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American Society of Professional Estimators

S.D. Mator

Aug 2011

Volume 10, Issue 1

WHAT CAN SAN DIEGO CHAPTER #4 DO BETTER?

DATE: Tuesday, August 16, 2011
TIME: 5:30 PM—Social Hour and
Check-in of Attendees
6:30 PM—Dinner Service
begins . . . Program to follow

Dinner Meeting Sponsor:
WALLER CONSULTING

PROGRAM:

**WHAT CAN SAN DIEGO CHAPTER #4 DO
BETTER TO SERVE YOUR PROFESSIONAL
NEEDS AND EXPECTATIONS?**

MODERATOR:

Frank E. Young, FCPE
2011-12 San Diego Chapter #4 President

LOCATION:

The Butcher Shop Steakhouse
5255 Kearny Villa Road, San Diego

COST: \$40⁰⁰ per person

*Cancellations must be received by NOON on Monday,
August 15th or no shows will be billed accordingly.*

[Click here for Dinner Mtg Reservation Policy](#)

RSVP: Mike Moyers at 858.737.7316
or michael.moyers@bestinteriors.net

When reserving, please choose from ...
Top Sirloin **OR** Tilapia **OR** Vegetarian Pasta



Come meet your NEW Board of Directors!

Meeting at a Glance

August Program Notes: What Can San Diego Chapter #4 Do Better to Serve Your Professional Needs and Expectations?

The initial dinner meeting for Fiscal Year 2011-2012 will have a different approach than usual. The leadership of YOUR Chapter seeks input from its membership and loyal group of business associates in better serving YOUR professional needs and expectations. The focus of the evening's main program will involve a roundtable discussion on selected topics of concern to the Chapter's vitality and the construction estimator's capabilities. As I mentioned during my brief

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This column represents my initial effort to carry on the tradition of my predecessor in communicating the objectives and actions associated with effectively and efficiently running our Chapter for its members. The first order of business is to again thank Ed Wenz and the other Officers/Directors for their service and dedication during the past year. As mentioned during my remarks at the July dinner meeting, the 2010-2011 Fiscal Year continued to present challenges in balancing work, family, and outside activities such as ASPE. The forecast seems to portend more of the same in the next few months. The membership has elected another group of outstanding individuals to carry the torch in the near term. Each and every one of us maintains an "open door" policy, and we welcome your comments, suggestions, and even constructive criticisms.



Frank Young, FCPE

The annual Awards and Installation of Officers/Directors capped a terrific year with a timely message from our keynote speaker. Mark Filanc, CEO of J. R. Filanc Construction Co. and current President of the AGC San Diego Chapter. His talk offered several ideas for contractors to aggressively pursue projects that best fit their companies, and ways to manage the decreased opportunities for acquiring work during the ongoing economic downturn in the construction industry. We sincerely appreciate his appearance before our organization during this important gathering. Certificates of Appreciation were handed out to the outgoing Officers, Directors and staff personnel. Larry Hendrick CPE, Southwest Regional Governor, presided over the investiture ceremony for the incoming Officers/Directors, including the ceremonial transfer of power by Ed Wenz in giving Frank Young FCPE the President's gavel. Numerous awards were bestowed upon those individuals deserving such recognition. (Please refer to [page 10](#) of this newsletter for a separate listing of these honors.)

San Diego Chapter #4 enjoyed success again during the National Convention by bringing home more than our fair share of National Awards submitted for the various Chapter Activities and the Chapter Achievement category as follows:

SOUTHWEST REGIONAL AWARDS: Best Chapter Education Program, Best Chapter Fund Raiser, Best Chapter Newsletter, Best Chapter Program, and Best Chapter Website

Kudos to John Wayne Heusner CPE for the seminar on "Today's Construction Cost Considerations for Design and Construction Professionals," Laura Parker CPE and Keith Estes CPE for the golf tournament, Kevin Murphy CPE and Margy Ashby, Executive Administrator, for publishing the newsletter, Frank Young FCPE and Dan Luckhardt CPE for the dinner meeting program on "Government Contracting Opportunities," and Ed Wenz for overseeing the website.

