

# S.D. Mator

Published by ASPE San Diego Chapter # 4

September 2016

Volume 15, Issue 1

## MEETING AT A GLANCE

**DATE:** TUESDAY, SEPTEMBER 20, 2016

**TIME:** 5:15 PM—Registration  
5:30 PM—Sundt Office Tour Begins  
6:15 PM—Dinner Service Commences  
7:00 PM—Announcements, followed by Sundt Presentation

**PROGRAM:**

**SUNDT CONSTRUCTION  
OFFICE TOUR AND PRESENTATION**

**OFFICE TOUR HOSTS & PRESENTERS:**

**John Messick**  
*VP / Regional Director, San Diego Area*

**Brad Kirsch**  
*VP for Preconstruction, California District*

**Paul Chang**  
*Sr Estimator for Preconstruction*

**LOCATION:**

**Sundt Construction Offices**  
1660 Hotel Circle North, Suite 400  
San Diego (Mission Valley on north side of I-8)

**PHIL'S BBQ** will cater the meal with  
Chicken, Ribs, Beans, Corn, Coleslaw & Rolls.  
Soft drinks and water will accompany the meal.

**COST: \$35 per person**  
**\$25 for full-time students**

*Cancellations must be received by NOON on Monday,  
September 19<sup>th</sup> or no shows will be billed accordingly.*

**RSVP:**

<http://evite.me/cFW1C2w3bk>

—OR: Paul Chang – Sundt Construction  
619.321.4822 [aspechapter4@outlook.com](mailto:aspechapter4@outlook.com)

## Sundt Construction Continues Its Support of ASPE and the Local Chapter

Several years ago, our Chapter decided to experiment with a different type of format for dinner meetings instead of the traditional Site Tour to an area jobsite. Why not visit the offices of interested Member-Firms to comprehend how each company is organized in their Estimating Departments to manage the daily challenges of preparing estimates for both negotiated and hard bid scenarios? Previously we have had the privilege of touring the facilities of Balfour Beatty, Swinerton Builders, and Turner Construction.

To kick off our program season for the 2016-17 Fiscal Year, we have been graciously invited to Sundt Construction's San Diego headquarters located at 1660 Hotel Circle North, Suite 400, San Diego in Mission Valley on the north side of Interstate 8.

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

**Thanks to our dinner meeting sponsor:  
SUNDT CONSTRUCTION**

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**G**reetings!

It seems that time flies when you're having fun! It feels like it was just yesterday when I started this gig as President back in 2014. Now two and a half years later, I am going into another term. Looking back at a few highlights, we have had two fantastic Golf Events and hosted an *outstanding* National Annual Meeting and Estimators Summit, according to all who attended. For this upcoming year, we look forward to another outstanding Golf Event, an educational seminar that is looking very promising, along with some great Site Tours and Dinner Meetings.



*Michael Moyers, CPE*

Since we did not have an August newsletter, I would like to take this opportunity to introduce and welcome your 2016-2017 Officers and Board Members. Your new Board is as follows:

President – **Michael Moyers CPE**

Treasurer – **Frank Young FCPE**

1<sup>st</sup> Vice President – **Dan Luckhardt CPE**

Secretary – **Fred Nagel CPE**

2<sup>nd</sup> Vice President – **Steve Schraibman CPE**

Directors – **John Balistreri CPE** and **David Luhm**

Congratulations to all!

I would also like to thank last year's Officers and Board of Directors for their service and dedication to the Chapter along with the recipients of our Chapter Awards. The recipients are as follows:

- “Jess Sisk Award” for Outstanding Committee Chair – **Dan Luckhardt CPE**, Scholarship Committee
- “Larry Kian Award” for Outstanding Service to the Chapter – **David Luhm**, Golf Committee
- Presidents Award for Outstanding Dedication – **Steve Schraibman CPE**, Public Relations Committee
- Officer of the Year Award for Outstanding Chapter Officer – **John Balistreri CPE** – 1<sup>st</sup> Vice President and Communications Committee
- Member Firm of the Year – **Sundt Construction**

**Membership Status:** As of the most recent Chapter Roster issued September 2016 by SBO (Society Business Office), our membership stands at 51. Currently we have 23 members who are CPE's and 2 FCPE's. 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](http://www.aspenational.org). You can also contact your Chapter Membership Chairman for assistance at [michael.moyers@bestinteriors.net](mailto:michael.moyers@bestinteriors.net).

