



S.D. Mator

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September 2018

Volume 17, Issue 1

SITE TOUR & DINNER MEETING

DATE: TUESDAY, SEPTEMBER 18, 2018

TIME: 5:00 PM—Registration

5:30 PM—Site Tour Begins

6:30 PM—Dinner Only Registration

7:15 PM—Dinner Service Commences
Short Program Following Dinner



SITE TOUR:

**A GLOBAL PARTNERSHIP, SUSTAINABLE AND
SCIENTIFIC ADVANCEMENTS, AND PHILANTHROPY
COME TOGETHER AT UCSD'S TATA HALL**

SITE TOUR HOST:

Mark Rowland

Principal Architect/Program Manager
UCSD Facilities Design & Construction

ALL ATTENDEES MUST SIGN AN INSURANCE WAIVER FORM

ALL PARTICIPANTS SHOULD BRING REQUIRED
PPE (PERSONAL PROTECTIVE EQUIPMENT)

— HARD HATS, SAFETY VESTS, SAFETY GLASSES, GLOVES —
AND WEAR APPROPRIATE CLOTHING
(CLOSED-TOE SHOES, NO SHORTS OR TANK TOPS).

DINNER LOCATION:

BJ's Restaurant & Brewhouse

8785 Villa La Jolla Drive, San Diego
(West of I-5, South of La Jolla Village Drive)

**COST: Members & Guests – \$30/person
Students (discount) – \$20/person
Site Tour Only – \$10/person**

*Cancellations must be received by NOON on
Monday, September 17th or no shows will be billed.*

RSVP: <http://evite.me/BFMpqM4EHh>

MEMBERS AND GUESTS UTILIZING THE EVITE RESERVATION
PLATFORM MUST PROVIDE THE INDIVIDUAL'S NAME AND
COMPANY NAME FOR EVERY REGISTRANT.

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

Innovation, Scientific Advancements, Philanthropy and a Global Partnership Come Together at Tata Hall

by Lisa Thibodeaux, Construction Experts, Inc.

ASPE San Diego Chapter #4 Programs Chair

Research institutions, biomedical innovations, and genomic research are three areas in which San Diego is growing economically and in recognition, talent and investment. One way these areas come together is the new 130,000 sq ft, 7-story, \$84,000,000 science building, Tata Hall at University of California San Diego, in Revelle College.

Steve Boggs, former chair of Physics at UC Berkley, now the Dean of the Division of Physical Sciences, said the new laboratory building would help UC San Diego students and faculty to “explore the future of science and develop tools to understand the physical universe.”

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Innovation, Scientific Advancements, Philanthropy and a Global Partnership Come Together at Tata Hall

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Innovation, Scientific Advancements, Philanthropy and a Global Partnership Come Together at Tata Hall

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73,200 Assignable Square Feet (ASF) is dedicated to biology and chemistry research and instructional space. This includes 7 stories with an auditorium and a Nuclear Magnetic Resonance (NMR) facility.

42,740 ASF spread into 3 stories will be utilized by the Division of Biological Sciences, Microbiology/Quantitative Biology and Neurobiology. Students and faculty will utilize the research laboratories, teaching labs, laboratory support space, a satellite vivarium for animal and infectious disease research, faculty, post doctorate, graduate, and administrative office space, teaching labs, a 175-seat auditorium, and a learning studio.

The Chemistry and Biochemistry Division will utilize 23,400 ASF through 2 stories. This space is divided into similar aspects: organic and biochemistry labs to support synthetic and physical research, office space, teaching labs and a learning studio.

The NMR suite is 7,000 ASF. This sought-after facility will serve as an investigative tool to advance research in active genetics, neurology, advanced energy, drug discovery innovation and more. Through NMR research, scientists, students, and professors will be able to gain a more exact view into diseased cells and how to best immunize and protect against disease. This facility will maximize interdisciplinary collaboration between the variety of academic units in Tata Hall. Adjacent to the NMR suite is a bridge connection to Pacific Hall.

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Innovation, Scientific Advancements, Philanthropy and a Global Partnership Come Together at Tata Hall

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The top floor will house the Tata Institute for Genetics and Society and the Kavil Institute for Brain and Mind, 2 centers that UCSD Chancellor Pradeep Khosla identifies as hallmark programs of the university. Suresh Subramani, Distinguished Professor of Molecular Biology, UCSD Global Director of the Tata Institute, said of the \$70 million grant, "This is a really transformational and visionary philanthropy that allowed this building and vision to be possible. Tata offers a place where 'outstanding science is coupled with a visionary philanthropy and the power of collaboration to really attack global problems that impact humanity in a positive way.'"

