



ASSESSING THE TOTAL COSTS RELATED TO CONSTRUCTION SAFETY

DATE: TUESDAY, MAY 19, 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:

**“ASSESSING THE TOTAL COSTS
RELATED TO CONSTRUCTION SAFETY”**

PRESENTER:

Vince Hundley
President & CEO
SMART Safety Group

IN-HOUSE TALK:

**“ESTIMATING COSTS FOR
COMPANY SAFETY PROGRAMS”**

DINNER MEETING VENUE:

Sheraton La Jolla Hotel
3299 Holiday Court, La Jolla

COST: \$40 per person
\$25 for full-time students

*Cancellations must be received by NOON on Monday,
May 18th 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:
Flat Iron Steak, Chicken Madeira,
Vegetarian Pasta Primavera

Meeting at a Glance



May Program Notes: Assessing the Total Costs Related to Construction Safety

Although a comprehensive safety program represents an investment that affords tangible, long-term benefits, some companies have difficulty accepting the economic burden that becomes necessary to ensure a safe work environment for its crews. As mentioned in the January program article entitled “Safety Is Everyone’s Concern,” the McGraw Hill Construction study, and other experts in the field such as risk assessment group ACE Construction, have concluded that effective safety programs contain these key elements:

- Reducing accidents that cause serious injuries helps keep skilled workers on the job and minimizes schedule delays.

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

INSIDE THIS ISSUE ...

May Program Notes.....	1,3-4
From Our President	2
Ask A CPE	5
ASPE San Diego Chapter's 9 th Annual Golf Tournament	5
Become an ASPE Newsletter Sponsor or Advertiser	6
ASPE Membership, Mission Statement and Code of Ethics	6
San Diego Chapter Calendar of Events	7
2014-2015 Officers, Board of Directors, Committees.....	8
Corporate Sponsors & Monthly Advertisers	9

ATTACHMENTS:

ASPE Code of Ethics	10-14
ASPE Certification Summary	15-17
News from the ASPE SBO (<i>Society Business Office</i>).....	18-19

**ASPE San Diego Chapter's 9th Annual Golf Tournament
at Riverwalk Golf Course — Friday, July 31st** [20](#)

For our April meeting, we had a site tour of the Altman Clinical and Translational Research Institute at UCSD. Our host for the tour was Rudolph and Sletten. We had approximately 25 in attendance for the Tour and Dinner, including about 10 students from NewSchool of Architecture. After the tour, we convened at the Sheraton La Jolla for dinner and a short program given by Kristy Jarvis, Project Manager at Rudolph and Sletten.



Michael Moyers, CPE

On another note, we have had a change in our **Annual Golf Tournament**. The new date will be **Friday, July 31st**. The location will still be at the Riverwalk Golf Course in Mission Valley. The times have changed slightly with registration starting at 7:00 AM and a Shotgun Start at 8:00 PM. Hope to see you all there for this day of fun and relaxation.

Membership Status: As of the most recent Chapter Roster issued May 2015 by SBO (Society Business Office), we have a total of 65 members. Currently we have 22 members who are CPE's and one FCPE. As a reminder to all members, if you have changed jobs, are in-between jobs, retired or have had to relocate, please update your status/contact information online at www.aspenational.org. Remember, to login, 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.

Chapter Elections: Elections have come and gone. I would like to thank those of you who submitted your ballots in our recent Chapter Elections. The results are counted and we have our 2015-2016 Chapter Officers and Board of Directors. Your new Board is as follows:

President	Michael Moyers, CPE	Director	David Luhm
1 st Vice President	John Balistreri, CPE	Director	John W. Heusner, CPE
2 nd Vice President	Dan Luckhardt, CPE	Director	Fred Nagel, CPE
3 rd Vice President	<i>Open</i>	Director	Steve Schraibman, CPE
Secretary	James Yu	Alternate Director	Paul Chang
Treasurer	Laura Parker, CPE		

Congratulations, one and all!

Certification (CPE): If you are interested in Certification and missed the last Cycle, good news! Cycle 2 is just around the corner. The last day to submit your applications will be **July 10, 2015**. You can contact John Heusner, CPE, at (760) 444-3319 or johnwayne.heusner@crbusa.com for more information.