We also received an award for Membership Retention for Chapters with more than 40 members. Congratulations to our Membership Chair, Hennie Degenaar CPE, for his efforts in keeping as many of our existing members as possible.

NATIONAL AWARDS: Best Chapter Education Program and Best Chapter Program

Unfortunately, we fell short in our goal of obtaining "Superior Chapter with Distinction" and had to settle for "Superior Chapter." The National Awards Committee will be asked to carefully review our submittal for next year to eliminate those discrepancies that caused a reduction in claimed points for the various line items delineated in the Chapter Achievement Award.

We will be starting the year off with a different type of dinner meeting program on Tuesday, August 16th. After hearing reports about the National Convention, our Planning Retreat, and matters of concern to the Board of Trustees and Society Business Office, the audience will participate in a roundtable discussion of six topics affecting the future of our Chapter and our industry. Members will have a real chance for their voices to be heard in charting the course for

[\(continued on pg 5\)](#)

Todd Caha, CPE
Senior Estimating Manager



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remarks after taking office as Chapter President, one of John Wayne Heusner's columns for the "SD MATOR" during his previous term as head of our local group was entitled "What's In It For Me?" The current leadership concurs that we must assess the value received by those faithful individuals who share a common purpose in advancing the estimating profession. The exchange of ideas generated during the upcoming session will help chart our course for the coming year. We hope that you can be an integral part of this important evaluation.

Our in-house talk will be presented by Hennie Degenaar and Keith Estes to comment further about their experiences at the recent National Convention in Nashville, Tennessee. Waller Consulting has generously consented to serve as our August Dinner meeting Sponsor.

I will be reviewing the information generated during our Planning Retreat on August 6th. Goals for this past year were measured and examined in mapping our strategy for the months ahead. We hope to enhance our performance for the benefit of the Chapter and its members. Chairs were selected to guide our various committees and those assignments should be reflected in the August newsletter. Line items for both revenue and expenses for the Preliminary Annual Budget were analyzed with approval expected at the August Board Meeting. Larry Hendrick CPE, Southwest Regional Governor, will update the audience about matters impacting the Society, including administrative changes, Bylaws amendments, National Committee appointments, and other key issues.

Following these reports, we will kick off the roundtable discussion. Those in attendance will be divided into six groups to tackle the following subjects:

ISSUES AFFECTING THE CHAPTER'S FUTURE

- Membership
- Dinner Meetings and Programs
- Fund Raisers
- Educational Programs

ISSUES AFFECTING THE CONSTRUCTION INDUSTRY

- The Current Estimating Market in San Diego
- Technology Tools

Each group at a table will choose a spokesperson to lead the discussion and verbally summarize their findings at the conclusion of deliberations. The spokesperson will pick a number between 1 and 6 to determine which issue will be covered by their group.

Several questions/talking points have been developed by the Program Committee to assist the groups in stimulating the conversation. The entire body will cast their vote for the group providing the most helpful and valuable suggestions.

Join us on Tuesday, August 16th at the Butcher Shop Steakhouse Restaurant for an entertaining evening of fellowship and sharing opinions. Choice of entrée will feature their juicy Top Sirloin Steak, delicious Grilled Tilapia, or Vegetarian Pasta at the usual cost of \$40.00 per person. Make the commitment to attend today and seize the opportunity to have your voice heard in shaping the future of San Diego Chapter #4. Your contributions will be sincerely appreciated by the elected leadership. For reservations, contact Michael Moyers at Best Interiors:

Telephone – 858.737.7316

Email – michael.moyers@bestinteriors.net

Please help support your Chapter and its leadership by turning out for this topnotch program which should interest all members.

Frank E. Young, FCPE

CSOS Consulting

President and Interim Program Chair

ASPE San Diego Chapter #4

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Meet a Member of Your Chapter Board ...

