



October 2008

PROFESSIONAL ESTIMATOR

Denver, Chapter 5

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

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Calendar

Sporting Clay Tournament

October 3, 2008

October Program

October 14, 2008

November Program

November 11, 2008

October Program

What the Financial Crisis Means for Our Industry

Leroy Payne
Sr. Vice President
Wells Fargo Bank

Brit Probst
President
Davis Partnership

**See program details on page 4*

CHAPTER MEETING NOTICE

Date: Tuesday, Oct. 14, 2008

Time: Gather: 5:00 p.m.
Dinner: 6:00 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>



MESSAGE FROM YOUR PRESIDENT

Kye Holtan-Brown

VOLUNTEER OPPORTUNITIES ABOUND in your local chapter – “Join the club!”

As we start a new program year for Denver Chapter 5, I would like to take a little space in this month's newsletter to highlight the many opportunities we have within the chapter to turn our skills and interests into benefits for our club, our industry, and our community.

Once again this year, the Board is strong, but we would welcome a couple extra members. With a wide variety of standing committees and activities, finding an area of interest to you is likely to be easy. In addition to always looking for more members for standing committees, the board is currently seeking the following positions:

Newsletter Manager – Seek out articles and coordinate with board members for articles for the monthly newsletter. The actual editing and layout is done by Suvi Caton, who does a wonderful job.

Continued on Page 3...



ASPE: How you can make the most of this great association

by Eric Ross, CPE, MC², ASPE Board of Directors

Writing this article for our chapter newsletter was a journey that started when I came across a quotation from President Theodore Roosevelt (1908), “Every man owes a part of his time and money to the business or industry in which he is engaged. No man has a moral right to withhold his support from an organization that is striving to improve conditions within his sphere.” The American Society of Professional Estimators (ASPE) is such an organization. ASPE strives to improve conditions within “our sphere,” the field of estimating. Inspired by the words of President Roosevelt spoken 100 years ago, I would like to see renewed enthusiasm and dedication from the members to the ASPE organization which in turn will benefit the profession as a whole. The mission statement of ASPE states that the organization “serves construction estimators, by providing education, fellowship, and opportunity for professional development.” By rededicating our efforts in each of these areas and by promoting the organization to non-members, we can greatly improve conditions within “our sphere.”

Educational opportunities can take many forms. Members can be a participant or guest speaker at an Estimating Academy. By organizing Estimating Academies on a regular basis, we can maintain the skills and knowledge needed by our membership. These events will allow the chapter to be known as a valuable resource for developing new skill sets. Providing skills needed by estimators to stay current in their field is a great resource to the construction industry. Teaching is a great opportunity for a member to give back to the industry and profession that has been good to them.

Teaching opportunities exist at the university and college level. This is where one can get our profession in front of students to encourage and mentor them towards a professional career in estimating. Our organization is uniquely qualified to define the basic skills needed to start a young graduate on a career in estimating. Being in the profession we know what skills are needed as the profession continually changes and adapts to the market and to new technologies that become available.

The fellowship of members is a common tie that binds us together as a professional organization. During fellowship or networking opportunities at chapter meetings we get to know the expertise, strengths and talents of our fellow members.

Professional development can be the cornerstone in our career. Earning the Certified Professional Estimator (CPE) designation can accelerate or elevate your career to a new level. The CPE designation is the highest form of professional recognition an individual estimator can receive. This level of achievement and commitment benefits the entire “sphere” of our profession.

It is the obligation and responsibility of each member to encourage others in our industry to become members to advance the knowledge and professionalism of individuals practicing estimating within the entire “sphere” of our profession. By working together we can improve ourselves and our profession. I encourage everyone to make the effort to promote our organization to others. This will strengthen our membership and make ASPE a leading entity in the construction industry.

I challenge each of you to look for opportunities to serve our professional organization. There are opportunities in ASPE at the local, regional and national level. There is always a need for volunteers to support our organization. Working together we can strengthen the ASPE organization and in turn “improve conditions within our sphere,” the estimating profession.

Eric A. Ross, PE, CPE, CSI, CCCA, PMI, is a Senior Engineer with Management Computer Controls, Inc. (MC²). He has over 23 years of experience in the construction industry, encompassing field management, design, engineering, estimating and estimating system development.

Treasurer's Report by Newt Klusmire

Checking Balance: \$18,746.40

Savings Balance: \$1,040.76

Total Balance: \$19,787.16

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 Line continued from page 1...

Social Events Chair – in addition to helping plan the golf tournament, the social event chair could do as much as they wanted, with the goal of providing members some opportunities for purely social or networking events outside of the regular dinner meeting format.

Golf Tournament Chair & committee members – Much of the planning from last year is ready to be duplicated this year, so the big needs are for finding sponsorship, general planning, and helping the day of the event.

Events offer a wide variety of opportunities, from volunteering at the annual Construction Career Days, to helping with presentations for our CSU Student Chapter. This month has a lot of events coming up – check out the list on page 4 of this newsletter!

Educational Programs include some of this fall’s events, and also our estimating academy. We can use help finding sponsors, helping plan, help finding speakers, etc. If you’ve never stood up in front of a group and presented a program – what are you waiting for? From personal experience I can say the water may seem cold, but once you jump in, it’s great! And with some old “veterans” like me around to help you put together your presentation, you can’t lose.