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

Upcoming Events:

- For our May meeting, we have Vince Hundley of SMART Safety Group giving a presentation on "Assessing the Total Costs Related to Construction Safety." The meeting will be held Tues. May 19th at the Sheraton La Jolla.
- Our next Board of Directors Meeting will be Tues. May 26th. Details to follow.
- For our June meeting, we plan on having Iraj Ghaemi of the San Diego County Airport Authority come give a talk on upcoming projects at the San Diego International Airport.
- The ASPE Annual Meeting and Estimating Summit will be held in San Diego June 25-27, 2015, at the Hilton San Diego Resort and Spa.

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

Michael D. Moyers, CPE

Best Interiors, Inc.

President, ASPE San Diego Chapter #4

- Project budgets are achieved which help bring about more profit.
- Strong safety records enhance a company's reputation and augment their competitive position in seeking other opportunities.
- New technologies like Building Information Modeling (BIM) and Prefabrication/Modularization of building assemblies have been shown to improve site safety.

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

Professional estimators should confront the task of assessing costs associated with safety in the same methodical manner as we analyze costs for handling General Conditions/General Requirements. Such investigation should be site specific to the project and encompass itemizing pertinent elements, quantifying those components (even if that process only involves establishing time periods in days, weeks or months, or developing parameters in board terms – *i.e.*, each or even lump sum amounts), and applying the appropriate labor, material, and equipment values. Using percentage factors to identify safety budgets should not be sanctioned by management. Historical information for safety-related items can be tracked and preserved in the same fashion as firms monitor other direct costs for work in place.

An overall approach to this undertaking will look at the following segments:

- Management Leadership and Employee Involvement
- Workplace Analysis
- Hazard Prevention and Control
- Safety and Health Training and Education

Assuming that your organization has developed an effective safety program, and that document has been utilized on previous jobs, that plan must be tailored specifically to address the requirements of the new project. Even though the company may have a proactive Safety Department or Safety Manager, the estimator will be expected to determine the provisions dealing with staff safety personnel mandated for that particular job. Perhaps the contract documents call for one individual to serve as the Safety Officer with no other responsibilities. Can subcontractors designate a superintendent or lead foreman as their safety representative, or will major trades be obliged to hire their own Safety Officer as well?

The "Safety Team" consisting of the Safety Manager, Superintendent, Project Manager, and Lead Estimator should carefully review the drawings and visit the jobsite to ascertain site conditions, building complexities, and other potential hazards. Such issues may need further evaluation in determining necessary allowances for safety items in the estimate. The plans and specifications could lay out definitive stipulations regarding safety that have financial implications or consequences; these clauses will demand interpretation to select proper dollar amounts to cover the language accordingly. Discussions should ensue about the overall operations to complete the project, including site accessibility, and lay down areas for storage of material and equipment or housing prefab facilities. This assessment will focus on the physical aspects of the work environment such as size and arrangement of work spaces, physical demands of the tasks to be performed in the field, and evaluating the tools and other devices to be used in carrying out the work.

Hazard prevention and control can be influenced by these types of positive measures. Procedures to effect regular and thorough maintenance of equipment and vehicles can be instituted as part of the safety program. Selecting the proper personal protective equipment (PPE), keeping that gear in first class condition, and instructing employees in its use on the jobsite represent obvious elements of the safety program. Lastly, preplanning conferences, weekly subcontractor meetings, and scheduled "tailgate" sessions offer opportunities to suggest means and methods for handling specific safety situations that may arise during daily operations. Each of these measures has monetary implications that should be considered in the estimating process.

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

Most safety engineers will argue that the most important and beneficial of the above elements encompasses the education and training of everyone in the workplace, from top management to the common laborer. Balfour Beatty Construction showcases its “Zero Harm” program that strives to have zero construction incidents on their jobs. Achieving that goal is not possible without an education and training component. One of their executives has pointed out that each and every accident or death could have been avoided in our industry. Effective safety programs provide an extensive network of planning, procedures, training and corporate culture. Their “plan of action” onsite is personalized for each worker to furnish guidelines and explains in detail how safety risks can be eliminated before they occur in the field. Employees learning new operations or using unfamiliar tools need more attention to performing individual job skills and becoming aware of the surrounding hazards. Emphasis must be placed on supervisors and managers obtaining the proper education and training to understand their responsibilities to their fellow workers and to the company.

