

S.D. Mator

Published by ASPE San Diego Chapter # 4

March 2018

Volume 16, Issue 7

MEETING AT A GLANCE

DATE: TUESDAY, MARCH 20, 2018

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

PROGRAM:

“CYBERSECURITY: PROTECTING YOUR INFORMATION FROM CYBER CRIMINALS”

SPEAKER:

Tony Eftekhari
Chief Executive Officer
 CompuOne Corporation

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)
 Meal choices: Tri-Tip, Salmon or Vegetarian

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

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

RSVP:  <http://evite.me/5XF1tn7YsN>

MEMBERS AND GUESTS UTILITIZING THE EVITE RESERVATION PLATFORM

MUST PROVIDE THE INDIVIDUAL’S NAME AND COMPANY NAME FOR EVERY REGISTRANT.

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

The Fight to Protect Private Data From the Invisible Villain

by Lisa Thibodeaux, Construction Experts, Inc.
 ASPE San Diego Chapter #4 Programs Chair

What one threat makes more money than the illegal drug trade, is the biggest threat to businesses, governments, organizations, and our personal lives? Cyber crime.

- 99% of victims of cybercrime do not know what is happening.
- In 2017 9.32 billion malware attacks threatened and damaged computers and devices. This is about a 20% increase from 2016.
- Every 40 seconds a company is hit with ransomware.
- Ransomware attacks dropped from 638 million to 184 million; however, ransomware variants increased by 101.2%.

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March Program Notes: The Fight to Protect Private Data From the Invisible Villain

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The construction industry sector is the 5th highest ranking sector experiencing ransomware attacks, right after financial services. Education is the highest hit.

While we do not have a superhero to fight this invisible villain, we do have resources and intel at hand to put the power back where it belongs, protecting our resources and strengthening our lines of defense.

What does ransomware do?

CryptoLocker is a ransomware that took over a user's computer and locked up all the files. Suspect emails sent from 2013-2014 released a trojan horse, a malicious computer program which misleads users to click a link or download a file, and in so doing hand over computer files through a backdoor to the hacker. The user is expected to pay a determined fee, often times in bitcoin, to receive a decryption key. 500,000 victims experienced this loss. The hackers made over \$30 million in 100 days.

The virulent virus

ILOVEYOU is the most destructive and well-known virus of all time.

Similar to CryptoLocker, this malware would come as embedded code found in a link in an email or attachment. Click the link, download the attachment "love letter for you.txt.vbs, and this worm would overwrite system files, personal files, and replicate itself. This malware would impact over 50 million people in 10 days and cost \$15 billion to remove the worm. The authors of ILOVEYOU were not prosecuted as there were no laws against malware in the Philippines at the time.

With all the ransomware, viruses, worms, trojan horses, phishing schemes, SQL injection attacks, and denial of service (DoS) attacks, the internet and connected devices may seem more like threats than a necessary engine of our commercial, personal and financial livelihood.

Luckily, there are resources and software available to potentially eliminate or thwart these criminal attacks.

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

March Speaker's Bio: Tony Eftekhari



Tony Eftekhari

Chief Executive Officer
CompuOne Corporation

Tony Eftekhari is the CEO of CompuOne, a leading IT service provider in San Diego that serves small and medium-sized businesses. CompuOne is celebrating their 20th anniversary this year where Tony has dedicated his experience in IT to keep the team evolving with the ever-changing field of technology. He has helped businesses with managed services, system designs, cloud computing, security and Wi-Fi implementation. In his role, he has overseen the eradication of a multitude of viruses, recovery of lost data, and kept companies from experiencing downtime. He enjoys sharing his knowledge and experience with businesses while implementing policies to avoid cyber threats, improve network security and disaster recovery. ■

March Program Notes: The Fight to Protect Private Data From the Invisible Villain

[cont'd from pg 2](#)

- Knowledge is Power

Educating all computer users on basic cybersecurity measures can make the biggest difference. Train staff regularly in the threats that are present and the chosen methods to back up information.

- Risk Aware

Look into your software, hardware, and be aware of how the competition is keeping their systems up to date. Cyber criminals look for outdated software and weaknesses in software they can manipulate. Be vigilant about operating system and software updates to minimize their access to your devices.

- Seek professional support

Come to ASPE San Diego's March 20th meeting and hear best practices in cyber security from Tony Eftekhari, CEO of CompuOne, a leading IT service provider that serves small and medium-sized businesses.

