



January 2008

PROFESSIONAL ESTIMATOR

Denver, Chapter 5

NW Region Newsletter of the Year 2003-2007; National Newsletter of the Year 2004-05

January Program

What's LEED got to do with it?

Speaker: Deb Kleinman
Executive Director
Colorado Chapter
USGBC

See page 4 for details...

CHAPTER MEETING NOTICE

Date: Tuesday, Jan. 8, 2008

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: \$40.00 w/reservation
\$45.00 w/o reservation
\$10.00 for students

* Register online at:
<https://www.acteva.com/go/aspedenver>

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MESSAGE FROM YOUR PRESIDENT

Kye Holtan-Brown

MEMBERSHIP

Oh, is it that time of year again? I'm not talking mistletoe and hot chocolate, but the time to get G&A expenses budgeted for next year. Right now is a great time to encourage, cajole, browbeat, or simply ask you boss nicely, to have yourself or your coworkers be given the gift of an ASPE membership. Or maybe you have enough purse string control to just do it. Either way, now is the time to get that membership form printed off the internet, and get it sent in!

There are a number of benefits to membership, including free or reduced subscriptions to publications like ENR and Design Cost Data, reductions on the cost of monthly dinner meetings, and most recently, significant discounts to the estimating academy. Note that while you may be a member, your non-member colleagues don't get to "use" your discount for events, so encourage them to get their own membership! For more detailed information on the benefits, especially the "freebies" that come with membership, look at <http://aspenational.org/Benefits.htm>.

Most recently, members have the potential to win a free registration to the 2008 Estimating Academy (and yes, this registration is transferable to any colleague or business

Continued on Page 3...



Green - Now What?

Henry Zurbrugg, Vice President of Estimating, Golden Triangle Construction

By now we are all on the Green/LEED building bandwagon – Right?

For anyone that doesn't know yet, we are not talking about St. Patrick's Day. Although the thought of green beer, shots of Irish Whiskey and "kick me – I'm Irish" has its promises, we are talking about the ever-growing trend in green building practices that has today's construction industry at its heels!

A few months ago I dusted off some of my old construction books, dating back more than 20 years to my time in Switzerland. Revisiting some of the "old" details and systems, I realize that the majority of the applications and building modules were similar to those we are now seeing with a trend toward LEED. A LEED trend that offers energy efficient systems produced with sustainable resources is prevalent. Thinking back, I don't remember ever having a discussion or argument with regards to associated cost premiums or schedule implications. It was, and still is, a way of life and nobody is questioning its motives.

So why is it that we, here in the mighty U.S., where our technological advances rival that of any other country, are struggling so much with not only buying in on the philosophy, but also with accepting the potential cost premiums? Why do we need to develop point systems allowing for different levels of "better building practices"? Why do we have to justify the simple efforts to create specifications and documents that will produce structures in a manner so valuable to our environment and future generations?

The answer seems simple, maybe too simple - Education! An educated industry would not second-guess the benefits. An educated owner would understand not only the short-term benefits, but also the long-term advantages when building greener. Designers and engineers will benefit from the availability of new and improved materials and assemblies. Contractors will be able to build something fundamentally correct. We all will be able to contribute to a better future and lead a strong economy by example!

Treasurer's Report by Newt Klusmire

Checking Balance: \$9,443.00

Savings Balance: \$1,039.46

Total Balance: \$10,482.46

Maybe economy is the other simple answer. I once heard that sustainability encompasses energy, environment, and economy. We seem to understand the first two more than the last. On the other hand, maybe it's the nature of our capitalistic economy that prevents change toward "the greater good" when it requires monetary investment, beyond the easy moral investment. That begs the questions: Why is change required? When did we get off course? My 20 year-old construction books were on course.

Does this sound too idealistic? Maybe. Do you think our society and especially our profit and bottom-line oriented industry is ready to take an untainted look at itself and make a morally and philosophical 180 degree turn? Can we afford not to change our ways with news and forecast models that are predicting a rather somber future if we continue our ways?

In an age and time where our entire economy is based on (for the most part), fabricated or fictional profit and income expectations, where the stock market plummets because the housing and construction industry can't meet some set expectations, can we afford to take a stand and go beyond our conventional and proven thinking?

[Feature Article continued on page 4...](#)

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...

acquaintance you would like). Just encourage them to get their membership registration sent in by January 31st, and have them put your name in the “sponsor” space at the bottom of the form. And when they do send their registration in, have them drop a line to Heather Boulanger, our membership chairperson, to let her know about it.