Focus on FRANK YOUNG, FCPE

CSOS Consulting



Frank Young, FCPE

Frank Young has been on the construction scene in San Diego for more years than ASPE has had a chapter in this area. After completing his college education and his service commitment in the U.S. Coast Guard, he worked for F.E. Young Construction Co. as an Assistant Project Engineer on the Convention Center and Parking Garage at the Community Concourse in downtown San Diego, followed by a similar job responsibility at the former Mercy Hospital in the Hillcrest area. In 1967, he joined Champion Construction Co. as their Estimator and rose to head that firm as its President. In 1995, he became associated with Melhorn Construction Co. as their Administrative Manager, as well as Principal in Charge of two significant projects for the San Diego Zoo and Goodrich Aerospace in Chula Vista. In the early years of this decade, Frank opened his own consulting business to serve clients in the legal

field, contractors, and subcontractors on a variety of assignments. He also worked for a short period of time with AEL Construction in Escondido, getting a taste of doing business with the Indian community on casinos, education and health care facilities, and housing projects. In 2005, he began working for O'Connor Construction Management as Senior Cost Estimator, and was involved with a number of usual jobs for that firm until his return to consultant status in late 2009. OCMI asked him to return as a consultant to assist their Las Vegas office with preparing a Design E&O claim for the massive City Center project. Since July 2010, he has been available to help contractors and subcontractors in estimating and bidding projects throughout California, and providing advice and counsel to the construction law firms.

He was honored in 2005 in being named *Fellow* by ASPE, and has been a Certified Professional Estimator since 1975. He joined the San Diego Chapter in 1970 and has held every office at the Chapter level, including a short stint as President in 1981. He was again installed last month as President for the current year. As a former National President for two terms, a member on the Board of Trustees for several years, and a member of numerous National committees, Frank just doesn't seem to know when to say "no" when asked to participate in promoting the Society's Mission. He just finished three terms as Southwest Region representative on the National Education Technical Committee. We are fortunate to have someone of his knowledge and experience in our Chapter.

On the personal side, he is married to Linda Young, NAWIC member and NEF Trustee. She runs her own consulting business, specializing in accounting and administrative support for construction clients. They enjoy the company of four grandchildren, working in the garden, reading, traveling, and watching the antics of their dog "Sarge." Frank has the good fortune of still maintaining a single-digit handicap, and reached one of his milestones in golf by shooting his age last November. ■

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Israel Evans

Israel Evans ... you could say he started his career very early in life, the son of a General Engineering Contractor Father and a General Building Contractor Mother. If there are identified genetically engineered kids for the purpose of construction, his family member were pioneers ... both sisters are in construction, one the past president of the California Framing Association.

After graduating from Boise State University, Israel went to work for The Tanner Companies (now Peter Keiwit) as a Project Engineer, constructing a new wastewater treatment plant between Tucson and Nogales, Arizona. Israel called this project the springboard for his ambition to focus on large governmental

agency projects and the artful science of producing aggregates out of onsite materials.

That was 32 years ago. Presently IEPS (Israel Evans Project Services) as a senior Consultant Estimator and Business Developer has been working in the construction industry with years of project estimating and management experience. He has estimated projects in excess of a billion dollars, working with over 100 public and government agencies from the Midwest to the West Coast. Israel has a wide range of project estimating experience which includes Heavy Highway, Marine, Tunneling, Aggregate Production, Specialized Demolition, Wastewater Treatment, Electrical Substations, Wet and Dry Utilities, Mass Earthmoving, Hydrogen Dispensing Sites, and Performance Pavements.

Israel lives in La Mesa with Noemi his wife.

At the next meeting, let's introduce ourselves and welcome Israel to our Chapter. ■

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From Our President

[cont'd from pg 2](#)

the upcoming year. Please refer to the program article beginning on [page 1](#) of this newsletter for a more detailed account of what to expect at this get-together.

I pledge to represent all the members of this Chapter with a similar vision shown by our previous leaders. Due to my status as a "seasoned citizen," I might be characterized as being part of the "old guard." However, listening to my fellow Board members and our shared past experiences should bode well in dealing with the challenges ahead, and result in continued success for San Diego Chapter #4.