Tony will cover more information about cyber threats and help attendees understand options to protect their business. He will share information on how to educate employees on staying safe.

The cyber criminal is empowered. Come to the March 20th meeting at Riverwalk to make sure your company has the best means to prevent his attacks.

ASPE San Diego March 20th meeting at Riverwalk Golf Club

Registration opens at 5:15 PM. Announcements begin at 6:00 PM. Dinner service is at 6:15 PM, and the Program at 7:00 PM. Meal choices: Tri-Tip, Salmon or Vegetarian.

Reservations: [Click here](#) to reserve through 
or go to <http://evite.me/5XF1tn7YsN>.

OR Contact Paul Chang with Sundt Construction
Telephone – (619) 321-4822
Email – aspechapter4@outlook.com

Lisa Thibodeaux
ASPE San Diego Chapter #4 Programs Chair

Lisa Thibodeaux is the President of Construction Experts, Inc., provider of high-quality, interactive online college-level estimating and construction classes.

Notice Regarding the Passing of Margaret Melinda Wood

Many members of ASPE San Diego Chapter #4 are aware of Jesse Wood and his family's struggle in recent years with Margaret's illness in her battle with the dreaded Alzheimer's disease. The couple recently observed their 42nd wedding anniversary. Margaret passed away peacefully on February 7, 2018, and a Celebration of Life service was conducted on February 24, 2018, at the Water Conservation Garden on the campus of Cuyamaca College. ASPE San Diego Chapter 4 will be making a contribution on her behalf to the Alzheimer's Association in San Diego. Please keep Jessie in your thoughts and prayers.

ASPE San Diego Chapter #4 Officers and Directors

Recap Article about February 2018 Joint ASPE/NAWIC Dinner Meeting Presentation on "Smart City Initiatives and the Chula Vista Bayfront Project"

by Frank Young, FCPE

Each year our organization endeavors to hold a joint meeting with Chapter 21 of the National Association of Women in Construction. Unlike ASPE San Diego Chapter 4, NAWIC attracts a large participation by its members to their educational programs. The February 13th dinner meeting was no exception to this trend, although our turnout showed improvement with 7 members and 15 guests, including 4 former ASPE colleagues. We gathered to hear a presentation by Dennis Gakunga, Chief Sustainability Officer with the City of Chula Vista. Several years ago, representatives from Chula Vista's Planning Department provided a comprehensive view of the proposed Chula Vista Bayfront Project with its various commercial and residential components. Unfortunately, Gaylord Properties chose to pull out of the development, but now we fast forward to 2018 when that entity has re-entered the scene for this waterfront expansion in the South Bay.



Frank Young FCPE

Chula Vista, the second largest city of San Diego County, has been recognized for its plans to implement a number of smart city initiatives to improve the quality of life for its local citizens. The Bayfront Project, encompassing over 530 acres west of Interstate 5, represents the centerpiece of those programs. The first phase, building the Gaylord 1500-room hotel and convention center, will simultaneously involve smart city solutions to reduce energy use through smart lighting, smart parking, vehicle automation and promoting utilization of electric vehicles, and modern technologies for communications infrastructure. Black & Veatch has been hired as a consultant to prepare an assessment of the waterfront area, and to help plan and complete these programs within 4 to 5 years. The city has completely retrofitted its street lighting with LED technology, resulting in significant energy savings and improved public safety. Dennis Gakunga stated that "our whole approach is to lead by example. We've always been in front of sustainability and climate change. When we think about smart cities, its about livability, and that's where sustainability hits the mark." He further opined that "the impact of our actions is significant, but we have the flexibility to get things done quickly."

The construction industry in San Diego, and ASPE in particular, will be keenly interested in the progress of the Bayfront Project development, and the opportunities provided to our contractors, subcontractors, and material or equipment suppliers.

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



Hear Ye, Hear Ye!

ASPE's Undergraduate Scholarship Competition is available!

If you are a student, or you know a student that may wish to receive a scholarship to help them with their education, ASPE National Scholarship application period opens April 1st and continues through the 30th of April.

All eligibility requirements, Evaluation Criteria and Application information can be found by following the link to the Education/Scholarship section of the ASPE National website:

<http://www.aspenational.org/?page=Scholarship>

This is a great opportunity for students to get the support they need to enter the rewarding and exciting field of construction estimating, so don't delay, join the Team.

