



S.D. Mator

March 2015

Volume 13, Issue 8

ETHICS MEETING: "Ethical Decision-Making in Business"

DATE: TUESDAY, MARCH 17, 2015
TIME: 5:00 PM—Registration & Social Hour
5:45 PM—Announcements, Pledge of Allegiance, Self-Introductions
6:00 PM—Dinner Service Begins
7:00 PM—Program

PROGRAM:
"ETHICAL DECISION-MAKING IN BUSINESS"

PRESENTER:
Dr. Wendy Patrick
San Diego County Deputy District Attorney and Faculty Member
SDSU College of Business Administration

IN-HOUSE TALK:
"HOW THE ASPE CANONS CAN AFFECT DECISION-MAKING"
John W. Heusner CPE—CRB Builders

DINNER MEETING VENUE:
Sheraton La Jolla Hotel
Torrey Room (2nd floor)
3299 Holiday Court, La Jolla
[CLICK HERE FOR DIRECTIONS](#)

COST: \$40 per person
\$25 for full-time students
Cancellations must be received by NOON on Monday, March 16th or no shows will be billed accordingly.
[Click here for Dinner Mtg Reservation Policy](#)

RSVP: Meredith Stumpo
Turner Construction Co.
858.217.0756; mstumpo@tcco.com

Make your **ENTRÉE CHOICE** when reserving:
Chicken Madeira, Flat Iron Steak, Pasta Primavera

March Program Notes: Ethical Decision-Making in Business

In general terms, ethics might be described as moral principles, shaped by social norms, cultural practices, or religious beliefs, that guide one's behavior. Ethical decision-making can then be expressed as the process of assessing the moral implications in following any course of action. All decisions have an ethical or moral aspect because those actions produce an effect on others. Leaders and top management principals need to embrace their own ethical and moral beliefs in drawing upon that reservoir of past experience and reasoning when faced with making difficult decisions. Most ethical decisions do not necessarily have a right or wrong answer, but fall in a gray area where clear-cut or obvious choices cannot be determined through careful analysis or consideration of available information. This process

(cont'd on pg. 3)

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Meeting at a Glance



For our February meeting, we had what proved to be an outstanding presentation given by **Kurt Hindman of Flatiron Construction**. He touched on various subjects encompassing the Role of an Estimator and the Elements of an Estimate, ranging from the Take-off stage to Bid Day Activities. For our in-house speaker, we had **Tim Lackey with Trinity Grading**. Tim gave a short talk on his company's approach to operations and estimating. We would like to thank both Kurt and Tim for sharing with us.



Michael Moyers, CPE

We also welcomed approximately 11 students from the NewSchool of Architecture & Design. George Welch of NSAD also announced that their team that went to the ASCE Reno Competition came away with First Place in the Design Build Competition. Congratulations to NewSchool and all those who participated!

Membership Status: As of the most recent Chapter Roster issued March 2015 by SBO (Society Business Office), we have a total of 64 members. Currently we have 22 members who are CPEs 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.

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 to the National Website at <http://www.aspenational.org> under the Certification tab.

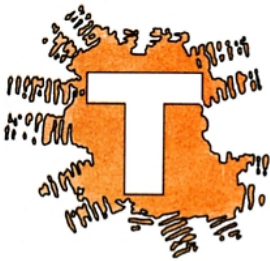
New Members: This month we would like to welcome **Patrick Templeton of Cumming**.

Upcoming Events:

- A. For March 2015, we have what should prove to be a very exciting program. Speaking is Dr. Wendy Patrick, San Diego County Deputy District Attorney and Faculty Member at SDSU. She will be giving a talk entitled "Ethical Decision-Making in Business." This newsletter issue's [Program Article](#) has all the details.
- B. Our next Board of Directors Meeting will be Tuesday, March 24, 2015. Details to follow.
- C. On April 2015, we are planning a site tour and presentation of the Altman Clinical and Translation Research Institute at UCSD. Details to follow.
- D. For our May meeting, we have Vince Hundley of Smart Safety Group giving a presentation on "Safety is Everyone's Concern."
- E. The next National Convention and Estimator Summit will be held in San Diego on June 24-28, 2015.

For those of you who have thought about 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.

