



September 2006

PROFESSIONAL ESTIMATOR

Denver, Chapter 5

NW Region Newsletter of the Year 2003-2006; National Newsletter of the Year 2004-05



We will never forget.

September 11, 2001

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September Program

Current Market Trends

Kevin Kilgore
FMI

See page 3 for details...

CHAPTER MEETING NOTICE

Date: Tuesday, Sept. 12, 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
\$8.75 for students

*Reservations due by noon on the Thursday before the meeting



MESSAGE FROM YOUR PRESIDENT

Ralph Kasper, CPE

I hope you all had a great summer. We had a great turnout for our golf tournament in June and were able to raise another record amount to fund our student scholarships. For your ASPE board it has been a very busy summer. In June Chris Morton, Bob Pratt and I attended the National Convention in Orange County where the society celebrated its 50th year. I was amazed to learn of all the different individuals working at the national level for the benefit of the membership in so many capacities and on boards and committees. Your society has some remarkable people who take a tremendous amount of their free time working for you.

There was a Chapter Operations Workshop on Friday where those in attendance had open discussions on how to offer better value to our membership. Then at the awards banquet on Friday night, Denver Chapter 5 again won five awards. At the regional level for the Northwest Region, we won Best Chapter Newsletter, Best Chapter Fundraiser, Best Chapter Website and Membership Retention by Count. At the national level we again won the Superior Chapter award. Only two chapters in the nation scored higher for the Superior Chapter award. I am extremely proud of our board as they did a great job again this year. And a special thanks to Chris Morton and Heather Boulanger for putting together the awards applications with help from Amy Graham.

One of the most important things I came away from the Chapter Operations Workshops with was the idea of a planning meeting prior to the start of the chapter year. So in July and August

Continued on Page 4...

Responsiveness Breeds Career Success

From Michael Hyatt's "Working Smart", submitted by Ralph Kasper

The truth is, you are building your reputation – your brand – one response at a time. People are shaping their view of you by how you respond to them. If you are slow, they assume you are incompetent and over your head. If you respond quickly, they assume you are competent and on top of your work. Their perception, whether you realize it or not, will determine how fast your career advances and how high you go. You can't afford to be unresponsive. It is a career – killer.

My basic rule is this: respond immediately unless there is a good reason to wait--- Twenty-four hours is the outside edge. If you can't respond now, then at least acknowledge that you have received the message: "I received your message. I don't have time to give it the attention it deserves right now, but you can expect to hear from me before the end of the day tomorrow."

The great thing about being responsive is that it will quickly differentiate you from your peers. People love doing business with responsive people. Nothing will advance your career faster than this.

Note from Ralph: I couldn't have said it better myself. The only thing that I would add is to do what you say, by when you say.



Denver Chapter 5 to Host Regional Meeting

Denver Chapter 5 will be hosting the combined Northwest/Southwest Regional Meeting on October 20 & 21. The facility has not yet been selected but will be in the near future.

There are seven Chapters in the Northwest Region and eleven Chapters in the Southwest Regions. These two Regions include Alaska, California, Colorado, Idaho, Montana, Nevada, New Mexico, Oklahoma, Oregon, Utah, Washington and Wyoming.

The Board needs your help! We need volunteers to assist on various committees. If you are interested, please contact Ralph Kasper, CPE at 303-363-7101 or via email to rkasper@a-p.com. We are also looking for companies willing to sponsor meals and other activities. If you are interested in being a sponsor or have some suggestions for potential sponsors, please contact Ralph.

All Chapter 5 members are welcome to attend. Further details regarding the location, registration fee, classes being offered and program details will be available soon and will be sent to each Chapter 5 member. Plan on helping us make this meeting a success by volunteering and/or attending. Let's show the two Regions that our Chapter is one of the best in ASPE by putting on a great, well attended event!

September Program

Here we are at the beginning of another program year!!! And what an exciting year we have on tap!!!!

Over the past decade or so, the Colorado ASPE chapter has started off the new meeting year with a program and discussion of the current market trends in our local area. In other words, can we all expect to be busy in the coming year? What types of work might we expect to see?

This year, we are really excited to welcome Kevin Kilgore from FMI to tell us what he is seeing. As most of you are aware, FMI is a leading consultant to the construction industry and is known for their research and knowledge in all aspects of the business environment we face every day. Therefore, they are without peer in their ability to discuss, predict and advise our companies in how to face the coming market.

