



February 2006

PROFESSIONAL ESTIMATOR

Denver, Chapter 5

NW Region Newsletter of the Year 2003-04, 2004-05; National Newsletter of the Year 2004-05



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February Program

How the Global Economy Effects Us

Chris Squadra

Architectural Resource Consultants

See page 3 for details...

CHAPTER MEETING NOTICE

Date: Tuesday, Feb. 7, 2006

Time: Gather: 5:30 p.m.
Dinner: 6:30 p.m.

Place: Red Lion Hotel
4040 Quebec Street
Denver, CO 80216
(303) 321-6666

Cost: \$35.00 w/reservation
\$40.00 w/o reservation
\$8.75 for students

*Reservations due by noon on the Thursday before the meeting



MESSAGE FROM YOUR PRESIDENT

Ralph Kasper, CPE

Your board has been hard at work again this last month. We have finalized our plans for our annual ASPE Golf Tournament. It will be held at the Eagle Trace Golf Course again this year. The format will be the same as in the past with a shotgun start on Friday, June 16th, but we will be starting in the morning this time to avoid the typical afternoon rains.

There has also been good progress on the Chapter 5 website. Our own Amy Graham and her husband Walter have been working diligently on making improvements and keeping it up to date. Also this month, our website committee met to go over the last of the modifications. We encourage you to log on and check it out and welcome your comments on the content and the usefulness of the site. You can find it at www.aspedenver.org.

Our past Chapter 5 President, Chris Morton, is also our Regional Governor, and as such does some traveling to represent our region and our chapter. I mention this because you will notice some money in the attached budget for a portion of his travel expenses. You will also see funds for me to travel to the Regional Conference and the National Convention in LA this year to represent our chapter. Your board has also approved some funds for Chris's Governors Fund to help with the costs he incurs as part of fulfilling his duties. We are still discussing the option of helping National with funding for the 50th National Convention this summer and/or for a software package they are purchasing.

Continued on Page 4...

Estimating for Phased Projects by Kirk Lundquist, E, Heggem-Lundquist

As a company that provides subcontracting for steel framing, drywall, painting, and plaster, we as estimators have the opportunity to bid many different types of projects; from large new core shell projects to small tenant finish estimates. There is consistently one type of project that seems to be a more difficult estimate from our scope of work, Occupied and Phased Tenant Finish Project. We have recently completed one such project, a large multi-floor tenant retrofit. Subsequently, we performed below our anticipated profit level, so after a post project review we discovered several factors that led to our sub-par performance in the estimating and the production in the field.

There are several factors that field employees and superintendents reported that were not calculated in the estimate. The primary concern that we did not address was breaking the estimate into the seven phases that were used to complete the work. In retrospect, had we provided our foreman with hours per phase or production goals per phase we might have addressed shortfalls in phases one and two, not in phase number seven. When we priced the project we looked at it in its complete form, not phased as seven separate projects.

Without production levels required per phase, we reviewed our project costs and noticed that there was a serious problem with over-manning the crew. This problem had two origins; the general contractor superintendent and our field foreman. Since the space was occupied, the general contractor superintendent would try and work ahead in future phases tackling one office in say phase four, although we were in phase two when a tenant worker was out on vacation or training. This made a difficult production level that much more difficult to attain. Also, our foreman had a tendency to hold on to workers for an extra day or two to accommodate work that was almost ready, but not quite. Both of these activities were not accounted for in our original estimate and decisively cut profit from the project.

Lastly, the estimate did not take into account the moving of materials, including the multiple moves in each phase. We had anticipated a laborer for 25% of the project, but not the 60% that the project required. Several times in each phase we had to move our shop from one side of a phase to another, usually in congruence with the MEP trades, slowing the process considerably. We all know how inconvenient, not to mention messy those MEP trades can be.

As stated in the above examples, with this important hindsight, we have isolated some major causes to our lack of profit recovery for this project. We can move forward on future similar estimates knowing that our estimate can better reflect profitability. The only drawback could be our final price for such a project might not allow us to be the low bidder. But as a leader in the construction industry once told me, you can stay home and not make money.

Treasurer's Report By Kirk Lundquist

Balances for Jan. 2006:

Checking	\$3,203.41
Savings	\$2,910.93
<u>CD</u>	<u>\$7,774.88</u>
Total Assets	\$13,889.22

Member Spotlight

Kye Holtan-Brown

Haselden Construction

Kye Holtan-Brown is currently a senior estimator for Haselden Construction. She is continually surprised by the fact that she has a career that now spans over 10 years. Like many estimators, she took a slightly convoluted path to becoming an estimator. Her first job in construction was as a temp for a construction company in Redmond, Washington. Shortly after that, her parents paid her to move home to Oregon for a year and help them build their lifelong dream - a custom log home.