Michael D. Moyers, CPE
Best Interiors, Inc.
President
ASPE San Diego Chapter #4



Tim Lackey
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values to forecast the consequences of one's actions. Often those decisions end up with choosing between the good and better vs. the bad and worse consequence; a morally right action usually produces a good outcome that benefits all parties. The process also encompasses options as to which stakeholders should be involved and how the final decision should be reached by the group. Consensus in their thinking demonstrates that the preferred choice is consistent with the organization's ethical values.

Ethical business practices assure your clients and customers that the highest legal and moral standards are constantly and consistently pursued in maintaining good relationships with the business community. Taking shortcuts to earn additional profits at the risk of losing clients or customers can render disastrous results for your business. One's reputation for making ethical decisions will build trust among business associates (contractors, subcontractors, suppliers). Top management principals become role models for their employees. Their behavior will be observed and measured on a daily basis, and can set the tone for the overall demeanor and perception of how the company elects to do its business. Ethical behavior comes down to making good business decisions based upon an established "Code of Conduct" or "Code of Ethics." Such protocols serve as a framework for decision-making by management as well as their employees. Membership in the American Society of Professional Estimators envisions that its members will not only abide by, but also profess compliance with those Canons. Applying our Code of Ethics to situations encountered in the marketplace helps establish an ethical business image for the individual as well as their firm.

UCSD Faculty and Staff have been provided the following 7-step path conceived by the Josephson Institute of Ethics to consider when making ethical distinctions between competing options:

- **Stop and think** – concept prevents rash decisions and prepares people for more thoughtful insight.
- **Clarify goals** – quick decisions tend to fulfill immediate needs but fail to properly assess long-term objectives or outcomes.
- **Determine facts** – do you have adequate information to support an intelligent decision, and have you considered the reliability and credibility of individuals providing those facts?
- **Develop options** – make a list of actions to accomplish goals; talk to a colleague to help broaden your perspective and gain their input.
- **Consider consequences** – do any of your options violate core ethical values; identify who will be affected by the decision and how that decision may impact them personally.
- **Choose** – make the decision; if you have difficulty with selecting the right option, talk to people you respect and think about the "Golden Rule" as it applies to your circumstances.
- **Monitor and modify** – if the decision does not produce the intended results, re-assess the situation and perhaps come up with a better decision.



Dr. Wendy Patrick

San Diego Chapter #4 is delighted that **Dr. Wendy Patrick** accepted our invitation to address our members and guests for the upcoming Ethics Program on Tuesday, March 17, 2015. As a San Diego County Deputy District Attorney in the Special Operations Division, she handles cases involving sensitive issues, including threat assessment. Dr. Patrick has been recognized by her peers as one of the top ten criminal attorneys in San Diego, and has served as past Chair and Advisor of the California State Bar's Standing Committee on Professional Responsibility and Conduct (Ethics Committee) and as past Chair of the local Bar Association's Legal Ethics Committee. She has been featured on CNN Anderson Cooper, FOX News and FOX Business, and HLN Nancy Grace. Her education experience includes a position as faculty member at San Diego State University where she teaches business ethics in the Management Department of the College of Business Administration at both undergraduate and graduate levels. Her PowerPoint will cover the following topics:

- Greed is Good: The Dark Side of Ambition
- Words Matter: Articulating the Literal Tone at the Top
- Ethical Concerns "Atlas Shrugged Off": Contemporary Objectivism
- Boardroom Eyes: The Seduction of Shareholder Orientation

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

We are truly honored to have Dr. Patrick speak to our group and look forward to her presentation. After Dr. Patrick's address, we will hear from John W. Heusner CPE on "How the ASPE Canons Can Affect Ethical Decision-Making."

Schedule of Activities for the Tuesday, March 17th dinner meeting:

- ▶ Registration and Social Hour from 5:00 PM to 5:45 PM
- ▶ Chapter Announcements, including Pledge of Allegiance and Self-Introductions, from 5:45 PM to 6:00 PM
- ▶ Dinner Service at 6:00 PM
- ▶ Program will commence at 7:00 PM

The Officers and Directors hope that this new format will help expedite the proceedings and enable an earlier adjournment of the dinner meeting.