If you can only make one program this year, this is the one to attend!!!! You cannot afford to miss Kevin and his comments on what the Colorado Construction Economy looks like for the coming year!!!!

Kevin C. Kilgore

Director

Kevin Kilgore is a director with FMI, management consultants to the construction industry. Kevin is FMI's Peer Group specialist. He works with contractors, architects, and engineers in the areas of financial management, business and strategic planning, marketing and business development, training and human resources development, organizational design, project management, and growth strategies.

Kevin has provided professional services to the construction industry for more than 20 years. His experience includes serving in a management role for a top-10 national electrical contractor, providing bonding and insurance services, and owning and managing a national firm specializing in the development and distribution of contractor automation and software systems.

Kevin is committed to applying his expertise toward improving productivity and profitability in the construction industry. His flexibility, range of experience, and strong business background are assets for developing creative solutions for the industry.

Kevin received a bachelor of science and a bachelor of arts degree in business finance from the University of Denver at Colorado.



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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...
your entire board met for an informal “retreat” for 4 hours brainstorming ways to add more value to its membership, and then another 4 hours figuring ways to implement the new ideas. We hope that you all notice and see the additional benefits. One of the things we will do this year is a 50/50 raffle at each of the meetings where half the earnings from the raffle will be given to the winner of the raffle. The other half will go to a Member Scholarship for either their membership or continuing education costs and will be based on need.

Some of the other goals we set were to have 90% membership retention, 110 total members, offer an Estimating Academy this coming spring, market our chapter more effectively, have the speakers/topics more significant and to have the Best Chapter nationally as outlined in the awards guidelines. Also, you will see a short survey on your tables at each meeting for you to us feedback on topics you would be interested in and other ways we can add additional benefits to you. All this is to offer a better value to our membership.

In August we set up a field trip to the Remax building being built by The Weitz Company as a way to keep ASPE on people’s minds. On October 20th and 21st, Denver Chapter 5 will be hosting a joint regional meeting for the Northwest and Southwest chapters. Our board has been meeting to make plans and begin selecting sites for the different events that take place during the meetings. We are hoping to offer two classes for the attendees and anyone else that is interested in attending. Everyone is invited to attend any of the classes, events and business meetings. Look for more information in the next month or so.

From me and the rest of the board you will be seeing some opportunities on how we can give back to our communities through outside activities both individually and as a chapter. This might involve work projects, fund raising events or even walk-a-thons. We intend to keep most of these events construction related, but will forward on whatever we feel is worthwhile and beneficial.

I am greatly looking forward to serving you again this coming year. I hope you are too and that you take notice of the new ideas we hope to put in place this year.

2006-2007 AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS DENVER CHAPTER 5

Welcome back all members, guests, and future members to our 2006-2007 year. Your Board Members worked hard this summer brainstorming new and exciting ideas to improve our chapter. We plan to have more diversified and educational programs. I think everyone would agree there were some great programs last year, we plan to continue to build off proven and new programs.

Thank you to all the sponsors to our golf tournament.

- AC Systems
- Engineered Air
- CFM Company
- The Trane Company
- Heartland Acoustics
- Adolfson & Peterson Construction
- Kwai
- Team Panels International
- Sherwin Williams
- Roche Constructors
- Western Interior Supply
- TAM Sales, Inc.
- GPI
- Western Fasteners
- Division Nine

Everyone's continued support of our golf tournament allows us to provide funds to our college students in the form of scholarships. We should all be proud of our ability to give back. We surely would love to improve our ability to give even more. Encouraging our companies and the other companies we work with to continue to support our scholarship giving abilities is a win-win situation.

Last year's jobsite visit to the new Children's Hospital at the Fitzsimons campus was priceless. We were all amazed as to the size of everything including the heating and cooling units, helicopter pad on the roof, and the square footage in general. The Skip Jack ride to the top was thrilling. I'm sure many visitors appreciated starting at the top and walking down.

I'm excited about our new year. The energy of the current Board Members is focused on making us a better chapter. The board met on numerous occasions to discuss new ideas. We look forward to challenging you and educating you with discussions and topics concerning all of us.

One of the Board's major goals is increasing our membership, which is vital to our future. Out of new members comes new ideas, new experiences to share, new acquaintances, and new leaders of our chapter.

Have a great year, with the input and participation of our chapter members and future members we'll have even more great programs.