We have invited **Vince Hundley, President & CEO of SMART Safety Group**, and the current safety advisor for AGC’s San Diego Chapter, to address our Chapter on **Tuesday, May 19, 2015**. Vince holds a BS in Occupational Safety from Illinois State University and an MS in Industrial Hygiene from San Diego State University, and is recognized by the Board of Certified Safety Professionals as a Certified Safety Professional (CSP) and a Safety Trained Supervisor (STS). Prior to establishing SMART Safety Group, Vince was Safety Director for Neal Electric and an instructor for the San Diego Electrical Training Trust. His presentation will cover the following topics:

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

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


The Sheraton La Jolla Hotel, located at 3299 Holiday Court, La Jolla (west of I-5 and south of La Jolla Village Drive), will serve as this month’s venue for our dinner meeting. Free parking is available on the north side of the facility by entering off of Villa La Jolla Drive through the Mobil gas station. We will use one of the meeting rooms on either the 1st or 2nd floors. Registration and social hour will commence at 5:00 P.M. with announcements at 5:45 P.M. Dinner will be served at 6:00 P.M. with a choice of Flatiron Steak, Chicken Madeira, or Vegetarian Pasta Primavera. The program will begin as close to 7:00 P.M. as possible to ensure adjourning by 8:00 P.M. The cost for the evening’s event will be \$40.00 per person and \$25.00 per student.

Plan to join us on Tuesday, May 19th for another educational and entertaining presentation. 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*



TRINITY GRADING, INC.
Lic. # 847643

Tim Lackey
President

P.O. Box 1122
Fallbrook, CA 92088

Phone: (760) 728-2981
Fax: (760) 728-5781
Cell: (619) 520-5576

tlackey@trinitygrading.com
www.trinitygrading.com

ASK A CPE

by **John Wayne Heusner, CPE**
Senior Estimator, CRB Builders



John Heusner CPE

What is the cost for safety on a construction project is sometimes asked of a Certified Professional Estimator.

Obvious costs are safety gear such as hard hats, fall protection harnesses, fall protection barricades, safety glasses, vests, etc. These costs are insignificant. There is also the cost for a safety engineer maybe one inspection a week. Allow a half day labor, again very small dollar cost. OSHA training courses for all employees – small cost. Weekly tailgate safety meetings. Figure 1/2 hour out of a 40-hour work week = 1.25% of productive labor. All these costs are mandated and therefore common to all contractors, so there is no competitive disadvantage to providing a good safety program. A good safety program will result in a lower

Experience Modification Rate (EMR) which will lower insurance costs, so an argument can be made that safety actually pays for itself and may even save money.

However, the true cost of a bad safety program which results in a higher EMR is the cost of eliminating your firm from Owners' approved contractor lists. Our firm is prohibited from contracting with any subcontractor that has an EMR greater than 1.0. Most Owners have similar sentiments regarding safety records. A good safety record gets you to the table. It is one of the metrics that you are judged on before you are invited to bid work. Without it, contractors are often disqualified before they start and won't even get an invitation to bid. So the true cost of safety is that it is tougher to get work without it. ■

Ninth Annual Golf Tournament

Friday July 31, 2015

A Benefit for the ASPE San Diego Chapter #4 Scholarship Program.

RIVER WALK GOLF COURSE
1150 Fashion Valley Road
San Diego, CA 92108

\$175.00 PER PLAYER (\$650 - Foursome)

Includes breakfast, luncheon, beverage tickets, green fees, range balls, giveaways

SCHEDULE OF EVENTS

7:00 AM – Registration & Breakfast
8:00 AM – Shotgun Start
Luncheon & Awards to Follow

SPONSORSHIPS

GOLD - \$1,200

(Includes 4 Players, logo on registration banner, hole/exhibitors signage and food & beverage sponsor)

SILVER - \$900

(Includes 4 Players, logo on registration banner and hole/exhibitors signage)

BRONZE - \$250

(Hole/exhibitors signage)

ASPE San Diego Chapter #4 - SCHOLARSHIP PROGRAM
http://www.aspenational.org/Education_Scholarship_Fund.aspx