The mission of the Tata Institute is to advance global science and technology through socially conscious means to develop solutions to some of the world's most pressing challenges, from public health to agriculture.

The Tata name comes from the Tata Trusts, India's largest philanthropic organization which funded the Tata Institute. UCSD was chosen for this project because of its focus on cross-disciplinary research.

Evidence of the building's anticipated LEED Gold status can be gathered from several factors. Condensation from the Chilled Beam HVAC system will be collected and used for toilets, urinals, and irrigation.

Tata Hall achieved a 27% in reduced energy consumption through the utilization of energy conserving strategies. Electrochromic glazing is placed on the east and west elevation paneling to reduce glare and heat gain. On the south facade Panelite, a white honeycomb grating, is integrated to diffuse and direct daylight into the space. Floor-to-ceiling glazing on the north facade maximizes daylighting.

Daylighting is maximized as is the open space around the building. The Urey Green quad has been redesigned and opened up to encourage collaboration and a new plaza is available where events can be held. Geographically, the building has a narrow footprint and is sited further west where faculty and students can enjoy ocean views.



Mr. Mark Rowland, Principal Architect of Tata Hall and Architect/Project Manager for UCSD, will guide ASPE San Diego members and guests September 18, 2018. Mr. Rowland is responsible for the overall project Design Process and Construction Management for major capital projects at the University. He is highly qualified in the construction management of technically complicated projects and has completed many laboratory structures, including the Pharmaceutical Sciences Building (120,000 GSF including a 8,000 SF Vivarium), the Medical Education & Telemedicine Building (100,000 GSF), the Biomedical Research Facility II (200,000 GSF including a 15,000 SF Vivarium), and the Biological and Physical Sciences Building (130,000 GSF) on the UC San Diego campus. Mr. Rowland is intimately familiar with the complexities involved in design and construction of medical, biological and chemical research facilities.

Mr. Rowland's credentials include over 35 years of experience in design and project management and a successful track record in leading multi-disciplined teams in the planning, organizing and delivery of major institutional projects, including in teaching facilities, research labs and animal facilities and a variety of other construction projects. Mr. Rowland has been a Project Manager / Program Manager at UC San Diego since 2003.

ASPE San Diego members and guests will find the innovative design and materials used throughout Tata Hall coupled with the fascinating research opportunities that await its occupants a not-to-miss opportunity September 18th at 5:30 PM. Details of the site tour and dinner meeting are provided below. Complete information can also be found on [page 1](#).

Registration: 5-5:30 PM

Site Tour: Attendees must have close-toed shoes and PPE.

Parking: Car pooling is suggested, <https://www-chem.ucsd.edu/administration/contact-us/directions-parking.html>

Dinner will be held at BJ's Restaurant in La Jolla: 8785 Villa La Jolla Drive, San Diego, CA 92037

Register Today! ASPE 12th Annual Golf Tournament

Friday, September 21, 2018



ASPE SD is currently finalizing the details for our upcoming ASPE SD Golf Outing! We have picked out the menu, prizes, and giveaways. At this time, we are still looking for sponsors and to fill spots!

The event benefits the ASPE San Diego Chapter #4 Scholarship Program and will take place at Admiral Baker Golf Course on **Friday, September 21, 2018**.

Registration and breakfast **begins at 6:30 AM** and an **8:00 AM** shotgun start. We will then conclude the day's activities with lunch and awards **from 12:00-3:00 PM**. Registration fees are \$185 per player or \$700 for a foursome. You may also preorder raffle ticket packages for \$25 which includes 2 mulligans, 4 grand prize tickets, and 10 regular prize tickets.

Sponsorship opportunities are available on 3 levels:

- Gold – \$1,300 (includes 4 players, logo on the registration banner, hole/exhibitor signage, and food and beverage sponsorship)
- Silver – \$975 (includes 4 players, logo on the registration banner, and hole/exhibitor signage)
- Bronze – \$300 (includes hole/exhibitor signage).

For more information or to sign up for the event, please feel free to contact our Golf Committee Chairman, Ryan Wohlfarth, at ryan.wohlfarth@uponor.com or 619.318.2266. [Click here](#) for the event flyer.