Need to know how to become a member? The membership form is online at:

<http://aspenational.org/Join.htm>.

You can also contact the local office at 720.248.2770 or call any of your local chapter board members. Heck, I'd even be happy to talk to you some more about why I became a member, and how I have found ASPE so useful that I have volunteered not once, but twice, to be a Chapter President!

Have a great holiday season, and enjoy some time off, before having a great New Year!

Dinner Sponsorship Opportunities

Do you know a contractor or supplier who would like to get their name and product or service out in front of the leading general and specialty subcontractors in the Denver Colorado market? Is YOUR COMPANY looking for a creative way to increase their company name recognition among the “movers and shakers” of Colorado’s construction marketplace? Two companies each month can now participate in our new Denver ASPE Chapter’s Dinner Sponsorship Program. To sponsor a tabletop exhibit and mingle with many of the decision makers in our industry, call (720) 248-8770 today and reserve your spot for this exciting sales and marketing opportunity.

Member-Get-a-Member

Help make our Chapter stronger and more influential in our industry by inviting and bringing guests to our dinner meetings. There will be prizes and rewards to ASPE members for each new member referred, including a Grand Prize of a complimentary registration to the 2008 Denver Estimating Academy to the individual who recruits the most new members. Let's all “grow” our ASPE Denver Chapter!

January Program Information

What's LEED Got To Do With It?

It seems like much of political debate is centered around taking care of the environment these days and it has made its way down to the construction industry. Green building practices are not a passing fad or a short term trend; it is the way of the future. The contracting community will need to keep pace with it and understand how it affects their trade, and ultimately their bottom line, or they will be left in the fray. In fact, the State of Colorado has made LEED Silver its certification target goal on all new and renovation projects and I anticipate many local municipalities to follow suit.

This month's meeting topic will deal with Green Building Practices and the various LEED requirements that we need to be aware of. Our speaker is Deb Kleinman, Executive Director of the Colorado chapter of the USGBC. Specifically we will briefly discuss what is LEED (for the few of us who still don't know) and why understanding green building is so important to the contracting community. Also the goals of green building practices, how LEED and green building practices affects the subcontractor and where this important trend is going in the future will be discussed.

Come learn how to be more effective at managing the LEED Certification process and what to look for from the Green Building arena in the future. I look forward to seeing you there!

Feature article continued from page 2...

Has our industry grown so distorted that we look upon green building and LEED solely as a marketing tool, overlooking the fundamentals and its intended use? Have we become so lackadaisical with our ethics and values, and so greedy that we have become too lazy to turn our resource-devouring mentality around? After all, what changes are you making to help the environment?

At what point will these "new" practices become standard within our industry? I think we will see more building owners change their thinking from cost first to life cycle, understanding the importance of the moral, but also financial commitment, and with that we'll see a trend of these "new" standards becoming the norm soon. Maybe 10 years or less from now, no one will question or argue the potential premiums.

As estimators, what can we bring to the table? I can see how easy it is to defer the responsibility to designers and owners arguing that these large decisions have been made. However, who else is more intimately involved with all of the detailed cost than the estimators? Other than the estimators, who else can have a convincing argument based on facts of costs and performance? I would encourage the entire industry, but especially estimators to become very familiar with the current trend. Do this not only to stay ahead of your competition, but also because estimators, and only estimators, will be able to motivate developers to build conscientiously by preparing the correct analysis.

Seems there is some truth and sarcasm in all of the above. At any given time, you will find "experts" that can make a believable argument for and against all these statements and questions. Maybe it is just too impractical and we are too far down the path to change our thinking. I believe we need to come to terms as individuals as to what we can and are willing to accept. Once we have taken that step, we as a society will make the right decision concerning our future and the future of upcoming generations.

Viva la "green" Revolution?

The New Certification Program

Bruce Thompson, CPE, Certification Chair

The dust is starting to settle and the new certification program is starting to emerge. If you're interested in the certification program and becoming a CPE, I encourage you to read the following article and then visit the National website: <http://www.aspenational.org/>. Oh, almost forgot ... you need a minimum of 5 years of estimating experience to qualify for the program.

ASPE certification is a two part process. The candidate is required to write a 2,500 word technical paper and take two examinations.

The first exam is a General Estimating Knowledge Exam (GEK) consisting of over 500 questions across a broad variety of construction topics, including AIA documents such as the Instruction for Bidders and the AIA 201 Contract Between the Owner and Contractor. The candidate has four hours to complete the test.