EXCLUSIVE RAFFLE

PADRES vs DODGERS

~4 Ticket Gift Pack~
ONLY for paid RSVPs
prior to 6/5/15

For more information contact:

David Luhm 858-518-4698
DLuhm@alphamechanical.com
Christiana G. Honnet 619-819-9356
Christiana@wallerconsulting.com

Registration Deadline – Tuesday, June 30, 2015

REGISTRATION FORM

Company: _____ Address: _____
 Name: _____ City/Zip: _____
 Sponsorships: Gold Silver Bronze Phone: _____
 Golf Only: Individual Foursome
 _____ Qty x \$ _____ = TOTAL \$ _____

Golfer 1: _____
 Golfer 2: _____
 Golfer 3: _____
 Golfer 4: _____

Checks payable to: **ASPE SAN DIEGO CHAPTER #4**
 Addressed to: Waller Consulting
 2111 West California Street, San Diego, CA 92110
 Credit Card: Call/Email Christiana for a PayPal
 Money Request email. (3.5% convenience fee will apply)

May 2015

Page 5



\$350 CORPORATE SPONSORSHIP, includes:

- Sponsor Recognition in each of the 12 Monthly Newsletters
- Includes a Hot Link to Either Your Website or Email
- A Full-Page Sponsor Profile in 1 Issue

MONTHLY ADVERTISEMENT:

12 Mo. Issues – 1/4-Page Ad for **\$450**
 OR
 12 Mo. Issues – Business Card for **\$200**

EMPLOYMENT AD:

\$50 per month (FREE to ASPE Members)

FOR MORE INFORMATION:

Contact **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

◆ **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: Assessing the Total Costs Related to Construction Safety

Principal Speaker: Vince Hundley, President & CEO
SMART Safety Group

In-House Speaker: *To be determined*

Dinner Venue: Sheraton La Jolla Hotel
3299 Holiday Court, La Jolla

◆ **Tuesday, May 26, 2015 — 5:30 PM**

ASPE San Diego Board of Directors' Meeting

Location: *To be determined*

◆ **Tuesday, June 16, 2015 — 5:00 PM Registration**

ASPE San Diego General Membership Dinner Meeting

Program: The Airport Development Plan—Next Phase of Improvements to Meet Demands through 2035

Principal Speaker: Iraj Ghaemi, P.E. – Director, Airport Facilities
San Diego County Regional Airport Authority

Dinner Venue: Sheraton La Jolla Hotel
3299 Holiday Court, La Jolla

◆ **Tuesday, June 23, 2015 — 5:30 PM**

ASPE San Diego Board of Directors' Meeting

Location: *To be determined*

◆ **Thursday, June 25, 2015 to Saturday, June 27, 2015**

ASPE Annual Meeting and Estimating Summit

Location: Hilton San Diego Resort and Spa
1775 E. Mission Bay Drive, San Diego

◆ **Tuesday, July 21, 2015 — 5:00 PM Registration**

ASPE San Diego Annual Awards Dinner Meeting

Program: Annual Chapter Awards and Installation of Officers/Directors for 2015-2016

Tentative Keynote Speaker: Walt Fegley, President of Reno Contracting, and President of AGC San Diego Chapter

Installing Officer: T. J. Schwertfeger, CPE
Southwest Regional Governor

Dinner Venue: Sheraton La Jolla Hotel
3299 Holiday Court, La Jolla

◆ **Friday, July 31, 2015**

ASPE San Diego's 9th Annual Golf Tournament

– **7:00 AM - Registration & Breakfast**

– **8:00 AM - Shotgun Start**

– **Luncheon & Awards to follow**

Location: Riverwalk Golf Course
1150 Fashion Valley Road, San Diego

Early Bird Special ! *Exclusive Raffle*
Padres vs. Dodgers (4-ticket gift pack)

ONLY for paid RSVPs prior to Friday, June 5th

Registration

Deadline: Tuesday, June 30th

[Click here](#) for 7/31 Golf Tournament flyer.