As always, your support for this event is what makes it a success! We look forward to seeing you out on the course! ■



Admiral Baker Golf Course

2400 Admiral Baker Rd #3604 • San Diego, CA 92124

Friday September 21st, 2018

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

6:30 AM Registration and Breakfast | 8 AM Shotgun Start | 12-3PM Lunch and Awards

“What are the “appropriate” markups for overhead, profit and contingency when budgeting facilities construction projects?” I get this question a lot from my architect friends when helping them budget their projects through the design process. The answer can get messy considering all the factors that can impact the bottom line. There are many variables to consider. With this blog, I will answer the “markup” question for an average facilities project and try and keep it simple but still useful. Pay close attention to the math and follow the logic and in the end we will arrive at a useful range of markups that can be used for facilities budgetary estimating. Enjoy!



Rory M. Woolsey, CEP

Starting with a Bare Cost: At the core of all budgetary estimates are BARE direct costs. These are the sticks, bricks, labor and equipment that are necessary to build the project. Bare costs can get murky if you wade too deeply into the details. Just the bare labor component includes adders such as fringe benefits, unemployment insurances (federal and state), social security taxes, public liability costs, and builders risk insurance. Beyond this, the installing contractor’s overhead(s) and profit will need to be added. In this analysis we will assume that our starting bare cost will include all the subcontractors’ burdens and markups. The bare costs here will represent that which is “bare” to the general contractor. With general contractors subcontracting the bulk of their projects this is a reasonable place to start the marking up. Note that for budgetary estimating many unit price and assemblies cost data reference books start at this same “bare” point when making reference to “including overhead and profit.” This typically refers to the installing contractors overhead and profit or more likely, the subcontractor unit cost.

Setting the Stage: We now have a good definition of the BARE direct cost which we will markup to arrive at a total project cost. This is a challenge because there are a range of influences that an estimator should consider when choosing mark ups for a project. Contractors do! These include; the size of the project, the annual volume of the contractor, competition, public sector vs. private sector, the type of work, risk(s), the complexity of the work, remodel vs. new construction, availability of labor, and the time of year. The phase of design that a project is in will also influence the markups used. A project at a conceptual design phase would suggest a different markup than one that is 90% complete with construction documents. In setting the stage for this analysis we will assume an average repair & remodeling project of an aging government facility. We deal with them all the time. There are a few code issues to address, some re configuring of walls, new interior finishes, some tight retrofit, and of course many components of mechanical and electrical work. Our basis project will cost less than \$500K and the design is somewhere between conceptual and the mid point of design/ development. The market is competitive. The bare cost is defined and the stage is set so let the marking up begin!

Estimate Contingency: Defining and capturing the scope of work is the key to accuracy in estimating (and bidding) projects (particularly with renovation projects). For us budgetary estimators an estimate contingency is a “catch all” to account for missing, poor defined or hidden scope of work. Estimate contingency should not be an excuse to skip the due diligence. It is still necessary to scope the project thoroughly. The markup on bare costs for an estimate contingency varies through the design process. As a project becomes clearer in definition then theoretically an estimate contingency should disappear. Contingency markups are as low as 2% and as high as 25%. With our average repair & remodeling project in mind I am going to suggest an average contingency of 15%. This is not unusual at the early to mid-phase of design. If our BARE direct cost were to be a unit of 1 then a 15% contingency on the BARE cost would be $1 \times 1.15 = 1.15 \times \text{Bare Direct Project Cost}$. This will make sense when we pull all the markups together into ONE markup on Bare Direct Project Cost.

General Requirements: A general contractors site management expenses for such necessities as a superintendent, project manager; site trailers, schedule management, quality control, daily clean up, security, safety, site phones,

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record drawings and project commissioning all fall under the category of general requirements OR project site overhead. At the later phases of design when these requirements are better defined it is more accurate to itemize and unit price these. At the earlier phases of design a markup allowance of 5% to 15% of the TOTAL Project Cost (TPC) is within reason. Large new construction projects would approach 5% of TPC and for smaller renovation projects 15% of TPC is reasonable. For this analysis will use a mid-range of **10% x TPC** as an allowance markup for general requirements.

Overhead: Overhead is the markup for the general contractor's home office overhead. Typically general contractors will calculate their annual home office expenses and set them up against there projected annual volume of work to arrive at a projected markup to recoup office overhead. This markup will vary from contractor to contractor and can be under 5% for large volume contractors and greater than 10% of TPC for smaller contractors. For this exercise let's use **8% of the TPC** as a reasonable allowance for home office overhead.