For those of you who have thought of becoming more involved in our Chapter, we could always use the help. If you are interested, please contact me at (858) 737-7316 or email me at [michael.moyers@bestinteriors.net](mailto:michael.moyers@bestinteriors.net).

As you know, the official date to renew your dues has now passed. I would like to thank all of you who have renewed their memberships this year. For those of you who have not renewed, you can still do so by contacting SBO and talk with Tina. As a reminder, if you did not renew, you are no longer in the Membership database visible information.

**New Members:** We would like to welcome our newest member, **Vachik Armenian** of Countywide Mechanical Systems.

**Upcoming Events:** This month, we will be meeting at the offices of Sundt Construction. We will have a short tour of their offices followed by a presentation about Sundt. Dinner will be catered by Phil's BBQ.

**Michael D. Moyers, CPE**

Best Interiors, Inc.

*President, ASPE San Diego Chapter #4*

Originally established in 1891 in Tucson, AZ, the company is celebrating its 125<sup>th</sup> anniversary in the construction industry. Sundt is a different kind of company: They're modern, innovative, and 100 percent employee-owned. The firm builds projects in a collaborative environment, using best practices' techniques to improve productivity, reduce costs, and deliver successful projects to their clients. Their broad range of expertise includes the following sectors: Commercial, Education, Government, Healthcare and Laboratories, Civil and Transportation, Water Treatment, Power, Mining and Industrial, and Self-Performed Concrete Structures.

People make the difference in business today. Sundt's people are not just employees—they literally own a "piece of the rock." For clients, this means a team of people dedicated to helping customers achieve their goals. Success for their clients ensures success for Sundt as well.

Sundt Construction opened its San Diego offices in 2002 by acquiring Ninteman Construction Co. Their company was recently selected as San Diego Chapter #4's Member-Firm of the Year. That award signifies their backing of our organization in a number of different, but noteworthy ways: Encourage estimators to join ASPE and participate in local activities, promote the importance of those estimators becoming CPE's through the Certification program, advertising in our publications, helping sponsor/hosting events, and offering the use of their facilities for meetings. In looking at Sundt's website, we see many similarities in the stated Mission and Vision of their company and our Society. Their core values reflect concepts that we endorse and subscribe to in serving our members and the construction marketplace. Membership and support of ASPE demonstrates the type of "community and industry" as a means of giving back to our field of endeavor. We hope to find ways in the coming months to increase Sundt's participation at the local and national levels.

Registration on Tuesday, September 20<sup>th</sup> opens at 5:15 P.M., with tours of Sundt's facility slated to begin at 5:30 P.M.



John Messick



Brad Kirsch



Paul Chang

**John Messick**, Vice President/Regional Director for the San Diego area, **Brad Kirsch**, Vice President for Preconstruction in the California District, and **Paul Chang**, Senior Estimator for Preconstruction, will lead the attendees through meeting spaces, photo displays and exhibits highlighting prominent projects in San Diego, as well as viewing the surrounding environs including Riverwalk Golf Course.

Dinner service will commence at 6:15 P.M. featuring Phil's BBQ selection of chicken, ribs, beans, corn, coleslaw, and rolls along with your choice of soft drinks or water. At the conclusion of the meal, we will have our usual announcements, and then our Office Tour hosts and other representatives of Sundt's Preconstruction team will offer a presentation covering the following topics:

- Who Is Sundt?
- Sundt's Preconstruction Department
- Sundt's Technology Capabilities
- Work Opportunities at Sundt
- Question-and-Answer Period

Cost will be \$35.00 per person for members and guests, and \$25.00 per person for students. Sundt Construction will be our Dinner Meeting sponsor as well, to help defray some of the costs to the Chapter. This program should be of particular interest to general contractors, subcontractors, and vendors alike. Please invite a colleague to join us on Tuesday, September 20<sup>th</sup>.

[Click here](#) to make your reservation through 

... or go to <http://evite.me/cFW1C2w3bk>.

Or contact Paul Chang at Sundt Construction to make your reservations for this important event.