Todd Ebbert
General Manager
Southern California
tebbert@us-concrete.com

2735 Cactus Road
San Diego, CA 92154
Direct: (619) 240-8002
Tel: (619) 240-8000
Cell: (619) 843-3849
Fax: (619) 661-1038
www.sdpc.com

PROVIDING INNOVATIVE SOLUTIONS, QUALITY, AND SERVICE

Todd Caha, CPE
Senior Estimating Manager



4 Generations since 1938

1298 Pacific Oaks Place • Escondido, CA • 92029
858.566.1980 • 760.745.2001 • Fax 760.745.0292
Direct 760.690.5142
tcaha@baker-electric.com

GET INVOLVED IN YOUR LOCAL CHAPTER !!!



TECHNICAL COMMITTEES:

Certification:

John Heusner, CPE

Education:

Dan Luckhardt, CPE

Standards:

John Heusner, CPE

STANDING COMMITTEES:

Chapter Awards

National Awards

Nominations:

Frank Young, FCPE

Bylaws:

Michael Moyers, CPE

Parliamentarian:

PENDING

Communications/ Newsletter

Website:

John Balistreri, CPE

Finance

Ways & Means:

Laura Parker, CPE

Historical:

PENDING

Public Relations

Calendar:

PENDING

Membership:

Michael Moyers, CPE

Programs:

Frank Young, FCPE

OTHER COMMITTEES:

Ethics:

PENDING

Mentoring:

Frank Young, FCPE

Scholarships:

Dan Luckhardt, CPE

Telephone:

Meredith Stumpo

2014-2015 Chapter Officers

Office	Officer	Phone	Fax	Email
President	Michael Moyers, CPE Best Interiors, Inc.	858.737.7316 619.843.6962-C	858.737.7317	michael.moyers@bestinteriors.net
1st Vice-President	Dan Luckhardt, CPE Balfour Beatty	858.635.7462 619.633.8925-C	858.635.7401	dluckhardt@balfourbeattyus.com
2nd Vice-President	John Balistreri, CPE Kaiser Permanente	619.589.3080 619.861.1131-C	619.589.3192	john.t.balistreri@kp.org
3rd Vice-President	VACANT			
Secretary	James Yu, E Cumming Corp. USA	858.217.3574 858.273.9491-C	858.673.9263	jyu@ccorpusa.com
Treasurer	Laura Parker, CPE	619.704.2914 619.977.2817-C	858.278.7922	lauraparkercpe@gmail.com
Immediate Past President	Frank E. Young, FCPE CSOS Consulting	619.440.5517 619.980.4025-C	619.401.7545	pancho77@cox.net
Executive Administrator	Margy Ashby	619.749.1890 619.593.9988 619.302.3257-C		info@aspechapter4.org asped4@gasvcs.net
Webmaster	Sharon Jones	619.749.0597	619.749.7097	acsolution@cox.net

2014-2015 Chapter Board of Directors

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



Published by San Diego Chapter 4
American Society of Professional Estimators

S.D. Mator

Register Today!

For the Tuesday, May 19, 2015
ASPE San Diego Chapter #4
Dinner Meeting ...

Assessing the Total Costs Related to Construction Safety

CONTACT US

ASPE San Diego Chapter
127 N. Westwind Drive
El Cajon, CA 92020-2955

Phone: 619.749.1890

Email: info@aspechapter4.org

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

THE ASPE SAN DIEGO CHAPTER GRATEFULLY
ACKNOWLEDGES THE GENEROUS SUPPORT OF OUR

CORPORATE SPONSORS

Baker Electric Solar
<http://bakerelectricsolar.com>

Balfour Beatty US
<http://www.balfourbeattyus.com>

**California Comfort
Systems USA, Inc.**
<http://www.comfortsystemsusa.com>

**CP&M (Construction
Planning & Monitoring)**
<http://www.edmondsconsultants.com>

**Johnson, Finch & McClure
Construction, Inc.**
<http://jfmcon.com>

Reno Contracting Inc.
<http://renocon.com>

Trinity Grading, Inc.
<http://www.trinitygrading.com>

**Waller + Opsal
Consulting**
<http://www.walleropsal.com>

and

MONTHLY ADVERTISERS

BAKER ELECTRIC, INC.	p. 7
TRINITY GRADING, INC.	p. 4
U.S. CONCRETE PRECAST GROUP	p. 7

The American Society of Professional Estimators Code of Ethics

Introduction

The ethical principles presented are intended as a broad guideline for professional estimators and estimators in training. The philosophical foundation upon which the rules of conduct are based is not intended to impede independent thinking processes, but is a foundation upon which professional opinions may be based in theory and in practice.