'Raising the Bar' of Ethical Behavior from a Professional Estimator's Perspective (In-house Speaker Article)

by Daniel Luckhardt, CPE



Daniel Luckhardt, CPE

Thank-you in advance for taking the time to digest a very sensitive topic in a positive way. In other words, 'look around us man,' there is a lot of unethical behavior taking place, but if we can remain focused under pressure, I believe the folks out there who raise the bar of ethical expectations will succeed in the long run. Meaning, it's simply not getting any easier to win the battle. I feel practicing good ethics is a high priority, and here are a few of my concerns and recommendations:

Areas of Concern from a Professional Estimator's Perspective

- Corporate Policies and Practices implemented from the top down (wearing the same jersey concept).
- Correcting unethical behavior, short term and long term.
- Pressures to perform (Measured Results).
- Thomas Huxley's keys to success: Do What Is Right, Do It On Time, Whether You Like It or Not.

Introduction

I am writing this article from the perspective that a 'Professional' may face several ethical challenges which require decisions to be made quickly and based upon experience. Easy timesaving decisions are not always in the best interest of long-term goals. My recommendations in this article are simple. Keep long-term goals in mind and always consider what is fair for all parties involved in the decisions that are made.

Know your Corporate Policies and Practices

Whether you work for a small or large business, I would strongly recommend reviewing what policies are in place and apply good behavior based upon the expectations of the company that employs you. I would strongly recommend seeking advice from a manager or supervisor if you have any doubt about how company policies apply to your position's objective. Today, we communicate with multiple forms of media and a basic reply to a text (or other media) can be misinterpreted. As an example, an estimator receiving bids on bid day commonly is asked the question, "How does my bid look?" Our society publishes a guide on common practices and recommended 'Ethical' procedures, which may provide an additional resource for a company's implemented policies. However, simply knowing what your (our) required expectations are does not mean we are always perfect in our intended behavior. I believe companies should discuss how to address those challenging questions from subcontractors on bid day. In addition, it is extremely helpful if top management is involved in communicating and supporting common policies and practices.

Correcting Unethical Behavior

Treating subcontractors with respect, while giving subcontractors an equal opportunity, and being ethical at the same time requires consistent positive business practices, or good ethical behavior. Can you just imagine what type of recourse is required if a company has several 'lose cannons' determined to succeed at all cost, including the mistreatment of major subcontract trades (during the period of receiving bids to awarding the actual contract). Large companies will often have several layers of management. Project teams need to communicate openly and honestly and provide an environment of 'fair play' when evaluating major subcontract trades. If an individual or several individuals are being unfair or unethical, the behavior rarely goes unseen. Correcting unacceptable behavior takes time, more importantly, a commitment from the whole project team, preconstruction department, or a company's region. My recommendation has always been, if something doesn't seem right or fair, review it with your supervisor.

[*\(cont'd on pg 6\)*](#)

'Raising the Bar' of Ethical Behavior from a Professional Estimator's Perspective

[cont'd from pg 5](#)

Pressure to Perform – How Do We Measure Ethical Behavior

As a Professional Estimator with over 30 years of experience, I believe the pressures to succeed at 'all cost' is fading away and winning with a complete team involvement (strategy) is a higher priority. I believe Professional Estimators play a key role in 'Raising the Bar' of measured performance. I recommend we keep score of our most successful projects and track how and why we were successful. Was an early budget established successfully? Were there any challenges overcome by cost alternatives? How could we have eliminated project risk? Let's not forget that keeping score means discovering ways to improve.

Whether You Like It or Not

Whenever I think of positive behavior or good ethical behavior in a professional estimator's work environment, I think of my favorite quote by Thomas Huxley. "Do what is right, do it on time, whether you like it or not." Thomas Huxley researched and published several books on common practices and traits of successful people. When asked in an interview, "What do successful people have in common?" Thomas Huxley replied, "They do what is right, they do it on time, whether they like it or not." I believe it is a simple reminder of what good ethical behavior should be. Much of our work requires a 'fair' evaluation of a project's scope of work (contract requirements), we need to perform our work in a timely manner, and it is a strong possibility we may not like it.

In Summary

Please use common sense. If it doesn't seem fair for all the parties involved, it may not be ethical. Always keep the lines of communication open between team members. Simply treat others the way you would like to be treated. Thanks again for your time! ■

Membership Update

On behalf of the officers and directors of ASPE San Diego Chapter #4, we would like to welcome the following new members:

Dwayne Henry with Moor Electric

Carlos Morales with F. J. Brawley Concrete

Moor Electric has been in business for 7 years, is a member of NECA, and specializes in service upgrades and renewable energy alternatives.