Profit: The general contractors profit markup will change from project to project and it is usually stated as a function of the Total Project(s) volume. A low end profit markup might fall below 5% and high end could be over 15% of TPC for projects with great aggravation and risk. For this analysis we will use **8% x TPC** as an allowance for profit. The market is competitive.

Do the Math: For typical facilities repair & remodel type project under \$500K a reasonable markup on direct BARE cost totals can be calculated from the assumptions made thus far. Let's do the math. The Total Project Cost (TPC) would equate to the sum of direct bare costs marked up for contingency (1.15 x BARE Totals) **plus** the general requirements allowance (10% x TPC) **plus** the general contractor's home office overhead (8% x TPC) **plus** the allowance for the general contractors profit (8% x TPC). The math function would look like this; **TPC = 1.15 BARE Cost + 10%TPC + 8% TPC + 8% TPC**. Solving for TPC = = 1.15 Bare Cost/ .74. Therefore **TPC = 1.55 x Bare cost**. This suggests a 55% markup on the BARE direct costs would equal the TOTAL Project Cost estimate. This total would include an estimate contingency, general requirements, home office overhead and profit. This markup does not include sales taxes, bonds and AE fees.

Variation on the theme: A 55% markup on direct bare costs is reasonable for average facilities repair and remodel projects under \$500K. Going through the same calculation for simple, new and larger projects the overall markup on BARE costs would be less; $TPC = 1.10 \text{ Bare Cost} + 5\%TPC + 5\%TPC + 5\%TPC$ which equates to roughly a 30% markup on BARE direct costs. A high end calculation for complex, smaller, remodel projects would be; $TPC = 1.15 \text{ Bare Cost} + 15\% TPC + 12\%TPC + 15\%TPC$. Which equates to roughly 100% markup on BARE costs. Keep in mind that these markups are all being considered at the conceptual to mid point of design on a project. In summary the range of markups on direct BARE cost to arrive at a TOTAL project cost are; **30%, 55%, and 100%. ■**

Rory Woolsey has worked in Management and Engineering in the construction industry for 40 years starting as a construction laborer and superintendent in Billings, Montana, in 1972. He has since held positions as a draftsman, testing laboratory manager, field engineer, project manager, MIS manager, estimator, senior editor, designer, structural engineer, adjunct professor, general contractor and most recently as a senior owner's representative for many large public agencies. Mr. Woolsey has also held positions with some of the leaders in the construction industry, such as Bechtel, H.J. Kaiser Constructors, RS Means Company and The Gordian Group. For 20 years he was the lead estimator and president of The Wool-Zee Company, Inc. working for Architects, Engineers and Facility Manager's to accurately budget their construction projects at all stages of design. Mr. Woolsey has a passion for teaching and has facilitated over 8,000 classroom hours of instruction nationally to architects, engineers, contractors, and facility managers on topics on budgetary construction estimating. He is credited with creating a Scope of Work course for construction estimators. He is known nationally for his expertise in construction cost estimating. He is a Certified Estimating Professional (CEP) through AACE International. Rory has earned a Bachelor of Science degree in Civil/ Structural Engineering and a Masters in Business Administration with an emphasis in construction project management. Rory Woolsey has been married for 38 years and is proud of his four successful children and 6 beautiful grandkids. He has lived in Bellingham, Washington since 1990.

The estimating process begins with a thorough understanding (and visualization) of the project's scope of work. Architects and engineers define scope in plans and specifications but for construction estimating this scope is incomplete. Successful "hard bid" contractors know very well that scoping construction goes well beyond the AE scope and must include field specific scope. The realities of the site such as weather, on-going operations, soils conditions, access/ egress, security, safety, site lay-out, environment protections and other context scope must be considered as well as the means and methods that the work will be executed. These all impact the overall cost of the project.



Rory M. Woolsey, CEP

A big part of the estimating process is mentally building the project multiple times before the project even breaks ground. Scoping construction requires a knowledge of the construction processes, thinking like a contractor and building the project before the project is built. Some of the best estimators I know are those that come from the field and understand that estimating is NOT just about unit costing but more about the impact that AE, context and execution scope have on each unit cost.

Quantifying the project is the next step in the estimating process. The "take-off" is just another opportunity to go wrong....many have! Converting scope to quantities requires a solid understanding of math, drawing scales, swell and waste factors, plan reading, common construction practices, and conversion factors. Indeed, an accurate quantity take-off representing the complete scope of work is then the solid foundation to which unit prices are applied.