Frank E. Young FCPE
CSOS Consulting
President
ASPE San Diego Chapter #4

From the President's Perspective

by Frank E. Young, FCPE

Each month I will be authoring an article for the newsletter covering an issue of importance to the Society as a whole. ASPE's five-sided polygon (pentagon) outlines the five fundamental purposes of the organization – Certification, Standardization, Education, Fellowship, and Professionalism. We are indebted to Bob Pratt FCPE from Denver Chapter #5 for developing this creative concept, and seeing its use through to implementation during his tenure on the Board of Trustees. As we begin the new Fiscal Year, the spotlight will fall on Certification, one of the most meaningful and rewarding programs offered by the Society.

Some of our older members are aware that the Certification program began in 1975 when 200 individuals were selected as the peer group by submitting a very detailed application form and paying their fees (I personally was part of that initial class). The requirements for obtaining your CPE certificate have changed over the years, for the better I might add, and work continues today to improve both the General Estimating Knowledge and Discipline Specific tests. We now have an online workshop available, and Chapter Certification Chairs diligently endeavor to help candidates in writing their technical papers or preparing for their exams. Lou Farallo CPE acts as San Diego Chapter #4's Certification Chair and is readily accessible to answer any questions.

ASPE Certification is the highest form of professional recognition an individual estimator can receive and continues to be sought by more construction professionals every year. It may be defined as an affirmative appraisal, resulting from an educational process, that entails completing the following elements:

Attending a mandatory workshop, filling out a satisfactory "Application for Professional Evaluation," submitting an acceptable Technical Paper, obtaining a 70% passing grade on the tests, and participating in the Continuing Certification Program.

Estimators who achieve their CPE Certificate have shown that they have earned the credential based upon proven ability and practical experience in the construction industry. In order to become eligible to enter the program, individuals must demonstrate at least five years experience in a specific discipline such as General Construction, Concrete, Structural Steel, Mechanical, or Electrical. The Continuing Certification Program is designed to induce people to keep abreast of current trends and improved practices in carrying out their daily tasks as estimators. Each CPE must renew their status every three years by acquiring points in a variety of different ways.

Certification becomes a membership recruiting tool in attracting new members to the Society and our Chapter. In addition, many employers acknowledge the value of having CPE's on their staffs, and may offer salary enhancements for that effort. During the selection process for projects, whether select bid or negotiated, it is often helpful to mention that your firm had its estimate and proposal prepared by a CPE. We are in the process of updating those agencies in the San Diego market that recognize or require the use of Certified Professional Estimators in assembling budget estimates for their work. I have asked Lou Farallo CPE to work with the National Professional Recognition Committee in updating our database listing those government entities. If you are not already a CPE, please carefully consider the advantages of joining the program today.

In September, we will explore Standardization including the new 8th Edition of the Standard Estimating Practices manual.

Frank E. Young FCPE
CSOS Consulting
President
ASPE San Diego Chapter #4



Frank Young, FCPE



JULY MEETING PHOTOS

(cont'd on page 9)



Treasurer Laura Parker CPE and ASPE Southwest Governor Larry Hendrick CPE discuss the upcoming year prior to the meeting



Keynote speaker Mark Filanc, CEO of J. R. Filanc Construction Co. and current AGC San Diego Chapter President, discusses the new operating paradigm for today's construction industry



Ed Wenz is all smiles as he opens the July 2011 dinner meeting



Ed Wenz, Dan Luckhardt and Laura Parker present Chapter scholarships to San Diego State students Denise Cortez and Rosaline Vergara; with them is Assistant Professor Dr. Tais Alves

PHOTOS COURTESY OF  **CNV**
CONTRACTOR NEWS & VIEWS



Oregon State University student Christopher Friesen (who also works at J. R. Filanc) is presented a Chapter scholarship by Dan Luckhardt, Laura Parker and Ed Wenz



Dr. Linda Thomas Mobley, Professor and Chair of the NewSchool of Architecture and Design's Construction Management Program, accepts Michael Wurzelbacher's scholarship (who works at Cumming) from Dan Luckhardt, Laura Parker and Ed Wenz

JULY MEETING PHOTOS

(cont'd from page 8)



The outgoing Board of Directors who served the 2010-2011 term



Larry Hendrick CPE passes the gavel to newly installed President Frank Young FCPE to start off the new year