F. J Brawley Concrete has been in business since 1978, and their work includes foundations for commercial projects and custom homes, residential remodels, and backyard renovations. The firm can handle demolition, excavation and grading, site drainage, as well as structural and architectural concrete.

We look forward to seeing Dwayne and Carlos at upcoming dinner meetings and other events. Hopefully, these two individuals will become part of Chapter #4's mission to serve the estimating profession in San Diego.

ASPE San Diego Chapter #4 Membership Committee

The Hit & Myth of ADA Compliance©

by Steven E. Schraibman, AIA, CPE, CASp



Steve Schraibman CPE

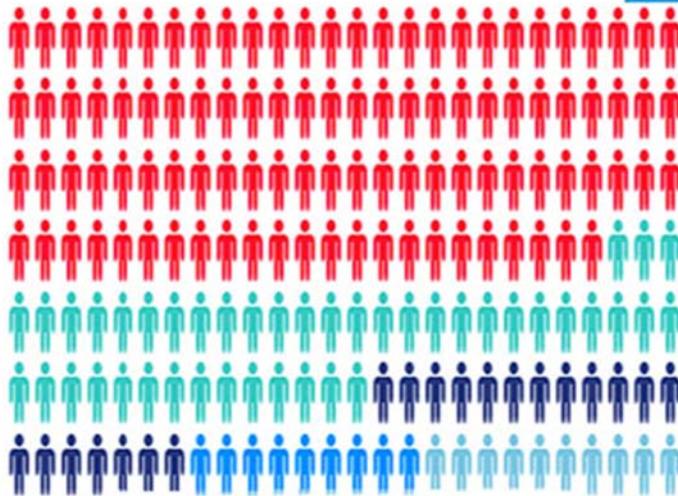
There is an often misconceived notion amongst property and business owners that the whole nasty issue of ADA compliance will go away. The belief goes something along the idea that some magic piece of legislation might come along that will drive the disabled access activists and serial plaintiffs into the barren wasteland of forgotten legislative missteps, and then they can then simply go on with the business of, well, making business.

In California, we are particularly susceptible to this myopic mirage and every couple of years a “fix it” piece of legislation gets passed and signed into law that is supposed to do just that—fix it. But in essence this never really happens; instead of focusing on the target, it simply moves the goal posts, leaving all the players to scurry and jockey for position. There are a multitude of reasons for this situation, much of which goes way beyond the scope of this article.

This issue is not about Democrat, Libertarian or Republican politics—it is simply about the American way. We do not discriminate. We are a nation of, to paraphrase Emma Lazarus’ immortal words emblazoned on the Statue of Liberty—“...Give me your tired, your poor, your huddled masses yearning to breathe free...”

FEDERAL DISABILITY LAWSUITS IN CA

DON'T CHANCE IT...JUST CASP IT



California Florida New York Texas Pennsylvania

Federal Disability Lawsuits in California vs other states, between 2005 and 2013. Data pertains to cases filed under the designation "446 Amer w/Disabilities - Other"

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San Diego (858)481-4494 Los Angeles (310)431-9389 Northern CA (650)468-0307

California leads in the number of lawsuits where our share comprises 42% of all ADA litigation in the union. In fact, the next four states combined still don't equal our level of litigation and there are several reasons for this, amongst which are the various damages that can be awarded to plaintiffs.

We in California are not alone. There are a gaggle of other states in which business and property owners are apparently stymied by ADA dragons and demons—states like Texas, Florida, and Alabama to name just a few. The

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latest bill in California that attempts to squeeze its ungainly bulk into that misshapen mold is SB1186, which was meant to reduce or even eliminate frivolous “ADA” litigation—except that the critical part, according to property owners and advocates, was left on the cutting room floor—namely the part about a notice period identifying alleged barriers at a property before a would be plaintiff can sue.

This is not the first time where such a clause was omitted in the final bill, but in addition to this ‘slap in the face,’ another requirement crept in; namely Section 12 of SB1186, which essentially requires a property owner to disclose (from July 1, 2013), in the event of a sale, refinance or lease, if the property has been CASp inspected.