The Sheraton La Jolla Hotel will again serve as the venue for our March gathering. The hotel is located at 3299 Holiday Court in La Jolla, and we will be in the Torrey Room on the 2nd Floor. The most convenient parking can be found in an adjacent lot on the north side of the main building. See [attached map](#) showing this parking area just south of La Jolla Village Dr., west of I-5, and east of Villa La Jolla Dr. (enter through the back side of the Mobil service station located at the southeast corner of La Jolla Village Dr. and Villa La Jolla Dr.). Attendees will have their choice of Chicken Madeira, Flat Iron Steak, or Pasta Primavera at a cost of \$40.00 per person and \$25.00 per student.

Plan to join us on Tuesday, March 17th for our Chapter's annual discussion of ethics in the workplace. Invite members of your management team and other colleagues in the construction industry. Contact Meredith Stumpo with Turner Construction Co. to make your reservation today.

Telephone: (858) 217-0756 Email: mstumpo@tcco.com

Frank E. Young, FCPE

*Programs Committee Chair
ASPE San Diego Chapter #4*

Meet the Members of Your Chapter Board ... Focus on DAVID LUHM, E Sr Project Manager—Alpha Mechanical Inc.



David Luhm, E

David Luhm has been fortunate enough to be a part of the Plumbing and Mechanical contracting world for 38 years, serving and completing a 5-year apprenticeship, earning him multiple licenses and accreditations, shortly thereafter moving into Project Management and then on to Estimating. David's many years of experience have allowed him to be involved in very diversified, interesting, and exciting variations of projects that range from the multi-family residential side (condominiums, townhomes, apartments and dormitories), to the industrial side (paper mills, oil refineries, taconite facilities, oil/gas pipelines, acid plants, waste water treatment facilities, EPA labs and aircraft manufacturing facilities). From the healthcare side (hospitals, medical clinics, dental clinics, elderly-assisted living facilities), to the commercial side (city, county and airport vehicle maintenance facilities, detention facilities-federal-state and private, courthouses/district heating and cooling infrastructure and systems and office buildings, education and higher education facilities-K-12/Junior colleges and state colleges), to the military (Air National Guard, armory and Marine bases).

[\(cont'd on pg 5\)](#)

How Do the ASPE Canons Affect Ethical Decision-Making?

by John Wayne Heusner, CPE
Senior Estimator, CRB Builders



John Heusner CPE

The ASPE Canons are simply statements that help us define ethical behavior as an estimator. Really straightforward stuff conceptually; however, not so easy to abide in the real world of the competitive marketplace. There is an excellent article in the March issue of *Estimating Today*. You are encouraged to read it. Twice. Once for content and once for absorption. The definition of Ethics repeated here from the *Estimating Today* article: "Ethics are the rules and standards governing the conduct of a person or the conduct of the members of a profession ... distinguishing between virtuous and non-virtuous characteristics and conduct."

It is pretty easy to pontificate about not Bid Shopping (requesting a lowered quote), Bid Peddling (offering to lower your price after the bid date and time), or Bid Rigging (collusion to coordinate bids with or between perceived competitors sometimes referred to as complimentary bids); however, economic realities make them tempting schemes when trying to get work. As members of the American Society of Professional Estimators, we are pledged

not to engage in these practices. Many discussions about what we should do if our employer directs us to engage in one or all of these practices. Ultimately they all end with a job search.

Also many clients see nothing wrong with requesting "Best and Final" offers. Within the past month we have had two occasions in my office where we were afforded the opportunity to lower our bid after the Bid Date and Time. In the one instance, we discovered that every one of our competitors received the same phone call from the owner telling each of us that we were the "preferred" contractor; however, we needed to get our number down. In the other instance, we simply declined to adjust our number.

If we can't make money, then we don't need the job. If a competitor can do it cheaper, then we need to figure out how they are doing it so we can make business decisions as to whether we want to pursue similar work. For example, we were advised that our competition is taking work with 1% fee. We don't want work with 1% fee. Let them have it. They will soon be out of business.

I am reminded of the approach used by a longtime friend and supporter of ASPE, now deceased, Larry Kian, former owner of Diversified Wall Covering. When he received these calls, he would submit a revised bid raising his price. He was fortunate often to be the only approved bidder for his product, so General Contractors soon learned not to attempt to squeeze Larry or they would find themselves with a loss on that line item in their budget.

