He takes pride in having remodeled two homes in the past and most recently building a custom outdoor kitchen with concrete countertops and all the bells and whistles. Needless to say, you will find KC grilling nearly every weekend. He has been married for 25 years to his wife Charleene, who works as a Director of Sales & Marketing at a hotel. Together they love to travel and consider themselves foodies.



## SPOTLIGHT ON MEMBER'S FIRMS



**United Site Services** is the nation's leader in the portable toilet and temporary fence rental services. With more than 90 locations coast to coast and the largest fleet of portable sanitation equipment, it is no wonder why United Site Services is trusted by more top industry professionals than any other temporary site service provider. Our wide selection of solutions, products, and our fast, courteous customer service provides peace of mind during all phases of your project or event.

**Herc Rentals Inc.** is a premier, full-service equipment rental firm - providing their customers the equipment, services and solutions they need to achieve optimal performance safely, efficiently, and effectively.

With more than 50 years of equipment rental expertise, approximately 4,800 employees and approximately 275 company-operated locations primarily in the United States and Canada, Herc Rentals serves a broad range of customer markets, including large and small companies in construction; industrial customers such as large industrial manufacturing plants, refineries and petrochemical operations; and other customers such as governmental entities and government contractors, disaster recovery and remediation firms, infrastructure, railroads, utility operators, individual homeowners, entertainment production companies, agricultural produces, special event management and facility management firms.

A pioneer of the equipment rental industry, Herc Rentals continues to evolve and grow through technological innovations, expanded product offerings and value-added services and consultative solutions to support its customer's projects.



# ASK A CPE: Q&A



Dan Kilcoyne, First VP, California Sheet Metal

## **When did you complete the CPE certification?**

I completed my certification in September 2018.

## **What made you pursue CPE certification?**

I wanted to take more seriously my proficiency within Estimating. The certification process gave me the opportunity to demonstrate current competencies, and was also invaluable in revealing where I needed further development.

## **What would you say the benefits are of having the CPE certification?**

Regardless of where I work, it seemed fitting to have independent recognition of my standing within the Estimating Community. In return for the effort, certification has afforded me confidence in my current position and optimism in my career moving forward.

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

I would say anyone who has chosen Estimating as their career should strongly consider going through the CPE process. While challenging, even those with numerous other obligations can successfully achieve certification. Many within ASPE are available to help you through the process as well.

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

In April 2018 I started the CPE certification process. Maintaining a balance with family life, career responsibilities, and certification studies extended the completion until September 2018. Through the help of several fellow ASPE members, I was able to write an accepted Technical Paper, and pass the General Knowledge and Discipline Specific exams. I can honestly say that going through the certification process was well worth the result.



# BECOME A NEWSLETTER SPONSOR

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## **CORPORATE SPONSOR—\$600/yr.**

Includes following benefits:

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

## **AFFILIATE SPONSOR—\$300/yr.**

Includes following benefits:

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

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

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

## **FOR MORE INFO—CONTACT**

Treasurer: FRANK YOUNG FCPE Cell 619.980.4025

[pancho77@twc.com](mailto:pancho77@twc.com)

## BOARD OF DIRECTORS: ASPE CHAPTER 4



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# ANNOUNCEMENTS

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## WELCOME TO OUR NEW MEMBERS!