Section 12, Paragraph 1938 has been added to the Civil Code, to read:

“1938. A commercial property owner or lessor shall state on every lease form or rental agreement, executed on or after July 1, 2013, whether the property being leased or rented has undergone inspection by a Certified Access Specialist (CASp), and, if so, whether the property has or has not been determined to meet all applicable construction-related accessibility standards pursuant to Section 55.53”

This essentially impacts all non-residential leases from July 1, 2013 onwards and not only impacts the property owners, but the property managers as well, in that a failure to advise client’s correctly could have legal ramifications and potential loss of business implications.

The inspection must be carried out by a CASp - not just any other party, which includes consultants who might otherwise be knowledgeable in all things ADA, but don’t have the CASp certification.

Properties inspected by a CASp consultant have to be brought into compliance with all applicable accessibility standards as identified in the CASp report. This means additional costs for the owner—something they might not have budgeted for.

One could also envision other potential issues, such as the responsibility falling back on the owner for non-compliance issues in the actual tenant space and the cost of defending against litigation and indemnifying the tenants. In the past, owners would often require that the tenant indemnify them against ADA barriers in the tenant space, but now an owner handing over a space that is identified as not being in compliance has additional legal exposure should they not correct the alleged access barriers.

If a potential tenant is looking at renting and finds two properties that are the same, the prospective tenant who is savvy would likely go with the property that affords them the least exposure, *i.e.*, the property that has been CASp certified and the identified barriers to access have been addressed.

If one reads into the possibilities that may evolve out of SB1186, it would appear that the long-term implications seem to be leaning to all properties being CASp certified eventually, and hence, everything being compliant with all applicable accessibility standards. A similar situation can be found in residential real estate where an owner must get a termite clearance when selling a house.

In theory, this legislation all but eliminates the serial plaintiffs and their cadre, but for an unwary owner or property manager, this bill could spell disaster. So instead of things becoming simpler, they just got more complex. To complicate matters worse, if you include the conflicts between the new (2010) federal ADA and the current California Accessibility code, a property owner runs the risk of being in violation of one statute if they are in compliance with the other.

So what is an owner or property manager to do? Well, businesses in California have a valuable benefit, and it is called the CASp certificate. By having a property audited by a CASp inspector, not only is the property afforded certain “special legal rights” when it comes to litigation exposure, but the owner may have a window of time to address barriers that are more significant, and which carry a substantial fiscal impact.

So to sum up the situation, it would seem that the sane approach would be to get your property CASp certified. Don’t wait ... just CASp it.

About Steve Schraibman: Steve Schraibman provides consulting and expert services with respect to a broad range of areas in construction and design. He currently holds licenses as an Architect, General Contractor, Certified Professional Cost Estimator (CPE) and Certified Access Specialist (CASp).

With his qualifications and broad range of experience, Steve brings a multitude of related skills to the resolution of often complex problems that would ordinarily require the services of a number of experts.

Steve has developed a proprietary tablet-based application for ADA compliance as well as patented tools and templates to facilitate compliance. He regularly presents seminars on aspects of code compliance to Architects, Contractors, Attorneys and Business Owners.

The Benefits of Constructability Reviews

by Frank Young, FCPE

While employed by a local consulting firm, I had the opportunity to learn about and prepare constructability reviews for their clients on a variety of projects. Their scope of services, provided to clients, included this aspect of preconstruction activities. The San Diego office specifically marketed this platform with a designated department head, and the estimating staff assisted that supervisor with work associated with those types of assignments. Their company developed an Excel template consisting of the following important pieces of information:



Frank Young FCPE

- Drawing number or specification section
- Grid line designation, room number, and detail number
- Description of suggested corrective action
- Column for design team's response
- Column to verify response to suggestions

These constructability reviews were normally conducted at the 90-100% construction documents design phase, prior to sending the documents out for bid. Separate tabs were created for each design discipline (General, Civil, Landscaping, Architectural, Structural, Interiors, Kitchen, Kitchen, Mechanical, Plumbing, Fire Protection, Electrical, and Instrumentation) as well as the Technical Specifications. Some consultants prefer to utilize a single person to perform the entire constructability review, while others draw on individuals with specialized expertise and experience in a given discipline to handle the undertaking. I was generally assigned all the disciplines except for the MEP scopes. The latter option can affect the analysis of interdisciplinary coordination issues. General contractors often delegate this responsibility to young project engineers who lack the expertise and experience to perform comprehensive constructability reviews.