Telephone: (619) 321-4822

Email: [aspechapter4@outlook.com](mailto:aspechapter4@outlook.com)

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

# 2016 ASPE Annual Meeting and Estimator's Summit

*by Lisa Thibodeaux - Construction Experts, Inc.*

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**N**etworking. Education. New direction. The 2016 ASPE Annual Meeting and Estimator's Summit offered great breakout sessions, opportunities for discussion, and time to network. Our Chapter delegates returned with resources to use on the job, a greater understanding of the future for our society, and how to improve what we do on a daily basis in our professional lives and that of our society.

## Breakout Sessions

Henry "Dutch" Hempel spoke about effective communication and the union of data and visual representations in his talk titled "From Estimating to Implementation." Hempel explained the research, application, and innovative ideas on the use of graphics and colors in presentations, conative character awareness, and communicating data. He spoke about utilizing personal communication strengths to develop better relationships with clients and co-workers, and how to develop better, stronger working relationships. I recommend checking out his website for more information. <http://www.henryhempel.com/>

Attendees also enjoyed breakouts on "Utilizing 3D Laser-Scanned Measurements Within the Estimating Workflow," "The Power of Competitive Leadership Skills That Leads to Success," and "The Future @ Work - Leading Through the Generational Lens." Highlights from each of these sessions were shared at an included delicious buffet lunch in the central meeting area. After lunch, the conversations and presentations continued. I attended the talk on leadership and walked away with a refreshed perspective on leadership and various action items I would implement upon returning to San Diego.

## Day 2 Breakout Sessions

Friday offered new sessions to attend and the anticipated awards banquet. I attended "Estimating Construction Technology," a presentation of how construction and estimating technology work together, streamlines communication, and identifies problems early in the construction process. Adrian Silversen, PM and BIM coordinator, spoke about how investing in and utilizing the technology tools available allows the company to bring more to the table, surpassing what the competition can offer. Seeing the use of video, BIM and animated presentation tools challenged my understanding of workplace technologies.

A returning ASPE presenter, Jerome Wade spoke on "Activating your Leadership Greatness" in a very lively, interactive and animated talk on taking a leap into the next great challenge.

The final talk I enjoyed was "Business in the New Media Age" in which we discussed how to harness the power of social and new media to grow our society membership and our businesses.

## Networking

Evenings included a welcome reception and cocktail hour where the conversations flowed, business cards were exchanged, and hors d'oeuvres were enjoyed.

I met several industry professionals from the Denver and Indiana chapters during the cocktail reception before the awards banquet.

## Awards, and Society Business

Friday evening members from our Chapter and several other chapters would be honored for their contributions to the society.

**Bob George, CPE** was recognized with the highest honor in the society, the award of Fellow. To be eligible for this award, the individual must be a member for ten years, make an "exceptional contribution to the Society and the art of estimating," and be nominated by his/her peers (Membership Classification). Bob initiated the ASPE website, taught numerous classes through the Estimating Academy, served on the Education Committee for many years, wrote multiple articles for *Estimating Today*, and is a past Chapter and National President.



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



# Meet the Members of Your Chapter Board ...

## Focus on MICHAEL D. MOYERS, CPE

### *Senior Estimator/Preconstruction Specialist – Best Interiors, Inc.*

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**M**ichael D. Moyers, CPE was born and raised in San Diego. In his early years, he was highly involved with the Boy Scouts of America and obtained the rank of Eagle Scout.

Mike graduated from Granite Hills High School in 1974. He continued his education at Grossmont College, obtaining an AS in Architecture and completing his BBA at National University. He also attended San Diego State, obtaining a Certificate in Construction Practices.

Mike started his career in 1977 as a Civil Designer with San Diego Gas & Electric and eventually moved into estimating within the Cost Engineering Department. He has since worked for Ahlstrom Pyropower as a Senior Cost Estimator/Buyer, Expansion Joint Systems as a Senior Cost Estimator, and Valley Metals as an Estimator. He started in the subcontracting arena in 1998 with Martin & Lewis Drywall as a Project Estimator. In 2001, he made a move to Best Interiors, Inc. where he currently holds the position of Senior Estimator/Preconstruction Specialist for the San Diego office.

Away from estimating, Mike enjoys spending time with his wife, kids and two grandsons. His hobbies include woodworking, boating, fishing, gardening and music.