Visiting Southwest Governor Larry Hendrick CPE swears in the new 2011-2012 Board of Directors

PHOTOS COURTESY OF 



The new San Diego Chapter #4 Board of Directors for 2011-2012

CHAPTER AWARDS – RECOGNIZING SPECIAL EFFORTS BY DISTINGUISHED MEMBERS

Recognizing employee achievements has been viewed as one of many necessary leadership skills in order to succeed in business. Individuals' morale, performance, and loyalty will improve as a result of this mindset. Our organization's most valuable resource remains its members and the contributions they make on behalf of the Society. Recognizing people's dedication, commitment, and enthusiasm motivates them to continue in the quest of fulfilling ASPE's mission to the construction industry.

Such rewards bestowed on the following group of professionals during our Annual Awards and Installation Dinner Meeting creates the proper team environment in setting the tone for the upcoming year. As you will note, many of these honors have been identified with a past member of San Diego Chapter #4 to acknowledge their previous association and involvement with our program.

President's Plaque with Gavel	Ed Wenz
Jess Sisk Award for Outstanding Committee Chair Newsletter	Kevin Murphy CPE
Larry Kian Award for Outstanding Service Ethics Program and Chapter History	Dan Luckhardt CPE
President's Award for Outstanding Dedication Membership and Telephone Committee	Michael Moyers CPE
Officer-of-the-Year National Awards	Dan Sackett CPE
Special President's Award for Special Project Education Seminar	John Wayne Heusner CPE
Al Vallin Award for Estimator-of-the-Year	Keith Estes CPE

Congratulations to each recipient for his efforts "above and beyond the call of duty."

—Chapter Awards Committee: Ed Wenz, Frank Young, and Hennie Degenaar



Introducing **SHARON JONES** ... newly responsible for handling San Diego Chapter #4's website updates under the direction of Website Chair Ed Wenz.

Sharon started in the construction industry in 1993. She has worked for AGC, Brady Company, ABC and is currently part time with ASA as an Executive Administrative Assistant. Sharon enjoys fishing, camping, reading and knitting. She resides in El Cajon with her family and 3 children.

Welcome to the team, Sharon!



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FOR MORE INFORMATION:

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ASPE MISSION STATEMENT

The American Society of Professional Estimators serves construction estimators by providing education, fellowship and the opportunity for professional development.

ASPE Membership

An accurate cost estimate is the first of many key components of a successful construction project. Plan interpretation, labor and material costs, scheduling costs, and level of difficulty recognition are a fraction of the skills necessary to become a successful estimator.

Why join the American Society of Professional Estimators? ASPE is the most recognized and credentialed group of construction cost professionals in our nation's construction industry. ASPE provides education, industry information, and fellowship to all levels of our members. It is made up of professionals of several different classifications.

- A- **Estimator**—shall have at least five years' experience as an estimator in one or more of the construction estimating disciplines.
- B- **Constructor**—shall be an active construction professional experienced in one or more of the construction disciplines with at least 5 years' experience.
- C- **Associate Member**—is a Member with less than 5 years of experience as an estimator or an active construction professional. When the Member achieves 5 years of experience, the Member shall be given one of the Member classifications listed above.

One of the ultimate goals of a member in ASPE is to achieve status as a "Certified Professional Estimator," otherwise known as "CPE." CPE status is recognized by Builders, Government Agencies, Developers, and many other Corporate entities as the highest level of qualification as an estimator. Educational training is available to become part of this elite group of professionals.

ASPE San Diego Chapter 4 is perennially recognized as one of the top chapters of the nation's 50 chapters. The local chapter meets on the third Tuesday of each month. This general membership meeting offers education and insight into our industry. Each membership meeting is highlighted by presentations and guest speakers, with information pertinent to our ever-changing industry.