Specific benefits from undergoing the process include the following items:

- Analyze documents for constructability
- Review interdisciplinary coordination
- Reduce inconsistencies
- Identify duplicate or misleading information
- Verify cross-referencing (floor plans with sections or details)
- Assess material compatibility and proper use on specific job
- Examine specification to drawing coordination (use of boiler plate specs or discontinued products)
- Minimize trade conflicts in the field
- Review code requirements and compliance (CAN BE DANGEROUS IF NOT FAMILIAR WITH PERTINENT CODES)
- Consider ADA Accessibility constraints
- Confirm adherence to building or facility standards

Resultant benefits from participating in the process may involve these considerations:

- Better relationships among project team members (Owner, Designers, Contractors)
- Improved reputations for project team members
- Professional satisfaction in supporting "best practices" in managing design
- Produce more efficient designs
- Afford more consistent and lower bid results
- Reduce non-essential Requests for Information (RFI's) or unnecessary Change Orders
- Lessen chance for disputes, claims or even lawsuits

[\(cont'd on pg 11\)](#)

ASPE San Diego Chapter #4 Scholarship Committee Announcement



by Daniel Luckhardt, CPE

On behalf of The American Society of Professional Estimators Scholarship Committee, I am pleased to announce the acceptance period for the '2018 Scholarship Application.' Our mission statement is as follows:

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

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

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

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

Recommendations to applicants:

- ✓ Submission deadline: **Friday, May 21, 2018**. 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 recommendation.

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

Daniel Luckhardt, CPE

Swinerton Builders

Scholarship Award Committee Chairman

949.343.6309 | dluckhardt@swinerton.com

Meet the Members of Your Chapter Board ...

Focus on DAVID LUHM, E

Estimator, Countywide Mechanical Systems

David Luhm has been fortunate enough to be a part of the Plumbing and Mechanical Contracting world for 40 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 some very diversified, interesting and exciting variations of projects, that range from Multi-Family residential side (condominiums, townhomes, apartments, dormitories and hotels) to the industrial side (paper mills, oil refineries, taconite facilities, oil/gas pipelines, acid plants, wastewater treatment facilities, EPA labs and aircraft manufacturing facilities). On the healthcare side (hospitals, medical and dental clinics and 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 operating systems, office buildings, Hi/Mid-Rise buildings, education and higher education facilities-K12/junior colleges and state colleges). To military bases-air national guard facilities, armories, marine and naval bases.



David Luhm, E

David has been a proud member of ASPE San Diego Chapter #4 since 2012. He is currently employed as a project manager for Countywide Mechanical Systems-EI Cajon CA.

David is a resident of the Coachella Valley (Palm Springs/Indio area) where he lives with his wife Maureen, a holistic dog groomer. There they spend their free time enjoying the beautiful desert and all it has to offer, great relaxing/rejuvenating along with some great meals created by (Chef) David! David has two sons, Ryan (Plumber in Wisconsin) and Tanner (BIM specialist Minnesota) as well as two stepsons Cory (Environmental Engineer) and Dana (Auto Body Specialist), both of North Carolina. ■

The Benefits of Constructability Reviews

[cont'd from pg 9](#)

Value Engineering is not a substitute for constructability reviews. VE is intended to decrease initial or lifecycle cost, not optimize the design and construction process. With collaborative delivery systems, performing constructability reviews represents a value-added service. Some Design/Build or Construction Manager At-Risk contractors may offer both Constructability Reviews and more meticulous Interdisciplinary Document Coordination (IDC) services. The end result can generate more efficient construction and significant cost savings.

Studies show that over 50% of ENR's top design firms promote the use of constructability reviews. The focus remains to introduce another set of eyes to work with the design team and the Owner. Checking design and bid documents by an independent third party to verify that they are complete and accurate can assure the A/E community of achieving desired quality control standards. The most neglected aspect of constructability reviews remains the absence of a concerted follow-through by the design professionals. The various disciplines, most notably the sub-consultants (civil, structural, MEP), do not react to suggestions or comments. The process must allocate time for the reviewer to conduct a back-check of the design team's responses and revisions to drawings and specifications. Design teams should include constructability reviews in their scope of services and fee proposals to Owners. Embracing this practice demonstrates their commitment to QA/QC and may prevent embarrassing situations that arise with poor documents.