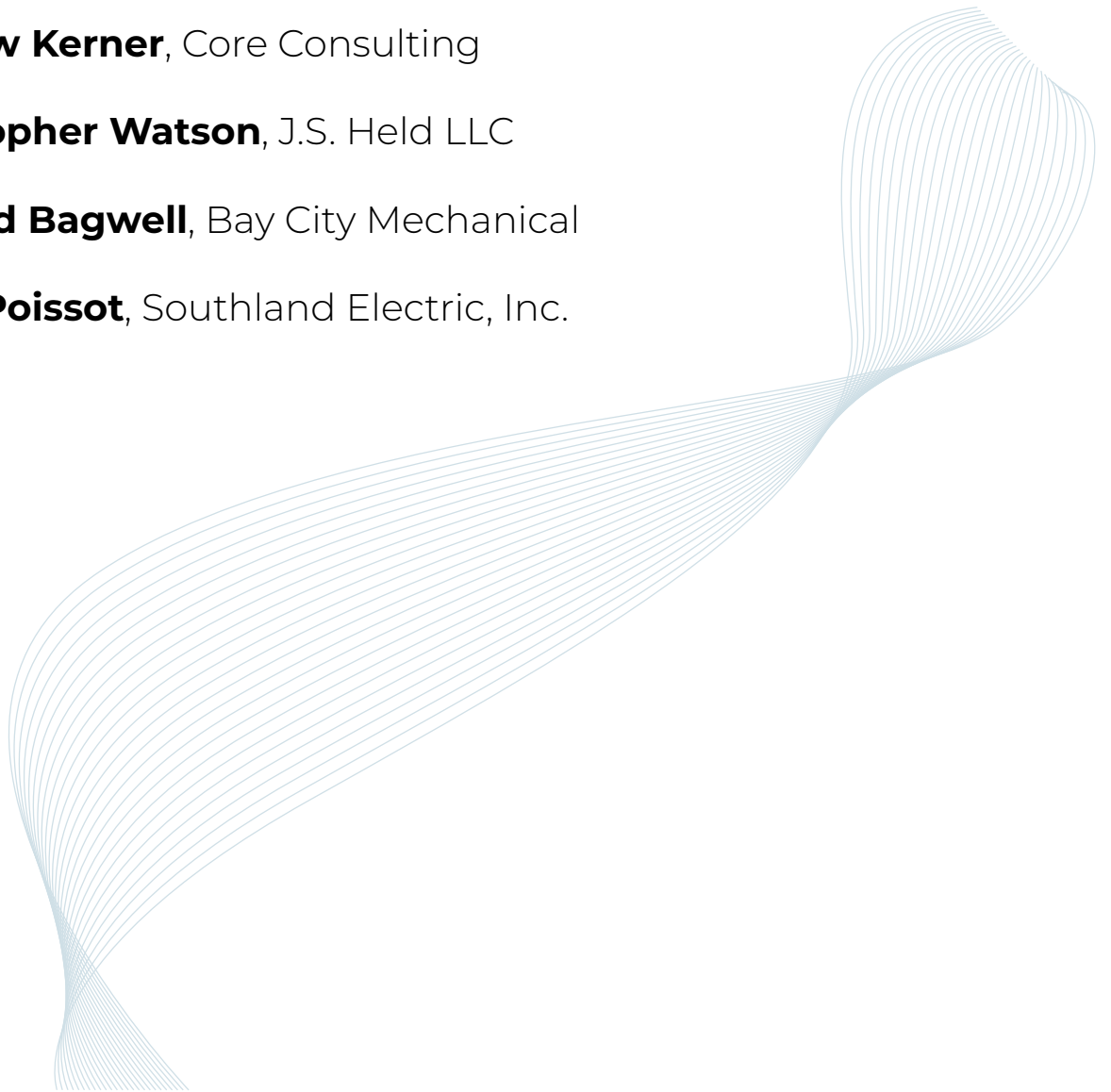
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# 3 Steps to Annual Renewal

## Step 1 = PDUs

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

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

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

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

## Step 2 = Application

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

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

## Step 3 = Fees

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

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



Certification Cycle = January 1 – December 31





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

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

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

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

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



**AMERICAN SOCIETY  
OF PROFESSIONAL  
ESTIMATORS**

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



## Search for quality candidates on ASPE Career Center

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

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

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



**AMERICAN SOCIETY  
OF PROFESSIONAL  
ESTIMATORS**





## Certificate Programs + Online Classes

### *Certificate Programs*

Construction Estimating

Civil Sitework Construction

Construction Supervision - Civil Sitework

Construction Supervision

Construction Practices

Construction Project Management

Construction Supervision - Building

### *Self-Paced Courses*

101 Introduction to Construction Estimating

102 Essential Construction Math

### *Instructor-Guided Courses*

103 Construction Blueprint Reading

201S Leadership + Motivation

105 Estimating + Bidding 1

202 Oral + Written Communication Skills

106 Estimating + Bidding 2

203P Problem Solving + Risk Management

107 Construction Materials + Processes

204 Contract Documents + Construction

108 Construction Equipment + Methods

205T Planning + Scheduling

109 Practical Applications of Civil Sitework

206T Construction Productivity + Cost Management

110 Civil Blueprint Reading + Materials

305 Building Green Buildings

114 Estimating Civil + Sitework Construction

308 Construction Project Management

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

*Visit ...*

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

for the following Class Information

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

Assistance is available by contacting

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

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

# Top 10 Reasons to Join ASPE

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

1

## Career Enhancement

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

## Networking Opportunities

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

## aspenational.org

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

3

4

## Publications

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

5

## Member Discounts

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

6

## Education

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

7

## Standards

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

## Certification

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

8

9

## Leadership Development

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

## Accomplishment

10

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



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

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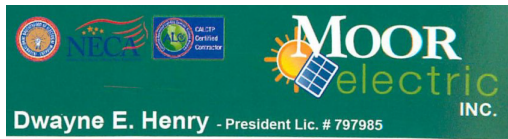


**Balfour Beatty**

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# ASPE CORE VALUES

## EDUCATION:

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

## PROFESSIONALISM:

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

## FELLOWSHIP:

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



ASPE CHAPTER 4

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