The second exam is the Discipline Specific Test (DST). This exam is a test of the candidate's specific area of expertise. Currently ASPE has Discipline Specific Tests in seven categories. Each exam is an eight hour test with true/false and multiple choice questions as well as estimating problems that are mini-estimates. As an example, a General Estimator is asked questions across all 16 CSI Divisions and estimating problems on earthwork, concrete, wood framing, and structural steel estimating.

Upon successful completion of the program, the candidate receives the designation of Certified Professional Estimator, (CPE). The CPE must renew his certification every three years by accruing 30 points over the previous three years. The CPE is then required to earn points for the Continuing Certification program through activities such as continuing education, professional contributions, and teaching.

A candidate can participate in either one of two cycles per year. The cycles are labeled the March and September cycles. However, the March cycle actually starts around the middle of December. The September cycle starts around the middle of June. As a candidate your first task is to download the Certification Application from the National website, <http://www.aspenational.org/Certification.htm>. You have two application choices, the Member or Non-member. Choose the one that fits your need. Review the application and then call me. You need some direction before you can correctly complete the application and submit it to me for verification. If you don't receive good direction on completing the exam, you run the risk of making mistakes and missing your intended cycle due to a resubmittal. It takes some time to fill out the voluminous application so get started early. Once you complete the application and have submitted it to me (with your \$350 fee, thank-you very much!) you sit and wait until approximately the first of February or the first of August. At that time you will be informed that your application is accepted (if you completed it correctly) and you are eligible to take the Certification Workshop. This is an on-line program that must be completed within 30 days of your receipt of application acceptance. Then it's off to write your paper. The paper needs to be completed within 100 days of completing the Certification Workshop and to National by July 13 and September 13. Within 20 days of National receiving your paper you will be informed if your paper is acceptable and you can continue with the process. Now it's time to take the two previously mentioned tests. Once the tests are completed the National committee can take up to August 4 or February 8 to inform you if you have completed the process and you are deemed a CPE. Just one more little caveat, this entire process must be completed within the cycle you have signed up for. Gone are the days of allowing an extension into the next cycle. If you interested and have more questions contact me. I'll be glad to help.

Bruce Thompson, Certification Chair, 303-353-3658

Estimating Academy: Call for Instructors

You local chapter is currently looking for instructors for our February Estimating Academy. In addition to this, the national office is working to establish a master list of instructors who can be called upon to teach at various estimating academies, be they local, regional or national. If you are interested in being a resource for future speaking or teaching engagements, please send the following information to:

Ed Walsh at edwalsh@ASPENational.org

Name of Company / Organization _____

Your Name _____

Your Title _____

Company Address _____

E-mail Address _____

Class(es) Taught _____

For each class, do you have a course outline written up? (Y/N)

Category that best describes you:

- Commercial Educator
- Professional Estimator
- Certified Estimator (CPE)
- Consultant

Thank you for your help with this.

50/50 Raffle Results

Thanks to all that have participated in our monthly 50/50 raffle. Those that have tossed in \$5 or \$10 for raffle tickets have not only gotten a chance or three to win 50% of the pot, but they have helped support the activities of our student chapter and our student scholarship program.

Recent winners include:

December – guest speaker Mark McKinney from Mtech.

November – Chris Morton, our current Regional Governor.

October – Dr. Hazem Alzarka, University of Denver construction management professor, and guest of one of our speakers for that evening.

The raffle has been a great way for us to raise a few extra dollars for some special programs, and more importantly, it is fun, so thank you again for your participation!

Save the Date!

February 29, 2008

**ASPE Estimating
Academy**

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
Alutiiq
AMI Mechanical
Arch. Resource Consultants
Assoc. Construction Consultants
Baker Concrete
Beck Group
Bergelectric
Boles Custom Builders
Building Tech Consultants, Inc.
Casson Duncan Constructors
CDM Constructors
Construction Resource Technology
CPC Painting
dcb Construction Company, Inc.
Demand Const. Services, Inc.
Denver Drywall Company
Design Mechanical Inc.
F. Rodgers Corp.
Fiore & Sons
Gen3 Construction
Golden Triangle Construction
Haselden Construction
Heartland Acoustics & Interiors
Heggem Lundquist
Howell Construction
Interior Alterations
J. E. Dunn
J.R. Huston Enterprises, Inc.
Jacobs Facilities, Inc.
Kellogg, Brown & Root, Inc.
Kenny Electrical Services
Kiewit Building Group
Krahl Construction
Landtech Contractors Inc.
LPR Construction
Ludvik Electric
M.A. Mortenson Construction
Madsen Kneppers & Associates
Main Electric
MC2, Inc.
McBride Electric
Merrick & Company
Metro Steel Fabricating
MCM, Inc.
Mountain Steel & Supply Company
MWH Constructors
PA Consulting Group

Membership Committee Update Heather Boulanger - Chair

I'm happy to report that we have 1 new member this month. He is:

Ken King of F. Rodgers Corp.

