



PROFESSIONAL ESTIMATOR

Denver, Chapter 5

NW Region Newsletter of the Year 2003-07; National Newsletter of the Year 2004-05

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March Program Ethics in Construction

Jean Arnold, Esq.
Partner
Arnold & Arnold, LLP

*Jean has been practicing law since 1983 and enjoys the challenge and especially the people involved in each case - both her clients and opposing counsel. She entered the legal profession to help others and solve problems. Her ideals, while often tested, remain the same: Helping individuals in their businesses, big and small, and in their personal lives, communicate better and solve legal issues in creative ways.

CHAPTER MEETING NOTICE

Date: Tuesday, March 10, 2009

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: \$45.00 w/registration
\$50.00 w/o registration
\$20.00 for students

*See additional details and registration information on page 5

MESSAGE FROM YOUR PRESIDENT



Kye Holtan-Brown

Join the Club – the management club that is!

This month we take nominations for the board members and reach out to members to volunteer as committee chairs and committee members. The dedicated folk who step forward to serve our chapter next year will have a pivotal role in managing the club's activities and continuing to provide excellent educational programs, outreach activities, and fun networking opportunities for our members and our industry.

Many people shy away from volunteering, or decline to be nominated, because of the perceived work load. While the maxim "10% of club members do 90% of the work" applies to our club in some ways, it does not tell the whole story. Out of 100 or so members, we have 8 who served on the Board in 2008-2009, an additional 5 non-board members that serve on important committees, and another few who regularly help with educational and outreach activities. That is definitely more than 10%!

While some of these people will be returning next year, many are stepping down due to forced retirement (Kye has finished her 2nd, and final, term as President, and becomes Immediate Past

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**Construction Ethics,
by Rick Wanner, Construction Bulletin, May 28, 2004**

A contractor recently was sentenced to five years in prison because he tried to “cut corners” and save money by erecting a scaffold tower without regard to safety and proper construction.

The scaffold collapsed, and, with it, five individuals lost their lives.

There is no doubt that “ethics in construction” should be a part of our style of the daily management of our companies. We are professionals, and our positions come with a responsibility to our associates, customers and ourselves.

When you take time to think about it, you realize that much of our work involves ethics — everything from providing a safe work environment for everyone within our companies to completing a quality construction project.

So why do we frequently encounter businesses filled with unprofessional, unethical people? Experience shows that you can trace this type of behavior clear to the highest level of management in such companies.

One of the first lessons that I can remember learning in college was the “theory X/theory Y” styles of management. The premise of the theory is that managers who are untrustworthy, dishonest, deceitful, and think that everyone else is the same, will, in turn, hire individuals who exactly fit that description because they relate with that type of person.

In similar form, managers who are honest, confident in themselves, and believe that when given a task, they will perform it to the best of their ability, without having someone directly over them checking every move, will hire individuals similar to them because they relate to that type of person.

Behavior reflects a great deal about one’s individual ethics. We can all remember people whom we have met who are professional and ethical in their field, but we can also think of people who have never been ethical (and probably never will be).

As professionals in our field, we must be the examples of acting in an ethical manner. We make an effort to communicate truthfully with employees and our customers. We don’t just tell them what they want to hear (to avoid confrontation).

Respect and trustworthiness must be earned. Oftentimes, as managers, we must make tough decisions. We can’t allow ourselves to be tempted to get by with cost-cutting measures to provide something that is inferior to the quality that is expected.

It is important to remember that just one ethical lapse can jeopardize all of the efforts that we have put in to build the reputation of our companies.

As construction professionals, we owe it to our associates, customers, fellow tradesmen, and especially ourselves to exhibit ethical behavior at all times and during the construction of all projects.

Save the Date!

**ASPE Annual
Golf Tournament**

**Eagle Trace Golf
and Country Club**

**June 5, 2009
7:30 a.m.**



The ASPE 2009 Estimating Academy

Submitted by Warren Neubauer,

Education Committee Chairperson

Well the 2009 Estimating Academy is in the books, thank goodness!

First of all I would like to personally thank our speakers who made the event another stand out amongst all the events in Denver, Colorado. We had good score averages in the range of 7.5 to 10 in regards to the feedback form tallies. This is a strong indicator of the professionalism and knowledge that our Academy delivers from our presenters.

I would like to also make a special thanks to the 3rd Eye Group for all their hard work and patience in working with me to put this event together, I can sum the outcome up into one word, Smooth. Last but not least I need to thank Chris Morton and Newt Klusmire for the use of Howell Construction's and Swinerton's Video Projectors.