Please recognize that membership in and certification by the American Society of Professional Estimators are not the sole claims to professional competence but support the canons of this code.

The distinguishing mark of a truly professional estimator is acceptance of the responsibility for the trust of client, employer and the public. Professionals with integrity have therefore deemed it essential to promulgate codes of ethics and to establish means of insuring their compliance.

Preamble

The objective of the American Society of Professional Estimators is to promote the development and application of education, professional judgment and skills within the industry we serve. Estimators must perform under the highest principles of ethical conduct as it relates to the protection of the public, clients, employers and others in this industry and in related professions.

The professional estimator must fully utilize education, years of experience, acquired skills and professional ethics in the preparation of a fully detailed and accurate estimate for work in a specific discipline. This is paramount to the development of credibility by estimators in our professional service.

Estimating is a highly technical and learned profession and the members of this society should understand their work is of vital importance to the clients and to the employers they serve. Accordingly, the service provided by the estimator should exhibit honesty, fairness, trust, impartiality and equity to all parties involved.

Canon #1

Professional estimators and those in training shall perform services in areas of their discipline and competence.

1. Estimators shall to the best of their ability represent truthfully and clearly to a prospective client or employer their qualifications and capabilities to perform services.
2. The estimator shall undertake to perform estimating assignments only when qualified by education or years of experience in the technical field involved in any given assignment.
3. The estimator may accept assignments in other disciplines based on education or years of experience as long as qualified associate, consultant or employer attests to the accuracy of their work in that assignment.

4. An estimator may be subjected to external pressures to perform work above or beyond qualifying education and experience. Estimators must retain their integrity and professionalism by actively avoiding involvement in situations that may lead to loss of independence and integrity as a professional estimator.

Canon #2

Professional estimators and those in training shall continue to expand their professional capabilities through continuing education programs to better enable them to serve clients, employers and the industry.

- 1) A member of the American Society of Professional Estimators will strive to gain the honored position of “Certified Professional Estimator” and encourage others to obtain this honored position.
- 2) Members will lend personal and financial support, where feasible, to the schools and institutions engaged in the education and training of estimators.
- 3) Members will cooperate in extending the effectiveness of the profession by interchanging information and experience with other estimators and those in training to be estimators, subject to legal or proprietary restraints.
- 4) Members will endeavor to provide opportunity for the professional development and the advancement of estimators and those in training under their personal supervision.

Canon #3

Professional estimators and those in training shall conduct themselves in a manner that will promote cooperation and good relations among members of our profession and those directly related to our profession.

- 1) Treat all professional associates with integrity, fairness, tolerance and respect, regardless of national origin, race, sexual orientation, religion, gender or age.
- 2) Extend fraternal consideration when giving testimony that may be damaging to a member of our society, as long as it does not violate this Code of Ethics and the laws governing the proceedings.
- 3) Accept the obligation to assist associates in complying with the code of professional ethics. The professional character of our society is dependent upon continuing mutual cooperation with one another. It is an essential element of our continued success.
- 4) Recognize the ethical standards set by other professionals, such as architects and engineers, directly related to our industry and extend to them the common courtesies they deserve.
- 5) Act honorably, both in personal and professional life, by avoiding situations that may erode public respect.

Canon #4

Professional estimators and those in training shall safeguard and keep in confidence all knowledge of the business affairs and technical procedures of an employer or client.

- 1) Privileged information or facts pertaining to methods used in estimating procedures prescribed by an employer, except as authorized or required by laws, shall not be revealed.
- 2) Treat in strict confidence all information concerning a client's affairs acquired during the fulfillment of an engagement and completion of an estimating procedure.
- 3) Serve clients and employers with professional concern for their best interests, provided this obligation does not endanger personal integrity or independence.

Canon #5

Professional estimators and those in training shall conduct themselves with integrity at all times and not knowingly or willingly enter into agreements that violate the laws of the United States of America or of the states in which they practice. They shall establish guidelines for setting forth prices and receiving quotations that are fair and equitable to all parties.