This puts our total membership to 103!

I would like to also recognize the many guests at last month's meeting. They were:

Gerald Reining, Adolfson & Peterson; **Mike Cummings**, Denver Drywall; **Jim Dent**, Weifield Group Contracting, LLC; **Clyde Armstrong**, Sunstate Equipment; **Steve Burnett**, West Electric Group; **David DuVal**, Innovative Mechanical Systems, Inc.; **Randy Meyer**, Bidtool; **Kenneth Shaw**, Haselden; **Dan Vanderburg**, Heartland Acoustics; and **James DeMattee**, Adams County Plumbing & Heating.

I hope they consider joining us soon.

If you know of anyone that you think would enjoy the benefits of membership, please tell me and I can contact them. I can be reached at: (303) 659-7861, ext. 112 or email me at: heather@rollingplains.com.

Member Companies Continued...

Palace Construction Co.
Pasterkamp Heating & Air Conditioning
Professional Investigative Engineers
Quality Electric
Range Fuels, Inc.
R.D. Simmermon & Co.
RK Mechanical
Roche Constructors
Rocky Mountain Door Systems, Inc.
Rolling Plains Construction
Sabells Enterprises, LLP
Shaw Construction
Sturgeon Electric
Sunstate Equipment
Swinerton Builders
Technical Project Services
The Blue Book
The Master Carpenter
TJS Construction
Trautman & Shreve, Inc.
Universal Forest Products
USA Masonry
West Electric
Weitz Company, LLC

ASPE Denver Chapter 5 Budget for 2007-2008 Program Year
 December 11, 2007 - Approved by Vote of Board of Directors

Income				Subtotal	Expenses				Subtotal	Income minus Expenses
Golf					Golf					
	Players Green Fees		\$ 12,228.00		Greens Fees		\$ 6,479.00			
	Hole Sponsors - 15 ea		\$ 3,750.00		Awards & Prizes		\$ 2,812.00			
	Bar Cart		\$ -							
				\$ 15,978.00				\$ 9,291.00	\$ 6,687.00	
Interest & Service Charges					Interest & Service Charges					
					Merchant Account Fees:					
					One-time set-up fee		\$ 99.00			
					Monthly service fee	12 mo	31.00 \$ 372.00			
					Statement fee		waived: use on-line			
					Processing Fees	2.4% on gross sales; 75% use	\$ 175.77			
					Automated recurring billings:					
					PayPal Payflow Pro set-up fee		\$ 39.95			
					PayPal Payflow Pro monthly fee:					
						12 mo	29.95 \$ 359.40			
					Bank Service Charges - 12 mos. @ \$7		\$ 84.00			
	Savings Yearly	1 EA	4.85 \$ 4.85							
	CD Yearly	1 EA	150.00 \$ 150.00							
				\$ 154.85				\$ 1,130.12	\$ (975.27)	
Misc Income					Misc Income					
	Gene Joerns -	1 EA	150.00 \$ 150.00							
	Newsletter Ads	3 EA	30.00 \$ 90.00							
	Web Site Ads	2 EA	50.00 \$ 100.00							
				\$ 340.00				\$ -	\$ 340.00	
Monthly Dinner Meetings					Monthly Dinner Meetings					
	Advance Pay	2 EA	320.00 \$ 640.00		Members: 30 avg. x 9 dates	270 EA	31.00 \$ 8,370.00			
	Members: 30 avg. x 9 dates	270 EA	40.00 \$ 10,800.00		New Guests: 5 avg. x 9 dates	45 EA	31.00 \$ 1,395.00			
	New Guests: 5 avg. x 9 dates	45 EA	40.00 \$ 1,800.00		Bartender	9 EA	75.00 \$ 675.00			
					Audio Visual	9 EA	75.00 \$ 675.00			
				\$ 13,240.00				\$ 11,115.00	\$ 2,125.00	
Fall Regional Hosted by Chapter # 5					Fall Regional Hosted by Chapter # 5					
	Not Applicable this year		\$ -		Not Applicable this year		\$ -			
Estimating Academy					Estimating Academy					
	Income based on 2007 event		\$ 9,129.00		Expenses based on 2007 event		\$ 4,228.00			
				\$ 9,129.00				\$ 4,228.00	\$ 4,901.00	
Dues					Dues					
	CSU Student Chapter				CSU Student Chapter	17 EA	9.00 \$ 153.00			
	National Renewals	96 EA	60.00 \$ 5,760.00		National Renewals					
	New	20 EA	60.00 \$ 1,200.00		New					
				\$ 6,960.00				\$ 153.00	\$ 6,807.00	
Scholarships					Scholarships 2007 - 2008					
					CSU ASPE	1 EA	1,250.00 \$ 1,250.00			
					CSU Gene Joerns	1 EA	1,250.00 \$ 1,250.00			
					CU ASPE	1 EA	1,250.00 \$ 1,250.00			

