



February 2008

PROFESSIONAL ESTIMATOR

Denver, Chapter 5

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

February Program

The Estimator as CEO

See page 4 for details...

CHAPTER MEETING NOTICE

Date: Tuesday, Feb. 12, 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

LIFE LONG EDUCATION

Like most skilled jobs, being an estimator requires constant education and self-improvement. I'm sure I'm preaching to the choir here, since a high percentage of respondents on the recent survey listed education as one of their strongest reasons for joining ASPE. But with the Denver chapter's 2nd annual Estimating Academy coming up on February 29th, I wanted to encourage all of us to take this opportunity to add to our own personal knowledge base, as well as to recommend the academy to others we know.

Continuing education is more important than ever. There are some major changes to the industry that have happened recently that have increased the skill sets needed by estimators, and the changes now in progress are going to require broader knowledge and a greater variety of skills than ever.

- A continuing increase in negotiated design-assist projects and design-build projects vs. hard-bid work that requires more conceptual estimating skills, more knowledge of the design and development processes, stronger collaboration skills, and different types of negotiation skills.

Continued on Page 3...



Constructors & Designers Alliance (CDA) Update

Chris Morton, CPE, LEED® AP

ASPE Chapter 5 is a proud member of the CDA along with many Denver area trade associations including AGC/C, ABC, AIA, NECA, DBIA and many others. Chapter 5 is represented on the CDA by me, Ralph Kasper, CPE and Kye Holtan-Brown, CPE. I attended the Board Meeting that was held on January 10 where many items were discussed:

• **Prompt Pay Bill:** CDA has apparently been successful in working out an agreement on one bill instead of several that were being proposed. The bill is due to be sent to the bill writers this month. More information will follow once the bill has been drafted.

• **Industry Construction Academy:** CDA has been working with Adams County on their interest in starting an Industry Construction Academy but the efforts appear to have slowed down. The Adams County School Board will be meeting on February 13. If you are interested in attending the School Board meeting or would like to participate on the CDA Committee that is working on this, please contact me.

• **RTD:** CDA has been working with RTD in establishing a Construction Career Development Task Force which will be establishing a career development plan to provide workers for the Fast Tracks project.

• CDA will be meeting with Denver Wastewater in an attempt to streamline the permitting and inspection processes.

• **CDA Spring Event:** This event, which is the primary fund raiser for the Construction Career Days, will be held in June. This event includes a silent auction. Please consider donating something for the silent auction. For further details, please contact me. Details regarding dates and location will follow in the near future. Please consider participating this year.

• **2007 Construction Career Fair:** Lee Blum from AGC/C reported that the 2007 event that was held on October 3 & 4 was successful:

- 1,900 students registered
- 1,418 students attended
- 40 % were minority students
- 30% were female
- 43 school districts and 85 schools were represented

Treasurer's Report by Newt Klusmire

Checking Balance: \$10,278.50

Savings Balance: \$1,039.46

Total Balance: \$11,317.96

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!



Save the Date!

June 6, 2008

**ASPE Annual
Golf Tournament
at
Eagle Trace Golf Club**

**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...

- Green building becoming more common, with expectations that in a few years many of the core strategies will become standard best practices, if not actually required by code.

- Building Information Modeling and 3-D design becoming the standard for design, which is starting to change the way construction companies manage the pre-construction and construction processes.

Over the last few years I’ve attended various estimating classes: the national academy held in conjunction with the National Conference, the Kansas City chapter’s academy, and a joint AGC/ASPE academy in St. Louis. After seeing what the Denver chapter was able to accomplish last year at our own academy, we can honestly rate our academy as one of the largest, and definitely of top quality.

Please join me in spreading the word of this academy to all the contractors and major suppliers you know. The estimating academy is one of the best opportunities we have to make ourselves better at our jobs, whether we are full-time estimators, or are in project management, sales, design or some related field.

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) 248-2770 today and reserve your spot for this exciting sales and marketing opportunity.

TAKE NOTE!

www.aspenational.com is now www.aspenational.org

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.

QUOTE OF THE MONTH

Becoming a leader is synonymous with becoming yourself. It is precisely that simple, and it is also that difficult.

-Warren Bennis

FEBRUARY PROGRAM

THE ESTIMATOR AS CEO

Estimators typically have a very varied skill set. Not only do we understand the nuances of estimating our respective trades, but we also have to understand how things are built, how to operate several different software packages and how to communicate effectively with our upper level managers, project managers, field personnel and architects. In addition, we understand relationships and how to procure work through them. Then add to these skills that we are generally very detailed people and you begin to see why the estimator is the well-rounded individual that is required to be a senior level manager and even the CEO.

Are you next in line to be the CEO? What are the steps you need to take in your career to make this a realistic goal?

Come to our February Dinner Meeting to see how the career paths have developed for some of the local estimators - turned - executives so that you have a clear understanding of the tools you need to make this a reality for you.

Interested in continuing your education? CSU is offering an Advanced Estimating certificate!

Benefits include:

- Updating you on the practical estimating procedures from the Rocky Mountain region's leading university in construction management education
- Expanding your knowledge and providing you the valuable tools in estimating
- Increasing your confidence and ability to function as a qualified construction estimator
- Minimizing risk by increasing your knowledge and skills in estimating

For more information go to:

<http://www.learn.colostate.edu/certificates/noncredit/advanced-estimating.dot>

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

***Clyde Armstrong** with Sunstate Equipment
***Mark Dalton** with Hambro
***Tom Hootman** with RNL Design
***Deb Kleinman** with the USGBC Colorado Chapter
***Mark Huntsman**, a student from Colorado State University

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

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Committees:

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

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Bruce Thompson, CPE, Merrick & Company
(303) 751-0741 Email: bruce.thompson@merrick.com

Education Committee:

Henry Zurbrugg, Golden Triangle Construction
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Fundraising Committee:

Interested? Contact Kye Holtan-Brown

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