- 1) By not participating in bid shopping. Bid shopping occurs when a contractor contacts several subcontractors of the same discipline in an effort to reduce the previously quoted prices. This practice is unethical, unfair and is in direct violation of this Code of Ethics.
- 2) By not accepting quotations from unqualified companies or suppliers. Every effort should be made to pre-qualify any bidder to be used.
- 3) By not divulging quotes from subcontractors and suppliers to competitors prior to bid time in efforts to drive down the prices of either. Should quotes be received from subcontractors or suppliers that are excessively low or appear to be in error, the firm should be asked to review its' price. When making this request the quotes of others shall not be divulged.
- 4) By not padding or inflating quoted bid prices. An unethical practice for professional estimator is to pad or inflate quotes when bidding with firms known for bid shopping. If not a violation of applicable laws, a professional estimator should not provide quotes to known bid shoppers. However, it is not unethical to submit quotes with different values to different contractors, provided there are sound business reasons to justify the differences in the quotes.
- 5) Professional estimators shall not enter into the unethical practice of complimentary bids (also known as comp bids). Complimentary bidding is a violation of this Code of Ethics.

Canon #6

Professional estimators and those in training shall utilize their education, years of experience and acquired skills in the preparation of each estimate or assignment with full commitment to make each estimate or assignment as detailed and accurate as their talents and abilities allow.

- 1) To formulate an accurate estimate in any discipline, a full review must be made of all related documents. Any other approach could cause errors or omissions that may endanger professional integrity and reliability.

- 2) It is of paramount importance to a professional estimator to minimize the possibility of making mistakes or errors. The more detailed the estimate, the better the accuracy will be.
- 3) Each estimate should be cross checked by means that will insure that it is technically and mechanically free from mistakes, oversight or errors. If possible and feasible, estimates should be checked by other professionals. If it is not feasible for someone else to cross check an estimate, the estimator should cross check their own estimate by utilizing a different method, such as using historical data or unit prices based on previous cost data on similar project.

Canon #7

Professional estimators and those in training shall not engage in the practice of bid peddling as defined by this code. This is a breach of moral and ethical standards, and a member of this society shall not enter into this practice.

- 1) Bid peddling occurs when a subcontractor approaches a general contractor with the intent of voluntarily lowering the original price below the price level established on bid day. This action implies that the subcontractor's original price was either padded or incorrect. This practice undermines the credibility of the professional estimator and is not acceptable
- 2) The same procedure applies to a professional estimator engaged as a general contractor, as defined in the previous paragraph, when the estimator approaches an owner or client to voluntarily lower the original bid price.
- 3) When a proposal is presented, the professional estimator is stating the estimate has been prepared to the best of their ability using their education, expertise and recognized society standards. Entering into unethical practices such as "bid peddling" jeopardizes both personal and society professional credibility, while violating the trust of the clients.
- 4) This canon does not consider the practice of the solicitation of a "best and final offer" to be unethical. Where permissible by law and authorized by the procurement authority, an estimator may request a best and final offer from his subcontractors and suppliers, but must keep the value of the original quotations strictly confidential.

Canon #8

Professional estimators and those in training to be estimators shall not enter into any agreement that may be considered acts of collusion or conspiracy (bid rigging) with the implied or express purpose of defrauding clients. Acts of this type are in direct violation of the code of ethics of the American Society of Professional Estimators.

- 1) Bid rigging, collusion and conspiracy, as defined by the American Society of Professional Estimators, may occur between two (2) or more parties. Agreements reached by companies or individuals in the act of conspiring to set the price of a particular project or scope of work with the express purpose of circumventing the competitive bid process are illegal and a violation of this Code of Ethics.
- 2) Professional estimators and those in training to be estimators shall not be associated with firms which are known to participate in the practice of bid rigging.

- 3) There are no conditions that will allow a professional estimator to enter into such fraudulent acts such as bid rigging, knowing that they are held to be unlawful, immoral, unethical and unacceptable to this society.

Canon #9

Professional estimators and those in training to be estimators shall not participate in acts such as the giving or receiving of gifts, which are intended to be or may be construed as being acts of bribery.

- 1) Professional estimators and those in estimating should not offer cash, securities, intangible property rights or any personal items in order to influence or that give the appearance of influencing the judgment or conduct of others that would place them in the position of violating any laws or leave them with the feeling of obligation or indebtedness.
- 2) Professional estimators and those in training should not accept gifts, gratuities or entertainment that would place them in a position of violating and laws (municipal, state or federal) or that give the appearance of creating an inducement which would affect the estimator's professional credibility by placing them in a position of obligation or indebtedness.