We say it is difficult always to be ethical; however, it is really easy. JUST DO IT. ■

Meet Chapter Board Member, David Luhm

[*cont'd from pg 4*](#)

David has been a proud member of the ASPE San Diego Chapter #4 since 2012. He joined while he was the Senior Estimator for California Comfort Systems, providing estimates for hard bids as well as budget/design build estimates. He is currently employed as a Senior Project Manager for Alpha Mechanical Inc. and currently managing projects at ViaSat in Carlsbad, MV22 Double Hangar at Camp Pendleton, a center for the arts at Chapman College-Orange CA, and the new Blue Sky, residential high-rise downtown San Diego. He also enjoys occasional involvement with the Estimating team at Alpha as well.

David is a resident of the Coachella Valley (Palms Springs/Indio area) where he lives with his wife Maureen, a holistic dog groomer, where they both spend their free time enjoying the beautiful desert, all it has to offer and some great meals created by (Chef) David. David has two sons Ryan and Tanner (Wisconsin/Minnesota), as well as two stepsons Cory and Dana (North Carolina). ■

ASK A CPE
by John Wayne Heusner, CPE
Senior Estimator, CRB Builders



John Heusner CPE

As the deadline for this certification cycle came and went, I was asked on several occasions, "How many people are entering the program?" I am pleased to report that seven estimators have been accepted into the Certified Professional Estimators Certification program. They are **Alton Sabaut, Wrey Farrales, James Yu, Chris Wilson, Greg Ratzlaf, Ashok Patel** and **Jenna Swiecki**. All are currently employed by Cumming in their San Diego office. They have all selected their papers' topic and are currently preparing their papers. They are scheduled to take tests in July as they complete their papers and are ready for their tests. The General Estimating Knowledge (GEK) test is a four-hour test and the Discipline Specific test is an eight-hour test.

We congratulate these candidates and look forward to their completion of the program and Certification. ■

Meet the New Members of Your Chapter ...
Focus on DAYNA DEGUZMAN, E
Cost Manager—Cumming



Dayna DeGuzman, E

Dayna de Guzman, a San Diego native, was born and raised in Imperial Beach. She went to Mar Vista High and upon her graduation she attended San Diego City Community College. After two years, she received her A.S. in Mathematics and transferred to San Diego State University (SDSU). Dayna was accepted into the College of Engineering where she studied Civil Engineering. During her time at SDSU, Dayna served as President of Chi Epsilon, a Civil Engineering Honor Society, and was a founding member of Alpha Omega Epsilon, an Engineering & Science Sorority. She also held various chair positions with the American Society of Civil Engineers.

During her junior year at SDSU, Dayna took the Engineering in Training exam and passed. She studied abroad in Panama for her last semester where she focused on Foundations and Non-Linear Structural Analysis.

In 2012, Dayna received her B.S. in Civil Engineering and began to pursue her career in Construction. Her career began as a Cost Estimator for Whillock Contracting, Inc. Currently, Dayna is continuing her career as a Cost Manager with Cumming in the San Diego office. Dayna remains active in Chi Epsilon as President of the San Diego Alumni Association and is an active Alumni member of Alpha Omega Epsilon. During her free time, Dayna enjoys hiking, paddle boarding, biking and visiting San Diego's beaches with family and friends. Dayna still resides near Imperial Beach and lives with her two yorkies (Maggie & Gizmo).

On behalf of ASPE San Diego Chapter 4 Board and membership, Dayna, we welcome you as a new member and look forward to your participation in the Chapter.

Michael D. Moyers, CPE
 Best Interiors, Inc.
President/Membership Chair
ASPE San Diego Chapter #4

Todd Caha, CPE
Senior Estimating Manager

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ASPE San Diego Chapter #4 Scholarships

by Dan Luckhardt, CPE

Senior Estimator, Balfour Beatty

On behalf of The American Society of Professional Estimators Scholarship Committee, I am pleased to announce the acceptance period for the '2015 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 me, Daniel Luckhardt, Scholarship Committee Chairman, by e-mail or phone.