Mike originally joined ASPE Chapter #4 in 1984, obtained his CPE in 1987, and reinstated his membership in 2008. He is currently serving the Chapter as President and Membership Chairman. ■

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## 2016 ASPE Annual Meeting & Estimator's Summit

[cont'd from pg 4](#)

ASPE also recognized George with the legacy award for education, the Frank E. Young Education Award for his educational contributions to the society.

The society retired the 2015-2016 Board and welcomed in the 2016-2017 Board of Directors.

Saturday was an interesting day in which attendees learned the ways ASPE is moving forward under the direction of the newly elected president, Marcene Taylor, with the Strategic Plan and new Bylaws.

The 2016 ASPE Annual Meeting and Estimators summit truly offered top quality education, networking opportunities, and the chance to pay respect to those who have paved the way for our society's continued growth and success. ■



# San Diego Chapter #4 Honors Its Leadership for Fiscal Year 2015-2016

*by Frank E. Young, FCPE — Chapter Awards Chair*

On July 26<sup>th</sup>, San Diego Chapter #4 held its annual Awards Dinner and Installation of New Officers and Directors to serve during the upcoming Fiscal Year. The Chapter Awards Committee distributed the customary Certificates of Appreciation to our past Officers and Directors and Administrative Staff (Margy Ashby and Sharon Jones). In addition, they handed out plaques to several members of the leadership team in the following categories:

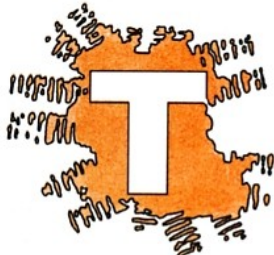
- Jess Sisk Award for Outstanding Committee Chair – **Dan Luckhardt CPE** for his work on the Scholarship Committee
- Larry Kian Award for Outstanding Service – **David Luhm** for his work on the Golf Committee
- The President's Award for Outstanding Dedication – **Steve Schraibman CPE** for his work on the Public Relations Committee to bring Social Media opportunities to the Chapter and its membership
- Officer of the Year Award – **John Balistreri CPE** for his work as Communications Chair
- President's Plaque Descriptive Plate – **Mike Moyers CPE** for his ongoing efforts as Chapter President
- Member of the Year Award – **Sundt Construction** for their support of ASPE (presented to Brad Kirsch, Preconstruction Manager)



*Frank Young, FCPE*

Unfortunately, once again, the Chapter Awards Committee did not recommend any member for consideration as the recipient of the Al Vallin Estimator of the Year Award. We will publish the guidelines for that accolade in a future issue of the newsletter. Hopefully, the membership will propose a worthy candidate for evaluation prior to next year's Awards ceremony.

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



**Trinity Grading, Inc.**  
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**Tim Lackey**  
President

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www.trinitygrading.com

**Todd Caha, CPE**  
Senior Estimating Manager



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# Fall 2016 Online Construction Classes Start Sept. 12<sup>th</sup>

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The following article contains information about online construction courses offered at San Diego State University and selected non-profit construction industry organizations. **Classes start September 12, 2016.** Registrations are currently being accepted by all providers.

Registration options for Fall Semester 2016 classes include:

- |       |  |        |  |
|-------|--|--------|--|
| * 101 | Introduction to Construction Estimating      | * 201S | Leadership and Motivation (STP Unit 1)           |
| * 102 | Essential Construction Math                  | * 203P | Risk Management and Problem Solving (STP Unit 5) |
| * 103 | Construction Blueprint Reading               | * 205T | Planning and Scheduling (STP Unit 3)             |
| * 105 | Estimating and Bidding 1                     | * 206T | Construction Productivity and Project Management |
| * 106 | Estimating and Bidding 2                     | *308   | Construction Project Management                  |
| * 107 | Construction Materials and Practices         |        |  |
| * 109 | Practical Applications of Civil Construction |        |  |
| * 110 | Civil Blueprint Reading and Materials        |        |  |

## **101 INTRODUCTION TO CONSTRUCTION ESTIMATING** (online)

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

[http://www.constructionclasses.com/estcert/101\\_itce.htm](http://www.constructionclasses.com/estcert/101_itce.htm)

## **102 ESSENTIAL CONSTRUCTION MATH** (online)

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

[http://www.constructionclasses.com/estcert/102\\_math.htm](http://www.constructionclasses.com/estcert/102_math.htm)