The third step in the estimating process is the application of unit costs to the quantified scope of work. Competitive bidding contractors will get their unit costs from subcontractors, vendors, suppliers, and their own cost records. These are excellent resources for pricing but typically they are not readily available to budgetary estimators such as architects and engineers. Budgetary estimators get their unit costs from some of the above sources but also from published national average cost data. Just "knowing" a construction cost database does NOT an estimator make. Pricing a project goes well beyond cost data books. In pricing a project the aggregate project total is more than just the summation of unit material, labor and equipment but must also include labor burden requirements such as social security contributions by the contractor, unemployment taxes, insurances, subcontractor costs (including their overhead and profit), sales taxes, bonds, and finally the general contractor's overhead and profit. Typically the published unit costs do not include all the above. Each reference construction cost database handles these components differently. Pricing must be comprehensive and include all the direct and indirect costs associated with the project AND the cost of being in business as a contractor.

The final step in the cost estimating process is to double check the results. It is good practice to set the cost estimate up against historical project costs, another estimator's review or comparable costs per unit floor area or assemblies costs. It is very easy to go through a project scoping, quantifying and pricing and still miss a costly component. In a rush to meet a deadline once I missed the landscaping in the back parking area and did not catch this until a final review of the estimate...oops! Even this engineer periodically gets lost in the details and has missed pieces of scope before; please keep this between the two of us. ■

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- **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**

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EMPLOYMENT AD:

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

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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 in the following three member classifications.

- 1- **Estimator:** Shall be an active Construction Estimator in one or more of the construction estimating disciplines.
- 2- **Affiliate Member:** Shall be employed in a construction-related field.
- 3- **Student:** Shall be a full-time student actively pursuing a curriculum leading to a degree or certificate in a construction-related field.

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, September 18, 2018 (5:00 PM Registration)*
ASPE San Diego Monthly Site Tour and Dinner Meeting

Project Location: Tata Hall, Bio & Physical Sciences
Laboratory, UCSD Revelle Campus

[Click here](#) for Campus Map.

Site Tour Hosts: Mark Rowland, Project Manager
UCSD Facilities Design & Construction
Representatives from McCarthy Building Companies

Dinner Venue: BJ's Restaurant & Brewhouse
8785 Villa La Jolla Drive, San Diego
(West of I-5, South of La Jolla Village Drive)

Schedule: Registration Begins 5:00 PM
Site Tour Begins 5:30 PM
Dinner ONLY Registration Begins 6:30 PM
Dinner Service Commences 7:15 PM
Short Program following Dinner



◆ *Friday, September 21, 2018 (6:30 AM Registration)*
ASPE San Diego Annual Golf Tournament

[Click here](#) for event flyer.

Location: Admiral Baker Golf Course
2400 Admiral Baker Way, San Diego
(Off Friars Road in Mission Valley)



Admiral Baker Golf Course

2400 Admiral Baker Rd #3604 • San Diego, CA 92124

Friday September 21st, 2018

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

6:30 AM Registration and Breakfast | 8 AM Shotgun Start | 12-3PM Lunch and Awards

◆ *Tuesday, September 25, 2018 (5:30-7:30 PM)*
ASPE San Diego Monthly Board Meeting

Location: Offices of Sundt Construction
1550 Hotel Circle North, Suite 400
San Diego (Mission Valley)

◆ *Tuesday, October 16, 2018 (5:15 PM Registration)*
ASPE San Diego Monthly Dinner Meeting

Program: Using BIM to Overcome MEP Design
and Installation Challenges

Speaker: Joe Binning, President - MEPCor, Inc.

**In-House
Talk:** Dan Kilcoyne
California Panel Systems

Location: The Hunter Steakhouse
2445 Hotel Circle Place, San Diego
(West end of Mission Valley at the
Taylor Street off-ramp from I-8)
(Riverwalk not available due to a large golf outing)

◆ *Friday-Saturday, October 19-20, 2018*

ASPE Southwest/Northwest Regional Meeting

Location: Phoenix, Arizona
(Hotel Property To Be Determined)

◆ *Tuesday, October 23, 2018 (5:30-7:30 PM)*

ASPE San Diego Monthly Board Meeting

Location: Offices of Sundt Construction
1550 Hotel Circle North, Suite 400
San Diego (Mission Valley)

◆ *Tuesday, November 13, 2018 (5:15 PM Registration)*

ASPE San Diego Monthly Dinner Meeting

Program: The Blue Book Building & Construction
Network—New Tools to Help Contractors