I must admit that this event started out as most of them do with a lot of optimism and high expectations early in the process by yours truly, but when it came down to the last couple of weeks before the day of the 27th, I begin to wonder what the outcome was going to be like. We were affected with a low turnout with 28 compared to last year's record of nearly 90 attendees. But sometimes things turn out to be better then they appear, the low number actually developed into almost a one on one or closer casual atmosphere between the speakers and their attendees.

The Academy is something that is definitely making our ASPE chapter 5 a well known organization in the Colorado construction community and we need to keep it growing each and every year. This is my second year either organizing or helping with this event and I truly cannot wait to start working on next year's agenda.

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President's Message continued...

President next year), and a few have had job or personal changes that mean they will not be able to return to their previous position. And given that I believe one of the strengths of the board these past few years has been the "new blood" added each year, having you volunteer or find someone to nominate to the board is essential to the health of the club.

For those who may be sitting on the fence, unsure of the time commitment and duties, I list here a general job description for each position. Most positions require about 2-5 hours per month outside of dinner meetings.

President – preside over monthly board meetings and any board planning sessions; write a President's Line article (like this one) for the newsletter each month; help with finding a replacement for yourself (as I'm doing) at the end of your term; act as MC for monthly educational dinner meetings; oversee and review Treasurer's reports and accounts; be co-signer on club bank accounts.

1st Vice President – attend monthly board meetings and any board planning sessions; fill in for President, if President is unable to preside of board or other meetings and educational events; chair Membership committee*

2nd Vice President – attend monthly board meetings and any board planning sessions; fill in for President, if 1st VP is unable to do so; chair Education committee*

3rd Vice President – attend monthly board meetings and any board planning sessions; fill in for President, if 1st VP is unable to do so; chair Ethics committee*

Secretary – attend monthly board meetings and any board planning sessions; take notes at board

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ASPE Code of Ethics

- Canon 1** Professional estimators shall perform services in areas of their disciplines and competence.
- Canon 2** Professional estimators should 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 should 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 all confidence all knowledge of the business affairs and technical procedures of an employee or client.
- Canon 5** Professional estimators shall conduct themselves with integrity at 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 expressed 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 and receiving of gifts, that are intended to be or may be construed as being unlawful acts of bribery.

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meetings or ensure notes are taken by another board members; gather and distribute notes from committees to board members, and/or club membership as needed; oversee counting of votes for board elections.

Treasurer – attend monthly board meetings and any board planning sessions; manage club finances; be signatory on club bank accounts; create budget based on board planning decisions; sign contracts for things like golf tournament, meeting space and dinner contracts with hotel; manage deposits; provide monthly reports to board of income, expenses, and comparisons of actual to budget.

Board Member – attend monthly board meetings and any board planning sessions; chair or be a member of one committee

* these committees may have co-chairs that are not board members, but due to the core part these committees play in club activities, at least one board member should be involved.

Estimating Academy cont. from page 3...

We have CD disks available that have all the power points and handouts if you would like to purchase them for your libraries. The slight cost is to help offset the processing and handling as it was when we included them in the attendee’s registration fees.

Thanks to our speakers: Steve Larson / Design Mechanical, Steve Heisdorffer / Godin & Baity, Monty Everson / JE Dunn, Kye Holtan-Brown / Pinkard, Doug McNichol / Mortenson, Newt Klusmire / Swinerton Builders, Brad Faelber & Greg Veasman / Kenny Electric, Eric Ross / MC2 and Ethan Cole / FMI.

Finally, thanks to our sponsors: Conference Sponsors - Godin & Baity, Monument Roofing Systems, McGraw-Hill Construction; Session Sponsors - Heartland Acoustics, Illumination Systems, JE Dunn Construction, Kenny Electric, Management Computer Controls, Murphy Company and Weifield Group; Collegiate Chapter Sponsor - Sunstate Equipment Company.

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
Kiewit Building Group
Landtech Contractors Inc.
LPR Construction
Ludvik Electric
M.A. Mortenson Construction
Madsen Kneppers & Associates
Main Electric
Management Computer Controls
Maxwell Construction

Membership Committee Update Heather Boulanger - Chair

I would like to recognize all the guests at February's meeting.

They were:

Clyde Armstrong, Sunstate Equipment;
Jesse Clayburn and **Dan Vandenburg**,
Heartland Acoustics; **Jeff Payne**,
Illumination Systems; and **Cari Lewis**,
Haselden

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.

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.
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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