Randy Weber, CPE
Pasterkamp Heating & A/C



Website of the Month

Do you have an Apple computer and think it might have a battery that is part of their recall? Check here!

https://support.apple.com/ibook_powerbook/batteryexchange/

CERTIFICATION NEWS

Certification is the keystone of our society. Certification recognizes individuals that have achieved the minimum standard to be a Certified Professional Estimator. ASPE Certification is something each and every society member should strive to achieve. If you're not certified you should strongly consider becoming a part of the certification program this year.

Certification involves two phases. A candidate is required to author a 2,500 word technical paper and take the General Estimating Knowledge and Discipline Specific Tests (approximately twelve hours of testing). A candidate can pursue one of three Certification Program Cycles (Standard, Accelerated or Convention). The standard program takes approximately fifteen months. The accelerated and convention programs take approximately eight months. However, it is my understanding that ASPE has introduced a new, "go at your own pace" cycle as well. To date I haven't received any information on this new cycle nor is it posted on the ASPE website. At the Certification Workshop I will have more information.

After speaking with a number of certified estimators, the general consensus is that the process is long but not difficult. The paper requires you follow a specific outline and explain an estimating procedure. The tests are long and very comprehensive. If you have been an estimator for any length of time the questions are reasonable. Keep in mind that estimators, just like you, wrote the questions.

Each fall, and only in the fall, marks the beginning of the certification program. Read about the program by visiting the ASPE website at www.aspenational.org. It has a nice overview of the program. Now is the time to enroll. Obtain a "Workshop Registration Form" from the National Office or from the website at www.aspenational.org Click on "Certification" and then on the "Workshop Registration Form." Print it out, fill it out, attach a \$75.00 check and send it to me:

Bruce Thompson
Merrick & Company
P.O. Box 22026
Denver, CO 80222

The Workshop Registration Form and Fee is due to me on October 1, 2006. I then submit them to the Society Business Office (SBO) by October 15, 2006. If you receive this information after October 1, 2006 and before October 15, 2006 contact me and we'll work something out. If it's after October 15, 2006 you'll have to wait until next year. I look forward to a big group of people getting involved in the program.

CERTIFICATION RENEWAL

While reviewing the Certification Program Guide I ran across the renewal requirements for the presently certified individuals. There is a large form that needs to reflect the activities you have been involved in for the last three years. I will have copies of this form at the next monthly meeting. Contact me or visit the www.aspenational.org website for a copy.

What Are You Doing With Your Dash?

Make no little plans; they have no magic to stir men's blood and probably themselves will not be realized. Make big plans; aim high in hope and work, remembering that a noble, logical diagram once recorded will not die, but long after we are gone be a living thing, asserting itself with ever-growing insistence.

-Daniel Hudson Burnham

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
Aggregate Industries – WCR Inc.
Alliance Construction Solutions
Arapahoe Utility & Infrastructure
Arch. Resource Consultants
Aspen Diversified Industries
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
Integrated Interiors & Construction
Interior Alterations
J. E. Dunn
Jacobs Facilities, Inc.
Kaiser-Hill Co.
Kenny Electric Service
Landtech Contractors Inc.
Ludvik Electric
M.A. Mortenson Construction
MW Golden Constructors
Madsen Kneppers & Associates
Main Electric
Merrick & Company
Metro Steel Fabricating
Milestone CM
Mountain Steel & Supply Company
PA Consulting Group
Palace Construction Co.
Pasterkamp Heating & Air Conditioning
Piper Electric
Professional Investigative Engineers
Q & D Construction
R.D. Simmermon & Co.
Roche Constructors, Inc.
Rocky Mountain Door Systems, Inc.
Saunders Construction
Smith Huston, Inc.
Southland Industries
Sprehe Interior Construction, Inc.
Sturgeon Electric
Swinerton Builders
Team Panels, International
Technical Project Services

Membership Committee Update Heather Boulanger - Chair

Welcome back from the summer break. I'm happy to report that two new members have joined our ranks over the summer. Please join me in welcoming Jake McClain with MW Golden Constructors and Brendan O'Brien, a transfer from Ohio. I look forward to seeing everyone at September's meeting.

I'd really like to see some new members this year. With the latest boom in work locally, I'm sure that we've all made some new contacts over the summer. Subcontractors, if there is an estimator for a general contractor that you would like to possibly have join, please contact them, or give me their name, and I'd be happy to give them a call.

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.

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ASPE newsletter?**

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Trautman & Shreve, Inc.
USA Masonry
Weisfield Group

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