After that Kye was hooked and has worked in construction almost continually since then. She spent a couple years as an estimator for All-Phase Landscaping, and then a couple years as a project coordinator for Franssen-Pittman General Contractors. She finally found the right combination working for The Weitz Company as an estimator for a general contractor, starting in Denver, but most recently in Kansas City. Her most recent move was back to the Denver area for a job with Haselden Construction.

Involvement in ASPE began about 4 years ago, and last year included being president of the Kansas City chapter (Heartland Chapter 32), and going to the national convention.

In addition to enjoying the new challenges and learning opportunities with her new job, her children are happy living closer to their grandparents. As much as she (most days) likes her job, Kye's second favorite part of each day is coming home to her three children - Mackenzie, just recently turned 4, Tavie, who is almost three and thinks she is as big as her big sister, and their little brother Ian. Her husband Doug is her favorite part of each day. He's supported her through job changes, a master's degree in Real Estate & Construction Management from the University of Denver, and all three kids. And he makes a great key-lime pie.

"Note to members: Please feel free to submit a digital picture and article on yourself anytime. If you would like it published, we will make it happen. We don't want to leave anyone out if we have been missing you. We have no set format on who is selected, it's been done randomly."

February Program

"How the Global Economy Effects Us"

Speaker: Chris Squadra

Our February program features the return of popular member/speaker Chris Squadra. Chris is the president of Architectural Resource Consultants, an owner's representative and consulting firm. Over the past several years, Chris has spoken with us concerning several topics important to us as estimators.

I asked Chris to talk with us about how he sees the market from his perspective as an owner's rep. Not entirely to my surprise, Chris countered that in order to do so, he would need to expand the topic and speak with us about how the global economy will increasingly affect us as estimators.

Chris should know. When I first met him in 1991, his firm provided cost estimating services for local architects and owners. Over the ensuing years, I have watched as he has changed and refocused his company to meet his clients' needs. In order to survive in the increasingly competitive and fast paced world we all live in, he has looked at a bigger picture, while many of his competitors have gone away.

Chris is always entertaining and thought provoking. We'll see you all when he speaks on February 7th!

Save the Date!

ASPE Annual Golf Tournament

Friday, June 16, 2006

**Eagle Trace Golf Club
1200 Clubhouse Drive
Broomfield, CO 80020**



More information coming soon!

ASPE Code of Ethics

Basic Canons

- Canon #1** Professional estimators shall perform services in areas of their discipline and competence.
- Canon #2** Professional estimators shall continue to expand their professional capabilities through continuing education programs to better enable them to serve clients, employers and the industry.
- Canon #3** Professional estimators shall conduct themselves in a manner, which will promote cooperation and good relations among members of our profession and those directly related to our profession.
- Canon #4** Professional estimators shall safeguard and keep in confidence all knowledge of the business affairs and technical procedures of an employer or client.
- Canon #5** Professional estimators shall conduct themselves with integrity as 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.
- Canon #6** Professional estimators 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.
- Canon #7** Professional estimators 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.
- 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.
- Canon #9** Professional estimators and those in training to be estimators shall not participate in acts, such as the giving or receiving of gifts, that are intended to be or may be construed as being unlawful acts of bribery.

President’s Article continued...

I’m looking forward to what Chris Squadra has to say this month about the outlook for the local economy in the coming months and years ahead from his owner’s representative perspective. I’m interested in how his job changes as we all get busier and finding quality contractors gets more difficult.

It seems we are poised for a busy year. Several subs I have spoken with recently have their entire summer’s work planned and general contractors are expecting record volumes. There is an abundance of good projects available and many of us are able to be more selective in the projects we pursue.

With all the busyness and the extra hours spent at the office, I encourage you to continue pursuing your life’s goals. Sometimes it is all too easy to lose perspective in our lives in attaining our dreams and goals as work takes a majority of our time and energy. I don’t know about you, but my “someday” is going to be extremely busy. Don’t wait to do all those things that you have been waiting to do “someday”. Instead of waiting for that someday to get here, do it TODAY. Make all those items a top priority to accomplish immediately. Take time this week, even right now as you are reading this article, to figure out what those things are, and put into action a plan to achieve them.

■ Quote of the Month ■

I will act now. I will act now. I will act now. Henceforth, I will repeat these words each hour, each day, everyday, until the words become as much a habit as my breathing, and the action which follows becomes as instinctive as the blinking of my eyelids. With these words I can condition my mind to perform every action necessary for my success. I will act now. I will repeat these words again and again and again. I will walk where failures fear to walk. I will work when failures seek rest. I will act now for now is all I have. Tomorrow is the day reserved for the labor of the lazy. I am not lazy. Tomorrow is the day when the failure will succeed. I am not a failure. I will act now. Success will not wait. If I delay, success will become wed to another and lost to me forever. This is the time. This is the place. I am the person.