ASPE Denver Chapter 5 Budget for 2007-2008 Program Year
 December 11, 2007 - Approved by Vote of Board of Directors

Income	Subtotal	Expenses				Subtotal	Income minus Expenses
					\$ 3,750.00	\$ (3,750.00)	
State Lic		State Lic					
		License Annual Payment		\$ 75.00			
					\$ 75.00	\$ (75.00)	
Third Eye Group		Third Eye Group					
		Monthly Fee Retainer	12 mos	800.00	\$ 9,600.00		
		Strategic Plan Fee			\$ 1,200.00		
		Allowance for Additional Svcs.			\$ 600.00		
					\$ 11,400.00	\$ (11,400.00)	
Governor's Fund		Governor's Fund					
			1 EA	500.00	\$ 500.00	\$ (500.00)	
2007 Fall Regional		2007 Fall Regional: Holtan-Brown reimbursables Oct 30, 07					
		Air Fare	1 EA	327.10	\$ 327.10		
		Registration	1 EA	65.00	\$ 65.00		
		Hotel	3 DAYS	118.50	\$ 355.50		
		Meals	0 DAYS	25.00	\$ -		
		Shuttle	0 EA	40.00	\$ -		
					\$ 747.60	\$ (747.60)	
2007 National Convention		2007 National Convention: Kasper reimbursables Oct 15, 07					
		Air Fare	1 EA	231.18	\$ 231.18		
		Registration	1 EA	475.00	\$ 475.00		
		Hotel	1 EA	218.50	\$ 218.50		
		Meals			\$ 36.02		
		Shuttle			\$ 30.00		
					\$ 990.70	\$ (990.70)	
2008 National Convention		2008 National Convention: Projected reimbursables					
		Air Fare	1 EA	231.18	\$ 231.18		
		Registration	1 EA	475.00	\$ 475.00		
		Hotel	1 EA	218.50	\$ 218.50		
		Meals			\$ 36.02		
		Shuttle			\$ 30.00		
					\$ 990.70	\$ (990.70)	
2008 Spring Regional		2008 Spring Regional					
		Air Fare	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		
					\$ 790.00	\$ (790.00)	

ASPE Denver Chapter 5
P.O. Box 3948
Parker, CO 80134

Officers:

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Haselden Construction

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1st Vice President: Heather Boulanger

Rolling Plains Construction

Email: heather@rollingplains.com

Secretary: Tyler Elward

Gen3 Construction, LLC.

Email: telward@gen3construction.com

Treasurer: Newt Klusmire, CPE

Swinerton Builders

Email: nklusmire@swinerton.com

Board of Directors Members:

Warren Neubauer, AMI Mechanical, Inc.

Email: altitude_runr@msn.com

Henry Zurbrugg, Golden Triangle Construction

Email: hzurbrugg@gtc1.net

Eric Ross, MC2

Email: laurenanderic@comcast.net

Tom Bandy, Alutiq, LLC.

Email: tbandy@alutiq.com

Marc Reid, dcb Construction

Email: amreid@comcast.net

Committees:

Awards Committee:

Heather Boulanger, Rolling Plains Construction

(303) 659-7861 Email: heather@rollingplains.com

Certification Committee:

Bruce Thompson, CPE, Merrick & Company

(303) 751-0741 Email: bruce.thompson@merrick.com

Education Committee:

Henry Zurbrugg, Golden Triangle Construction

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Ethics Committee:

Newt Klusmire, CPE, Swinerton Builders

Email: nklusmire@swinerton.com

Fundraising Committee:

Interested? Contact Kye Holtan-Brown

Trade Relations Committee:

Chris Morton, Howell Construction

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