Every year we have a bigger budget, a larger club, and more activities available to do, so I encourage each and every one of you to pick one thing this year you’d like to do, and on behalf of everyone who volunteers, I say “join the club!”



2008-2009 Calendar of Events

With so many industry outreach and other events coming up, we need YOUR help! This fall is busy for us, with many opportunities for us to share our skills, educate others about ASPE, and maybe even make contact with a few new members!

- October 3** **Sporting Clay Tournament**
Kiowa Creek Sporting Club
Sign up at: www.acteva.com/go/aspedenver
- October 7-8** **Construction Career Days**
<http://www.coloradoconstructioncareerdays.com/>
Adams County Fairgrounds
Tuesday, Oct. 7 7:00 a.m. – 10:00 a.m., setup & 1st shift
10:00 a.m. – 1:00 p.m., 2nd shift

Wednesday, Oct. 8 7:30 a.m. – 10:00 a.m., 1st shift
10:00 a.m. – 1:30 p.m., 2nd shift & teardown
*Contact: Warren Neubauer, altitude_runr@msn.com or
Heather Boulanger, heather@rollingplains.com
- October 9** **iSqFt Construction Connections Tradeshow – ASPE Booth**
Tom Bandy, Warren Neubauer
- October 14** **ASPE Dinner Meeting**
Red Lion Hotel, 5:00 p.m. – 8:00 p.m.
Register at www.acteva.com/go/aspedenver
- October 10-11** **Regional Conference**
Sacramento, CA
Heather Boulanger will be attending
- October 30** **CDA (Constructors & Designers Alliance) Networking Event**
6:30-9:00 pm, Museum of Nature & Science
Additional information will be provided soon
- Nov. 17-18** **SAGE Event Tradeshow – ASPE Booth**
Monday, Nov. 17
11:00 a.m. – 1:00 p.m., Setup & 1st shift
1:00 p.m. – 2:30 p.m., 2nd shift
2:30 p.m. – 4:30 p.m., 3rd shift
Tuesday, Nov. 18
4:15 p.m. – 6:30 p.m.
*Contact: Kye Holtan-Brown, kyeholtanbrown@yahoo.com

OCTOBER PROGRAM

The lending market has changed significantly over the last several months, and even more significantly over the past several weeks. Many projects are getting put on hold or even canceled based on the ability of owners and developers to secure a lender. The future of privately funded projects seem to be tenuous at best and the future lending climate can make or break our backlog for the next year or more.

Come hear how the current national lending market challenges are affecting construction locally and what might be in store to come. Our speakers are from a couple different market segments and will discuss the challenges and try their best to predict the future.

Member Company Roster

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

Acoustical Concepts
Adolfson & Peterson Construction
Alliance Construction Solutions
Alutiiq
ARC Integrated Program Management
Assoc. Construction Consultants
Baker Concrete
Beck Group
Boles Custom Builders
Building Tech Consultants, Inc.
Casson Duncan Constructors
CDM Constructors
CLC Associates, Inc.
Coe Construction, Inc.
CPC Painting
dcb Construction Company, Inc.
Denver Drywall Company
Design Mechanical Inc.
Douglass Roofing
Earth Tech/AECOM
F. Rodgers Corp.
Golden Triangle Construction
Haselden Construction
Heartland Acoustics & Interiors
Heggem-Lundquist
Howell Construction
Interior Alterations, Inc.
J. E. Dunn
J.R. Huston Enterprises, Inc.
Jacobs Facilities, Inc.
Kellogg, Brown & Root, Inc.
Kenny Electrical Services
Landtech Contractors Inc.
LPR Construction
Ludvik Electric
M.A. Mortenson Construction
Madsen Kneppers & Associates
Main Electric
Management Computer Controls
Maxwell Construction
McBride Electric
Merrick & Company
Metro Steel Fabricating
MCM, Inc.
Mountain Steel & Supply Company
PA Consulting Group
Palace Construction Co.
Professional Investigative Engineers
Quality Electric
Range Fuels, Inc.

Membership Committee Update Heather Boulanger - Chair

We currently have 93 members. Of those:

- 56 are Estimators
- 26 are CPE's
- 6 are Associate members
- 1 is a Constructor
- 3 are Affiliate Members
- 1 is a Fellow Member

We will need to get this year's student roster to see how many student members we will have this year.

Included in our count above are 5 new members. They are:

Wally Goodnow of Hyder, Inc.
Mark Kaiser of Piper Electric
William McConnell of Vertex Engineering
Donald Reinstein of Ludvik Electric
Robert Steele of Maxwell Construction

We would like to recognize all the guests at September's meeting. They were: M. Dax Diaz and Charles Zachemsky, Adolfson & Peterson; Brad LeTourneau and Joanne Sondode, DMI; Steve Rademacher, dcb Construction Company; and Melanie Rice, Kloppenberg & Company.

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...

Rider Levett Bucknall
RK Mechanical
Roche Constructors
Rolling Plains Construction
Sabells Enterprises, LLP
Shaw Construction
Sturgeon Electric
Swinerton Builders
T.P. Enterprises, Inc.
The Blue Book
TJS Construction
Trautman & Shreve, Inc.
Universal Forest Products
USA Masonry
Vertex Engineering
Weifield Group Contracting
West Electric
Weitz Company, LLC

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Newt Klusmire, CPE, Swinerton Builders

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Fundraising Committee:

Interested? Contact Kye Holtan-Brown

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