Recommendations to applicants:

- ✓ **Submission deadline: Friday, May 15, 2015.** 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 a 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

Balfour Beatty Construction

Scholarship Award Committee Chairman

ASPE San Diego Chapter #4

dluckhardt@balfourbeattyus.com

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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, March 3, 2015 — 5:30 PM**
(POSTPONED FROM FEBRUARY 24TH.)
ASPE San Diego Board of Directors Meeting
Location: Balfour Beatty Construction
10061 Treena Ct, Ste 300, San Diego

- ◆ **Tuesday, March 17, 2015 — 5:00 PM Registration**
ASPE San Diego General Membership Dinner Meeting
Program: Ethics Meeting:
"Ethical Decision-Making in Business"
Principal Speaker: Dr. Wendy Patrick
San Diego County Deputy District Attorney
Faculty Member - San Diego State University,
College of Business Administration
In-House Speaker: John Wayne Heusner, CPE
CRB Builders
Dinner Venue: Sheraton La Jolla Hotel
3299 Holiday Court, La Jolla

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

- ◆ **Tuesday, April 21, 2015 — 5:00 PM Registration**
ASPE San Diego General Membership Dinner Meeting
Tentative Program: Site Tour and Presentation of
Altman Clinical & Translational
Research Institute at UCSD La Jolla
Hosts: Rudolph & Sletten, Inc.
Tentative Dinner Venue: Sheraton La Jolla Hotel
3299 Holiday Court, La Jolla

- ◆ **Tuesday, April 28, 2015 — 5:30 PM**
ASPE San Diego Board of Directors' Meeting
Location: To be determined

- ◆ **Friday, May 15, 2015 — 7:00 AM to 4:30 PM**
ASPE San Diego Estimating Seminar
Location: National University Technology
& Health Sciences Center
3678 Aero Court, San Diego (Kearny Mesa)

- ◆ **Tuesday, May 19, 2015 — 5:00 PM Registration**
ASPE San Diego General Membership Dinner Meeting
Program: Safety Is Everyone's Concern
Principal Speaker: Vince Hundley, President & CEO
SMART Safety Group
In-House Speakers: Paul Chang and Paul Sprecco
Sundt Construction
Location: To be determined

- ◆ **Tuesday, May 26, 2015 — 5:30 PM**
ASPE San Diego General Membership Dinner Meeting
Location: To be determined

- ◆ **Friday, June 5, 2015 — 1:00 PM to 4:30 PM**
ASPE San Diego Bid Day Simulation
Location: National University Technology
& Health Sciences Center
3678 Aero Court, San Diego (Kearny Mesa)

- ◆ **Tuesday, June 16, 2015 — 5:00 PM Registration**
ASPE San Diego General Membership Dinner Meeting
Tentative Program: Site Tour & Presentation for Kaiser
Permanente Hospital in Kearny Mesa
(Southeast Corner of Clairemont Mesa Blvd
and Ruffin Rd, San Diego)
Hosts: Kaiser Construction/
Hensel Phelps Construction
Dinner Venue: To be determined
Location: To be determined

- ◆ **Tuesday, June 23, 2015 — 5:30 PM**
ASPE San Diego Board of Directors' Meeting
Location: To be determined

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GET INVOLVED IN YOUR LOCAL CHAPTER !!!



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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

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2014-2015 Chapter Board of Directors

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American Society of Professional Estimators

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Register Today!

For the Tuesday, March 17, 2015
ASPE San Diego Chapter #4
Dinner Meeting ...

ETHICS MEETING:

"Ethical Decision-Making in Business"

CONTACT US

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127 N. Westwind Drive
El Cajon, CA 92020-2955

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Email: info@aspechapter4.org

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

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

**2015
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 15, 2015

Mail to:

ASPE San Diego Chapter #4 Scholarship Committee
c/o Dan Luckhardt CPE or Frank E. Young FCPE
Balfour Beatty Construction
10620 Treena Street, Suite 300
San Diego, California 92131-2433

If you have questions, please contact:

ASPE San Diego Chapter #4 Scholarship Committee
Daniel Luckhardt
dluckhardt@balfourbeattyus.com or (619) 633.8925



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 15, 2015**.
 - 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 21, 2015 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 5, 2015.
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.



2015 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: _____

Area of concentration: _____

Degree anticipated: _____

ASPE San Diego Chapter #4

2015 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 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 15, 2015** and received by the ASPE San Diego Chapter #4 Scholarship Committee.

ASPE Certification



CESB
Accredited
Program



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.