-Og Mandino

ASPE Chapter 5 Budget 2005-2006

Income					
Golf:					
	Players Green Fees			\$	9,015.00
	Hole Sponsors - 7 ea			\$	1,400.00
	Bar Cart			\$	-
Interest Earned					
	Savings	Yearly	1 EA	6.00	\$ 6.00
	CD	Yearly	1 EA	150.00	\$ 150.00
Misc					
	Gene Joerns	Yearly	1 EA	150.00	\$ 150.00
	Newsletter Ads		3 EA	30.00	\$ 90.00
Meals:					
	Advance Pay		2 EA	280.00	\$ 560.00
	Meetings				
	Members		270 EA	35.00	\$ 9,450.00
	New Guests		63 EA	35.00	\$ 2,205.00
	Repeat Guests/Late		36 EA	40.00	\$ 1,440.00
Dues:					
	National Renewals		65 EA	60.00	\$ 3,900.00
	New		20 EA	60.00	\$ 1,200.00
	Advertising		1 EA	100.00	\$ 100.00
Total Income					\$ 29,666.00
Expenses					
Monthly Meetings					
	Meals		369 EA	28.00	\$ 10,332.00
	Bartender		9 EA	-	\$ -
	Audio Visual		6 EA	50.00	\$ 300.00
Scholarships					
	CSU		2 EA	1,250.00	\$ 2,500.00
	CU		1 EA	1,250.00	\$ 1,250.00
Golf:					
	Greens Fees				\$ 5,080.00
	Awards & Prizes				\$ 1,163.77
State Lic:					
	License Annual Payment		1 EA	25.00	\$ 25.00
Convention:					
	Air Fare		1 EA	275.00	\$ 275.00
	Registration		1 EA	450.00	\$ 450.00
	Hotel		3 NIGHTS	200.00	\$ 600.00
	Meals		2 DAYS	25.00	\$ 50.00
	Shuttle		1 EA	40.00	\$ 40.00
Fall Regional					
	Air Fare		1 EA	260.00	\$ 260.00
	Registration		1 EA	65.00	\$ 65.00
	Hotel		2 DAYS	165.00	\$ 330.00
	Meals		0 DAYS	25.00	\$ -
	Shuttle		0 EA	40.00	\$ -
					\$ 655.00
Spring Regional					
	Air Fare - Ralph		1 EA	300.00	\$ 300.00
	Registration		1 EA	100.00	\$ 100.00
	Hotel		2 DAYS	150.00	\$ 300.00
	Meals		2 DAYS	25.00	\$ 50.00
	Shuttle		1 EA	40.00	\$ 40.00
Postage					
			1 EA	20.00	\$ 20.00
Awards					
			1 EA	250.00	\$ 250.00
News Letter					
			9 EA	75.00	\$ 675.00
Web Site					
			1 EA	800.00	\$ 800.00
Misc					
			1 EA	100.00	\$ 100.00
Total Expenses					\$ 26,010.77
Balance of Income / Expenses					\$ 3,655.23

CERTIFICATION NEWS

The following nine people have successfully completed the application process for CPE Certification.

- Eric Seelig
- Monty Everson
- Rick Davis
- Will Highfield
- Lisa Bacon
- Mark Reid
- Kye Holtan-Brown
- Gary Beatty
- Marty Sandersen

Congratulations! Keep the momentum going and finish the process.

CERTIFICATE IN CONSTRUCTION ESTIMATING

The ASPE Education Board now offering a new recognition* for estimating professionals (*PLEASE NOTE THIS OPPORTUNITY IS NOT PART OF THE ASPE CERTIFIED PROFESSIONAL

ESTIMATOR {CPE} PROGRAM)

- a) The online estimating courses offered by ASPE are considered “state of the art” and ideal for people with limited time available for “brick and mortar” classes.
- b) For candidates not looking for college credits, the ASPE program saves them money.
- c) Candidates who complete five online courses are eligible to apply for the certificate.

There are two types of courses:

- 1) Self Paced - may be started at any time.
- 2) Paced - have a specific start date and work to be done each week over the course’s 10 week duration.

Courses include:

Introduction To Construction Estimating
Construction Blueprint Reading
Estimating and Bidding - 1
Estimating and Bidding - 2
Construction Math
Construction Materials & Processes

For More Information:

- 1) Click: “ONLINE” Education On Our Homepage
- 2) Visit: www.aspeeducation.org
- 3) Send us an email at: psmith@ASPEnational.org
- 4) Call ASPE at 888-ESTMATE.