Revision May, 2011

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: 5.6.15



UPCOMING DEADLINES

PLEASE DISTRIBUTE TO ALL CHAPTER MEMBERS

May 15

Last day for Proposed Bylaw Amendments to be sent to chpt Pres.

June 1

Delegate voting strength determined by SBO-Return ASAP

June 24-28

Annual Meeting & Estimators Summit in San Diego, CA

June 27

2015-2016 BOT Takes Office

July 10

Last day to submit Applications for Certification for Cycle 2

July 31

Check your Certification Renewal Date.



**Ninth Edition SEP
Order Your Copy
Today!!**

**Book Only: \$95
Book & 1 Digital Copy \$125**

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



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



UPDATED

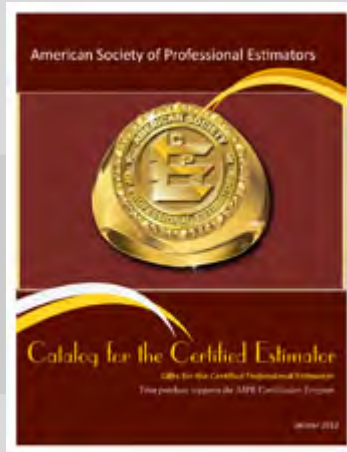


Are your members receiving news from the SBO? We have some members that their emails are bouncing. Please check with your chapter!!



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

American Society of Professional Estimators | Phone: 615-316-9200 | Fax: 615-316-9800
Advertise with Us | Privacy Policy | Terms of Service | Feedback | Help
Copyright © The Solutions Group 1993-2009. All rights reserved.

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
View your Orders. Finish or Delete if Status is "incomplete"

	Date	No.	Type	Status	[office alerts]	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: []

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

1	Chapter President and Alternate in your Chapter No. 6	Eaton	Scott	(480) 557-4700	seaton@tcco.com
---	---	-------	-------	----------------	-----------------

Region	Chapter #	Arizona (Phoenix)	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



Ninth Annual Golf Tournament

Friday July 31, 2015



A Benefit for the ASPE San Diego Chapter #4 Scholarship Program.

RIVER WALK GOLF COURSE

1150 Fashion Valley Road
San Diego, CA 92108

\$175.00 PER PLAYER (\$650 - Foursome)

Includes breakfast, luncheon, beverage tickets,
green fees, range balls, giveaways

SCHEDULE OF EVENTS

7:00 AM – Registration & Breakfast

8:00 AM – Shotgun Start

Luncheon & Awards to Follow

SPONSORSHIPS

GOLD - \$1,200

(Includes 4 Players, logo on registration banner, hole/exhibitors signage and food & beverage sponsor)

SILVER - \$900

(Includes 4 Players, logo on registration banner and hole/exhibitors signage)

BRONZE - \$250

(Hole/exhibitors signage)

ASPE San Diego Chapter #4 - SCHOLARSHIP PROGRAM

http://www.aspenational.org/Education_Scholarship_Fund.aspx

Early Bird Special!

EXCLUSIVE RAFFLE

PADRES vs DODGERS

~4 Ticket Gift Pack~

**ONLY for paid RSVPs
prior to 6/5/15**

For more information contact:

David Luhm 858-518-4698

DLuhm@alphamechanical.com

Christiana G. Honnet 619-819-9356

Christiana@wallerconsulting.com

REGISTRATION FORM

Registration Deadline – Tuesday, June 30, 2015

Company: _____

Address: _____

Name: _____

City/Zip: _____

Sponsorships: **Gold** **Silver** **Bronze** Phone: _____

Golf Only: **Individual** **Foursome**

____ Qty x \$ _____ = TOTAL \$ _____

Golfer 1: _____

Golfer 2: _____

Golfer 3: _____

Golfer 4: _____

Checks payable to: **ASPE SAN DIEGO CHAPTER #4**

Addressed to: **Waller Consulting**

2111 West California Street, San Diego, CA 92110

Credit Card: Call/Email Christiana for a PayPal 

Money Request email. (3.5% convenience fee will apply)