NEWS FROM THE SBO

(SOCIETY BUSINESS OFFICE)

DATE: 3.5.15

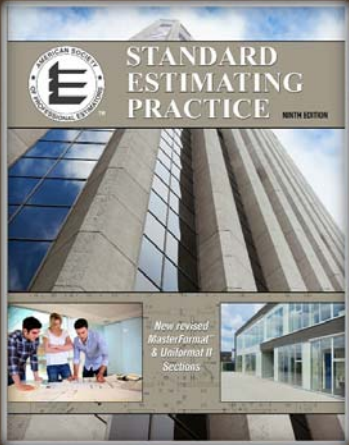


UPCOMING DEADLINES

PLEASE DISTRIBUTE TO ALL CHAPTER MEMBERS

ASAP
March 15
March 20-21
April 1-30
April 1
April 15

Chapter Officers List if not already sent: Contact Tina
Last day to issue ballots and “Intent to Submit” forms to SBO
Board of Trustees Meeting at Society Business Office
Election of Chapter Officers must be held
Deadline for the May ET article submission... Email psmith@aspenational.org
Last Day to Vote— Last Day to report to SBO any chapter dues changes—Nominations for Estimator of Year, Fellow, HM



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*Additional downloads may be purchased after purchasing an option above.




SAN DIEGO 2015

American Society of Professional Estimators
Annual Meeting | Estimator Summit
June 24-28, 2015

↑ **UPDATED** ↑

Are your members receiving news from the SBO? We have some members that their emails are bouncing. Please check with your chapter!!

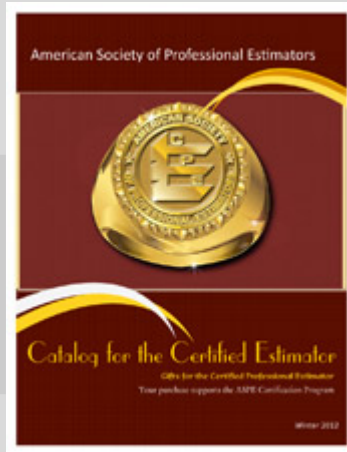


Recommended Bidding Procedures
7th Edition

Spring Construction Estimators Book 116

The latest version of the Recommended Bidding procedures is now located under the resources tab then under publications

Are you a CPE or are you going thru the program? Check out the CPE items online under the certification tab!



Website Login Confusion

Our members appear to be having some confusion over their login information. Please make a note of the following:

User Id = Membership #
Password = Email address

Invite a new member to join ASPE!!!

**Remember there is an award each year for the member that brings in the most new members...
Make that award YOURS!!!!**

Directory Login

You can now download your chapter reports for the most current information. Below you will find step-by-step instructions on how to download the reports once logged into the database.

1. Click the My homepage button

2. Click the library tab

American Society of Professional Estimators
"Serving construction estimating professionals ~ since 1956"

Log off

Links: aspenational.org

Members:

- My Home Page
- Change my Password
- Renew Your Membership
 - Amount Due \$250
 - Current; Renewal is July 2013 and Expires on 7/31/2013
- Search (enter your criteria, press find)

choose from list, press submit

Region	
Chapter #	
Class	
Company	
Name	
City	
State	

2 digit abbreviation

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Modified By: Tina

Your Requests / Orders | Primary Contact & Address | Library | Status | Fee Schedules

How can we help? Buy Online or Call 615-316-9200

Your Member ID: [redacted]

Your Requests / Orders With Us

Date	No.	Type	Status	Fees	Paid
view	9/11/12	12373	Cart	Done	\$280.00 P
view	8/29/11	9651	Cart	Done	\$250.00 P
view	9/7/10	7233	Cart	Done	\$250.00 P
view	9/30/08	4914	Cart	Done	\$250.00 P
view	7/8/08	617	Cart	Done	\$250.00 P

Paid: \$1,280.00
Not Paid: [empty]

New Request

Modified by: Tina

Your Requests / Orders | Primary Contact & Address | Library | Status | Fee Schedules