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Joke of the Month

Top 10 ways to tell that you're a new dad:

- 10) Getting six hours of sleep is a privilege
- 9) You are used to doing everything one handed.
- 8) The sentence “Honey, could you take his foot out of my pocket?” sounds normal
- 7) The thought of your mother-in-law coming over for a few hours is a pleasant one.
- 6) The list of bodily fluids that disgust you has shortened, possible to zero.
- 5) Your idea of romance is handholding.
- 4) You answer the question “How are you?” with “We’re fine.”
- 3) You decide whether a shirt is wearable not based on sweatiness, but based on how well the spit-up stains match the shirt’s main color.
- 2) You see a teenage girl walking down your street and you think, “Hey, I wonder if I could interest her in baby sitting”

And the #1 way to tell that you're a new dad:

- 1) It takes you twelve months to write and send out a simple Top-10 style joke email.

Member Company Roster

The following is a list of companies who are represented at ASPE Chapter 5...

Acoustical Concepts
Adolfson & Peterson Construction
Advanced Flooring Solutions
Alliance Construction Solutions
Arapahoe Utility & Infrastructure
Arch. Resource Consultants
Automatic Entrances of Colorado
Builders' Advisor
Building Tech Consultants, Inc.
Casson Building Corporation
CDM Constructors
CH2MHILL Constructors, Inc.
DCB Construction Company, Inc.
Demand Const. Services, Inc.
Denver Drywall Company
Desert Plains Construction
Design Mechanical Inc.
Golden Triangle Construction
Haselden Construction
Heartland Acoustics & Interiors
Heggem Lundquist
Howell Construction
Hurst & Burr Mechanical, Inc.
Integrated Interiors & Construction
Interior Alterations
J. E. Dunn
Jacobs Facilities, Inc.
Kaiser-Hill Co.
Kenny Electric Service
Ludvik Electric
Madsen Kneppers & Associates
Main Electric
Maxwell Construction Co.
Merrick & Company
Metro Steel Fabricating
Milestone CM
Mountain Steel & Supply Company
Ojala & Company
PA Consulting Group
Palace Construction Co.
Pasterkamp Heating & Air Conditioning
Piper Electric
Professional Investigative Engineers
Q & D Construction
Quality Electric
R.D. Simmermon & Co.
Roche Constructors, Inc.
Rocky Mountain Door Systems, Inc.
Smith Huston, Inc.
Southland Industries
Spectra Contract Flooring
Sprehe Interior Construction, Inc.
Sturgeon Electric
Swinerton Builders
Team Panels, International
Technical Project Services
The Blue Book

Membership Committee Update Heather Boulanger - Chair

At December's meeting, we had several guests. They were: **Brad Cho**pe of Golden Triangle Construction; **Simon Lamonde** of Sturgeon Electric; and **Larry Bullen** of Gary Limer, Inc.

Please help our chapter be strong and encourage guests to come to meetings and join!

If I can be of assistance or if you have any questions, please contact me at (303) 659-7861, ext. 112 or email me at: heather@rollingplains.com.

Website of the Month

Are you looking for a convenient website for maps.
Try <http://maps.google.com>

You can see your house from a satellite!



Search The Colorado Blue Book online today at thebluebook.com!
Print edition arrives January 2006!

To request a FREE 2006 Colorado Blue Book, or to put a Blue Book Targeted Marketing Program to work, call: 720-488-0471 or 800-431-2584

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Contact Ralph Kasper for more information.

Member Companies Continued...

The Weitz Company, LLC
Three Elements Timberworks, Inc.
TJS Construction
Trautman & Shreve, Inc.
Weisfield Group

Officers:

President: Ralph Kasper, CPE

Adolfson & Peterson Construction

Email: rkasper@a-p.com

1st Vice President: Heather Boulanger

Rolling Plains Construction

Email: heather@rollingplains.com

2nd Vice President: Kirk Lundquist

Heggum-Lundquist

Email: kirk@heggem-lundquist.com

Secretary: Randy Weber, CPE

Pasterkamp Heating & Air Conditioning

Email: randy@pasterkamp.com

Treasurer: Kirk Lundquist

Email: kirk@heggem-lundquist.com

Board of Directors Members:

Newt Klusmire, CPE, Swinerton Builders

Email: nklusmire@swinerton.com

Marc Langlee, Team Panels International

Email: mlanglee@teampanels.com

Committees:

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Heather Boulanger, Rolling Plains Construction

(303) 659-7861

Email: heather@rollingplains.com

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Email: bruce.thompson@merrick.com

Education Committee:

Henry Zurbrugg, Golden Triangle Construction

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Email: hzurbrugg@gtc1.net

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