Frank E. Young FCPE
CSOS Consulting

Become an ASPE Newsletter Corporate Sponsor or Advertiser

CORPORATE SPONSOR—\$400/yr Includes following benefits:

- Sponsor Recognition in 12 Monthly Newsletters and on Chapter Website, GIFS Wheel
- Full-Page Sponsor Profile in 1 Issue
- Hot Link to Sponsor's Website or Designed Email Address

INDIVIDUAL BUSINESS CARD AD—\$200/yr

EMPLOYMENT AD:

**\$70 /ad in 1 issue; \$100/ad on website
FREE TO ASPE MEMBERS!**

FOR MORE INFO—CONTACT:

Treasurer: **FRANK YOUNG, FCPE**

Cell 619.980.4025; pancho77@cox.net

P.R. Chair: **STEVE SCHRAIBMAN, CPE**

Cell 619.252.4941; steve@arcor-inc.com



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 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 Venu Dorapally CPE at 858.947.5197 or:

venuarch@gmail.com

San Diego Chapter #4 Calendar of Events



- ◆ **Tuesday, March 20, 2018 (5:15 PM Registration)**
ASPE San Diego Monthly Dinner Meeting—Ethics Program
Program: CyberSecurity: Protecting Your Information from Cyber Criminals
Speaker: Tony Eftekhari, CEO
CompuOne Corporation
In-House Dan Luckhardt CPE
Talk/Topic: "Raising the Bar of Ethical Behavior from a Professional Estimator's Perspective"
Location: Riverwalk Golf Club
1150 Fashion Valley Road, San Diego
- ◆ **Tuesday, March 27, 2018 (5:30-7:30 PM)**
ASPE San Diego Board of Directors' Meeting
Location: Sundt Construction
1550 Hotel Circle North, Ste 400
San Diego (Mission Valley)
- ◆ **Friday, April 13 and Saturday, April 14, 2018**
ASPE Joint Northwest/Southwest Regional Meeting
Location: Marriott on the Waterfront (Portland, OR)
- ◆ **Tuesday, April 17, 2018**
ASPE SD Monthly Site Tour and Dinner Meeting
Program: Tula Conference Center and Tenochca Hall at San Diego State University
Site Tour Representatives of PCL
Hosts and Construction, Inc.
Dinner Meeting
Speakers:
Schedule: Registration—5:00 PM
Site Tour Begins—5:30 PM
Dinner Service—7:00 PM
Dinner Meeting Nicolosi's Italian Restaurant
Location: 7005 Navajo Road, San Diego
(east of Jackson Drive)
- ◆ **Tuesday, April 24, 2018 (5:30-7:30 PM)**
ASPE San Diego Board of Directors' Meeting
Location: Sundt Construction
1550 Hotel Circle North, Ste 400
San Diego (Mission Valley)
- ◆ **Friday, April 27, 2018 (8:00 AM - 12:00 PM)**
ASPE San Diego Education Seminar
Program: ADA Concerns for Designers and Contractors
Speaker: Steve Schraibman CPE
ARCOR, Inc.
Location: DPR Construction Training Room
5010 Shoreham Place, San Diego
- ◆ **Wednesday, May 9, 2018 (1:00-5:00 PM)**
Blue Book Showcase
Location: Double Tree Hotel
7450 Hazard Center Drive
San Diego (Mission Valley)
- ◆ **Tuesday, May 15, 2018 (5:15 PM Registration)**
ASPE San Diego Monthly Dinner Meeting
Tentative Program: Construction Challenges with the Trolley Extension to UCSD and UTC Shopping Center
Tentative Speaker: MCTC Construction Representative(s)
In-House Speaker: To be determined
Location: Riverwalk Golf Club
1150 Fashion Valley Road, San Diego
- ◆ **Tuesday, May 22, 2018 (5:30-7:30 PM)**
ASPE San Diego Board of Directors' Meeting
Location: Sundt Construction
1550 Hotel Circle North, Ste 400
San Diego (Mission Valley)
- ◆ **Friday, June 8, 2018 (8:00 AM - 12:00 PM)**
ASPE San Diego Education Seminar
Program: MEP Conflicts in Construction Documents and Using BIM As a Tool to Remedy Those Issues
Speakers: Panel Discussion with MEP Subs, GC Preconstruction Rep, and BIM Consultant
Location: DPR Construction Training Room
5010 Shoreham Place, San Diego
- ◆ **Tuesday, June 19, 2018**
ASPE San Diego Monthly Site Tour and Dinner Meeting
Program, Hosts and Speakers: To be determined
Schedule: Registration—5:00 PM
Site Tour Begins—5:30 PM
Dinner Service—7:00 PM
Dinner Location: To be determined
- ◆ **Tuesday, June 26, 2018 (5:30-7:30 PM)**
ASPE San Diego Board of Directors' Meeting
Location: Sundt Construction
1550 Hotel Circle North, Ste 400
San Diego (Mission Valley)
- ◆ **Wednesday, June 27, 2018 thru Saturday, June 30, 2018**
ASPE Annual Meeting and Estimating Summit
Location: Wyndham Hotel (Pittsburgh, PA)