Speaker: Dan Weaver, Business Development Manager
The Blue Book

Location: The Hunter Steakhouse
2445 Hotel Circle Place, San Diego
(West end of Mission Valley at the
Taylor Street off-ramp from I-8)

◆ *Tuesday, December 4, 2018 (5:30-7:30 PM)*

ASPE San Diego Monthly Board Meeting

Location: Offices of Sundt Construction
1550 Hotel Circle North, Suite 400
San Diego (Mission Valley)

◆ *Tuesday, December 14, 2018 (7:00 AM Registration)*

ASPE/CSI San Diego Joint Breakfast Meeting

Program: Real Estate and Construction Forecast for 2019

Speaker: Alan Nevin, Director of Economic & Market
Research—Xpera Group

Location: Admiral Baker Golf Course Clubhouse
2400 Admiral Baker Way, San Diego
(Off Friars Road in Mission Valley)

Directory of San Diego Chapter #4 Officers and Directors



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Steve Schraibman, CPE

Standards:
Dan Luckhardt, CPE

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Frank Young, FCPE

National Awards
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2017-2018 Chapter Board of Directors

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CONTACT ASPE SAN DIEGO CHAPTER

Phone: 619.749.1890 Email: info@aspechapter4.org

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



Meeting Point

Parking

Parking



12th Annual Golf Tournament



Admiral Baker Golf Course

2400 Admiral Baker Rd #3604 • San Diego, CA 92124

Friday September 21st, 2018

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

6:30 AM Registration and Breakfast | 8 AM Shotgun Start | 12-3PM Lunch and Awards

FEES

\$185.00 PER PLAYER (\$700 - Foursome)
(Includes breakfast, luncheon, beverage tickets green fees, range balls, giveaways)

SPONSORSHIPS

GOLD - \$1,300
(Includes 4 players, logo on registration banner, hole signage, and food & beverage sponsor)

SILVER - \$975
(Includes 4 Players, logo on registration banner and hole/exhibitors signage)

BRONZE - \$300
(Includes hole signage)



For more information contact:

Ryan Wohlfarth
619-318-2266

ryan.wohlfarth@uponor.com

All Proceeds benefit:

ASPE San Diego Chapter #4
SCHOLARSHIP PROGRAM

<http://www.aspenational.org/page/scholarship>

Registration Form (deadline August 31st)

Company
Name
Address
City/Zip
Phone

Sponsorships: Gold Silver Bronze
Golf Only: Individual Foursome

Golfer 1
Golfer 2
Golfer 3
Golfer 4

Checks Payable to :
ASPE San Diego Chapter #4

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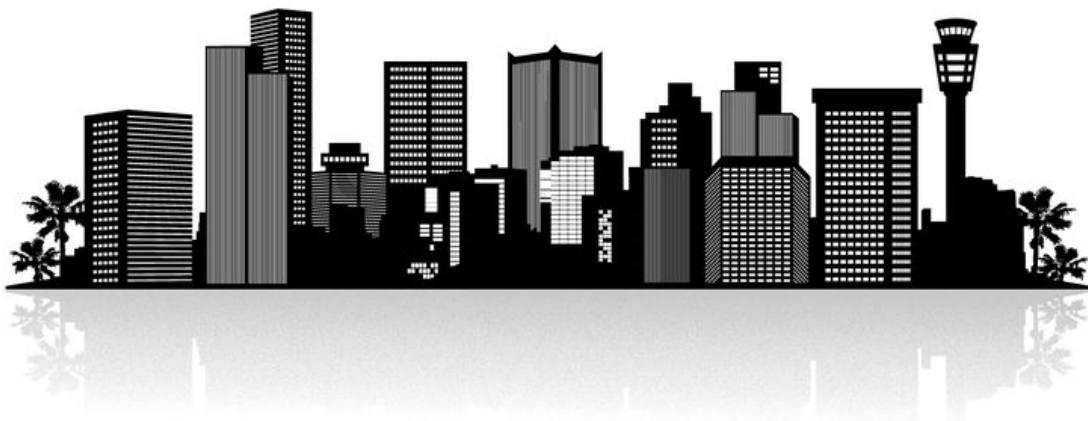
2018 ASPE Joint Southwest/Northwest Fall Regional Meeting

Host: ASPE Arizona Chapter 6

When: Friday & Saturday - October 19 & 20, 2018

Where: Hotel Information Coming Soon

PHOENIX | SKYLINE



Questions? Contact Larry S. Lucero, CPE - llucero@bankerinsulation.com