How can we help? Buy Online or Call 615-316-9200

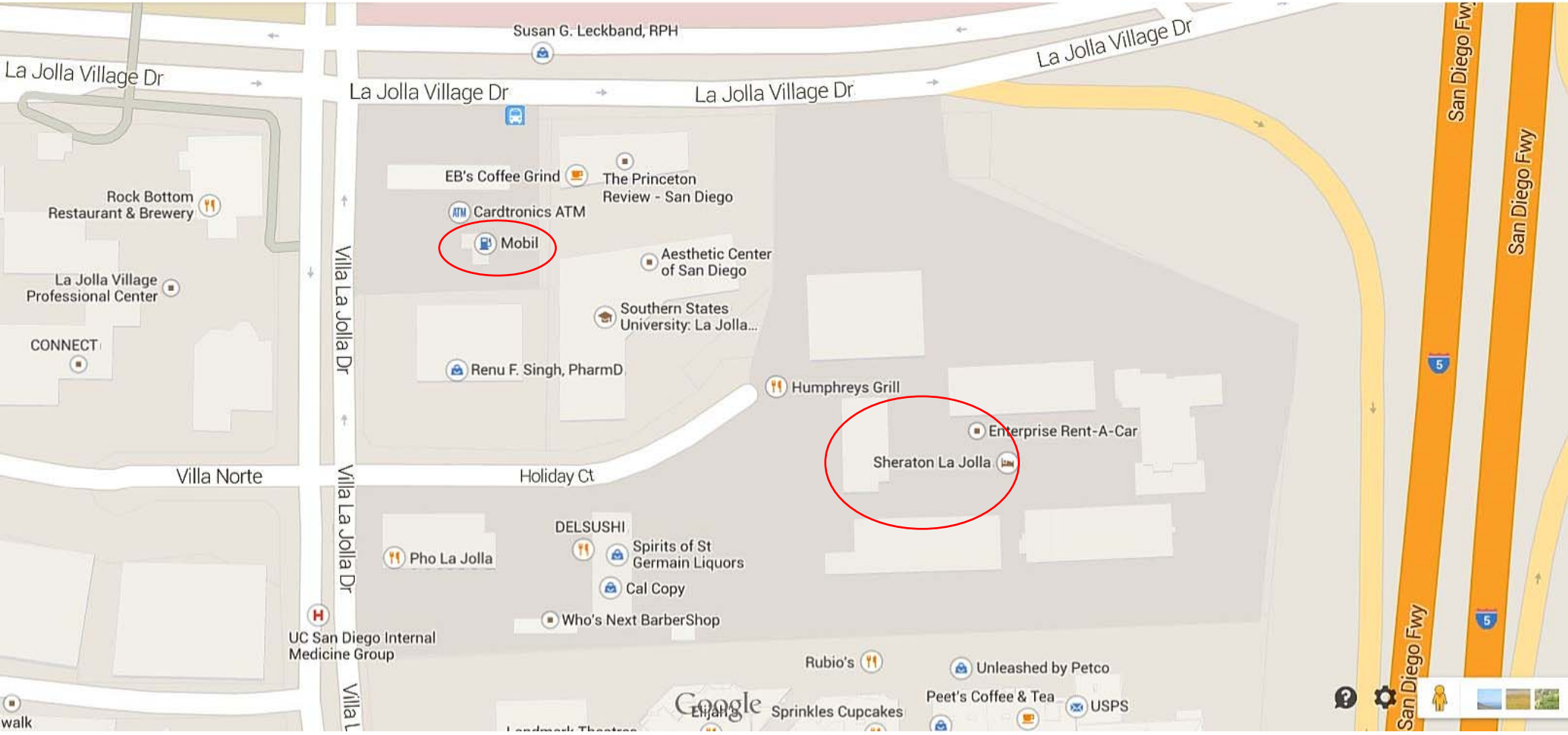
National Board Members in your Chapter No. 6

Region	Chapter #	Total Members	E	ME	C	S	ASM	AF	HM
SW	6	Arizona (Phoenix)	63	55	1		3	4	

Downloads

ALL CP NE NW SE SW

3. Pick your region and it will download to excel



Susan G. Leckband, RPH

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La Jolla Village Dr

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San Diego Fwy

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Villa La Jolla Dr

San Diego Fwy

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Cardtronics ATM

Mobil

Aesthetic Center of San Diego

Southern States University: La Jolla...

Renu F. Singh, PharmD

Humphreys Grill

Enterprise Rent-A-Car

Sheraton La Jolla

Villa Norte

Holiday Ct

DELSUSHI

Pho La Jolla

Spirits of St Germain Liquors

Cal Copy

Who's Next BarberShop

UC San Diego Internal Medicine Group

Rubio's

Unleashed by Petco

Peet's Coffee & Tea

USPS

Google

Sprinkles Cupcakes

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