Directory of San Diego Chapter #4 Officers and Directors



TECHNICAL COMMITTEES:

Certification:

John W. Heusner, CPE

Education:

Steve Schraibman, CPE

Standards:

Dan Luckhardt, CPE

STANDING COMMITTEES:

Chapter Awards

Frank Young, FCPE

National Awards

Steve Schraibman, CPE

Nominations:

VACANT

Communications—

Website:

Michael Moyers, CPE

Communications—

Newsletter:

Mark Olsen, CPE

Finance:

Frank Young, FCPE

Ways & Means:

Ryan Wohlfarth

Public Relations/

Calendar:

Steve Schraibman, CPE

Membership:

Venu Dorapally, CPE

Programs:

Lisa Thibodeaux

OTHER COMMITTEES:

Ethics:

Dan Luckhardt, CPE

Mentoring:

Frank Young, FCPE

Scholarships:

Dan Luckhardt, CPE

Outreach (formerly

Telephone):

Paul Chang, E

2017-2018 Chapter Officers

| Office | Officer | Phone | Fax | Email |
|--------------------------------------|---|--|--------------|--|
| President | OPEN | | | |
| 1st Vice-President | Steve Schraibman, CPE Arcor-Inc. | 858.481.4494 619.252.4941-C | 858.481.4146 | steve@arcor-inc.com |
| 2nd Vice-President | Dan Luckhardt, CPE Swinerton Builders | 619.291.4600 858.342.8017-C | | dluckhardt@swinerton.com |
| 3rd Vice-President | Paul Chang, E Sundt Construction | 619.321.4822 619.430.3361-C | 619.321.4932 | aspechapter4@outlook.com |
| Secretary | Fred Nagel, CPE Nagel Construction | 619.647.1304-C | | frednagel@gmail.com |
| Treasurer | Frank E. Young, FCPE CSOS Consulting | 619.440.5517 619.980.4025-C | 619.401.7545 | pancho77@cox.net |
| Immediate Past President | Michael Moyers, CPE Best Interiors, Inc. | 858.737.7316 619.843.6962-C | 858.737.7317 | michael.moyers@bestinteriors.net |
| Executive Administrator | Margy Ashby | 619.749.1890 619.593.9988 619.302.3257-C | 619.839.3817 | info@aspechapter4.org asped4@gasvcs.net |

2017-2018 Chapter Board of Directors

| Director | Phone | Fax | Email |
|---|----------------|-----|--|
| Venu Dorapally, CPE Kitchell Contractors, Inc. | 858.947.5197 | | venuarch@gmail.com |
| David Luhm, E Countywide Mechanical, Inc. | 760.238.3355-C | | dluhm@countywidems.com |
| Mark Olsen, CPE | 858.597.0387 | | molsen@mkainc.com |
| Madsen, Kneppers & Associates, Inc. | 206.218.9653 | | |
| Ryan Wohlfarth, E Uponor | 800.321.4739 | | ryan.wohlfarth@uponor.com |

CONTACT ASPE SAN DIEGO CHAPTER

Phone: 619.749.1890 Email: info@aspechapter4.org

Chapter Website: aspechapter4.org National Website: aspenational.org



AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS

American Society of Professional Estimators
San Diego Chapter #4

2018 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 Monday, **May 21, 2018**.

Mail to:

ASPE San Diego Chapter #4 Scholarship Committee
c/o Dan Luckhardt CPE
Swinerton Builders
17731 Mitchell North, Suite 200
Irvine, California 92614-6028

If you have questions, please contact:

ASPE San Diego Chapter #4 Scholarship Committee
Daniel Luckhardt
dluckhardt@swinerton.com or (949) 343.6309



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 Monday, **May 21, 2018**.
 - 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 17, 2018 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 Monday, June 11, 2018.
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.



2018 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: _____



2018 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 Monday, **May 21, 2018 and received by the ASPE San Diego Chapter #4 Scholarship Committee.**