## **103 CONSTRUCTION BLUEPRINT READING** (online)

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

[http://www.constructionclasses.com/blueprint/blueprint\\_syllabus.htm](http://www.constructionclasses.com/blueprint/blueprint_syllabus.htm)

## **105 ESTIMATING AND BIDDING 1** (online)

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

## **106 ESTIMATING AND BIDDING 2** (online)

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

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

## **107 CONSTRUCTION MATERIALS AND PRACTICES** (online)

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

*(cont'd on pg 8)*

## **CIVIL SITE WORK CLASSES**

### **109 PRACTICAL APPLICATIONS OF CIVIL CONSTRUCTION** (online)

Learn civil construction techniques including site preparation and grading, excavation, backfill, compaction, trenching, paving and dewatering. <http://www.constructionclasses.com/csups/descriptions/109.htm>

### **110 CIVIL BLUEPRINT READING AND MATERIALS** (online)

This course gives students an overall and elementary understanding of civil construction blueprints and materials. This includes reading specifications, manufacture and use of civil construction materials, and more.

<http://constructionclasses.com/css/descriptions/110.htm>

## **CONSTRUCTION SUPERVISION CLASSES**

### **201S LEADERSHIP AND MOTIVATION** (online)

Learn how to recognize your style of leadership and how to utilize other styles when appropriate. The affect that attitudes and abilities have on job performance and how to positively influence attitudes and abilities will be studied. The leader as goal setter, communicator and role model will all be discussed. Job site applications of all subjects will be stressed. <http://www.constructionclasses.com/css/descriptions/201S.htm>

### **203P PROBLEM SOLVING AND RISK MANAGEMENT** (online)

Learn how to identify, prevent, and solve construction problems. Subjects include identifying the source of problems, barriers to problem solving and symptoms that often mask the real problem. Human performance problems, scheduling problems and technical problems will be covered. The 6-step method of problem solving and decision making will be stressed. <http://www.constructionclasses.com/css/descriptions/203P.htm>

### **205T PLANNING AND SCHEDULING, STP 5** (online)

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

#### **Part of Civil Site Work and Project Management Certificates**

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

### **206T CONSTRUCTION PRODUCTIVITY AND COST MANAGEMENT** (online)

Learn the skills necessary for effective control of construction costs at the jobsite. Apply principles and practices associated with cost awareness and production control to each element of your project. Control of labor and equipment costs. <http://www.constructionclasses.com/css/descriptions/206T.htm>

## **PROJECT MANAGEMENT CLASS**

### **308 CONSTRUCTION PROJECT MANAGEMENT** (online)

This course will provide construction professionals with a framework that will help them to understand the project manager's roles, responsibilities, processes and procedures. <http://www.constructionclasses.com/pm/308.htm>

To learn more about online CERTIFICATE PROGRAMS, go to:

[http://www.constructionclasses.com/certificate\\_programs.htm](http://www.constructionclasses.com/certificate_programs.htm)

**QUESTIONS?** Send an email to Lisa Thibodeaux at [Lisa@ConstructionClasses.com](mailto:Lisa@ConstructionClasses.com) or visit the Frequently Asked Questions page at [http://www.constructionclasses.com/faq\\_potential.htm](http://www.constructionclasses.com/faq_potential.htm). ■



# Become an ASPE Newsletter Sponsor or Advertiser

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OR  
12 Mo. Issues – Business Card for **\$200**

## **EMPLOYMENT AD:**

**\$50** per month (FREE to ASPE Members)

## **FOR MORE INFORMATION:**

Contact **FRANK YOUNG, FCPE**  
619.980.4025 (cell) or  
[pancho77@cox.net](mailto:pancho77@cox.net)



## **ASPE MISSION STATEMENT**

The American Society of Professional Estimators  
is dedicated to the promotion of  
the profession of estimating and to  
the benefit of the construction industry.

[Click here for ASPE's CODE OF ETHICS.](#)

## **ASPE Membership**

**A**n accurate cost estimate is the first of many key components of a successful construction project. Plan interpretation, labor and material costs, scheduling costs, and level of difficulty recognition are a fraction of the skills necessary to become a successful estimator.

Why join the American Society of Professional Estimators? ASPE is the most recognized and credentialed group of construction cost professionals in our nation's construction industry. ASPE provides education, industry information, and fellowship to all levels of our members. It is made up of professionals of several different classifications.

- A- **Estimator**—shall have at least five years' experience as an estimator in one or more of the construction estimating disciplines.
- B- **Constructor**—shall be an active construction professional experienced in one or more of the construction disciplines with at least 5 years' experience.
- C- **Associate Member**—is a Member with less than 5 years of experience as an estimator or an active construction professional. When the Member achieves 5 years of experience, the Member shall be given one of the Member classifications listed above.

One of the ultimate goals of a member in ASPE is to achieve status as a "Certified Professional Estimator," otherwise known as "CPE." CPE status is recognized by Builders, Government Agencies, Developers, and many other Corporate entities as the highest level of qualification as an estimator. Educational training is available to become part of this elite group of professionals.

ASPE San Diego Chapter 4 is perennially recognized as one of the top chapters of the nation's 50 chapters. The local chapter meets on the third Tuesday of each month. This general membership meeting offers education and insight into our industry. Each membership meeting is highlighted by presentations and guest speakers, with information pertinent to our ever-changing industry.

If you would like to become part of this exciting group of professionals, please contact Michael Moyers CPE at 858.737.7316 (office) or 619.843.6962 (cell) or:

[michael.moyers@bestinteriors.net](mailto:michael.moyers@bestinteriors.net)

# ASPE San Diego Chapter #4

## CALENDAR OF EVENTS



- ◆ **Tuesday, September 20, 2016 (5:00 PM Registration)**  
**ASPE San Diego Monthly Dinner Meeting**  
**Program:** Visit to the Offices of Sundt Construction  
**Location:** 1660 Hotel Circle North, Suite 400 San Diego (Mission Valley)  
**Dinner** Catered by Phil's BBQ  
**Venue:**
- ◆ **Tuesday, October 4, 2016 (5:30-7:30 PM)**  
**ASPE San Diego Board of Directors' Meeting**  
**Location:** To be determined
- ◆ **Friday, October 7, 2016—Saturday, October 8, 2016**  
**ASPE Southwest/Northwest Regional Meeting**  
**Location:** Hampton Inn  
Oklahoma City, Oklahoma
- ◆ **Tuesday, October 18, 2016 (5:00 PM Registration)**  
**ASPE San Diego Monthly Dinner Meeting**  
**Program:** Site Tour and Dinner Meeting  
Presentation at Jobsite  
TO BE DETERMINED  
**Location:** To be determined  
**Dinner** To be determined  
**Venue:**
- ◆ **Thursday, October 20, 2016 (12:00-6:00 PM)**  
**Blue Book Network Showcase**  
**Location:** Petco Park  
100 Park Boulevard, San Diego  
(East Village, Downtown)
- ◆ **Tuesday, October 25, 2016 (5:30-7:30 PM)**  
**ASPE San Diego Board of Directors' Meeting**  
**Location:** To be determined
- ◆ **Tuesday, November 15, 2016 (5:00 PM Registration)**  
**ASPE San Diego Monthly Dinner Meeting**  
**Program:** Presentation by ProEst Software  
**Speakers:** Jeff and John Gerardi  
**In-House** To be determined  
**Speaker:**  
**Location:** Riverwalk Golf Club  
1150 Fashion Valley Road, San Diego
- ◆ **Tuesday, November 22, 2016 (5:30-7:30 PM)**  
**ASPE San Diego Board of Directors' Meeting**  
**Location:** To be determined
- ◆ **Friday, December 16, 2016 (7:00 AM Registration)**  
**Joint ASPE/CSI San Diego Christmas Breakfast**  
**Program:** Real Estate and Construction  
Economic Forecast for 2017  
**Speaker:** Alan Nevin, Xpera Group  
**Location:** Admiral Baker Golf Course Clubhouse  
2400 Admiral Baker Road, San Diego

	<b>Todd Ebbert</b> General Manager Southern California tebbert@us-concrete.com
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# Directory of San Diego Chapter #4 Officers and Directors



## TECHNICAL COMMITTEES:

### Certification:

John Balistreri, CPE  
Stephen Fisher, CPE

### Education:

VACANT

### Standards:

VACANT

## STANDING COMMITTEES:

### Chapter Awards

Frank Young, FCPE

### National Awards

VACANT

### Nominations:

VACANT

### Communications—

#### Website:

John Balistreri, CPE  
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AMERICAN SOCIETY  
OF PROFESSIONAL  
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# 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.