If you would like to become part of this exciting group of professionals, please contact Michael Moyers CPE at:

michael.moyers@bestinteriors.net 858.737.7316

ASPE San Diego Chapter 4

CALENDAR OF EVENTS

- ◆ **Saturday, August 6, 2011—8:00 AM to 12:00 noon**
ASPE San Diego Board of Directors' Planning Retreat
Location: Reno Contracting Inc.
 1450 Frazee Road, Ste 100, San Diego

- ◆ **Saturday, August 13, 2011—2:00 PM Post Time**
ASPE San Diego Chapter's "Day at the Races"
OUR BLOCK OF TICKETS IS SOLD OUT !!!
Location: Clubhouse Terrace Restaurant
 Thoroughbred Club, Del Mar Racetrack

- ◆ **Tuesday, August 16, 2011**
ASPE San Diego General Membership Dinner Meeting
Program: "What Can San Diego Chapter #4 Do Better to Serve Your Professional Needs and Expectations?"
Moderator: Frank E. Young FCPE
In-house Hennie Degenaar CPE
Talk: and Keith Estes CPE
Location: The Butcher Shop Steakhouse
 5255 Kearny Villa Road, San Diego

- ◆ **Tuesday, August 23, 2011—5:30 PM**
ASPE San Diego Board of Directors' Meeting
Location: California Comfort Systems
 9750 Distribution Avenue, San Diego

- ◆ **Tuesday, September 20, 2011**
ASPE San Diego General Membership Dinner Meeting
Program: Site Tour of the San Diego International Airport Terminal 2 Expansion
Site Tour Host: Bryan Enarson, Vice President Development San Diego County Regional Airport Authority
Dinner Meeting Representatives from Turner Construction;
Speakers: PCL, Inc.; and Flatiron Construction Corp.
In-house
Talk: *To be determined*
Dinner
Location: *To be determined*

- ◆ **Tuesday, September 27, 2011—5:30 PM**
ASPE San Diego Board of Directors' Meeting
Location: California Comfort Systems
 9750 Distribution Avenue, San Diego

- ◆ **Tuesday, October 18, 2011**
ASPE San Diego General Membership Dinner Meeting
Program: Site Tour of the NOAA Laboratory Replacement at UCSD's Scripps Institution of Oceanography
Tour Host/ Speaker: Mike Samudio Rudolph & Sletten
In-house
Talk: *To be determined*
Dinner Indulge Restaurant, Embassy Suites Hotel
Location: 4550 La Jolla Village Drive, San Diego

- ◆ **Thursday, October 20, 2011—3:00 PM to 7:00 PM**
Blue Book GC Showcase
Location: Doubletree Hotel San Diego-Mission Valley
 7450 Hazard Center Drive, San Diego (Mission Valley)

- ◆ **Friday, October 21, 2011—11:30 AM to 8:00 PM**
ASPE San Diego Chapter #4 Golf Tournament
Location: Riverwalk Golf Course
 115 Fashion Valley Road, San Diego (Mission Valley)

- ◆ **Tuesday, October 25, 2011—5:30 PM**
ASPE San Diego Board of Directors' Meeting
Location: California Comfort Systems
 9750 Distribution Avenue, San Diego

- ◆ **Friday, October 28, 2011 & Saturday, October 29, 2011**
ASPE Joint Northwest / Southwest Regional Meeting
Location: Hotel Property *to be determined*
 Denver, Colorado

[CLICK HERE](#) for ASPE National's 2011-12 Critical Calendar or go to:

<http://www.aspenational.org/Upload/FilesMenu/ASPE-11-12-Critical-Calendar.pdf>



GET INVOLVED IN YOUR SUPERIOR CHAPTER!!!



2011-2012 Chapter Officers

TECHNICAL COMMITTEES:

Certification:

Lou Farallo, CPE

Education:

Javier Carrillo, CPE

Standards:

Stephen Fisher, CPE

STANDING COMMITTEES:

Chapter Awards/ Nominations:

Frank Young, FCPE

National Awards:

Stephen Hainlin, E

Bylaws:

Keith Estes, CPE

Communications:

(Newsletter & Website)

Ed Wenz, E

Finance/

Ways & Means:

Keith Estes, CPE

Historical:

VACANT

Industry Awareness

Public Relations/

Calendar:

Stephen Hainlin, E

Membership:

Michael Moyers, CPE

Programs:

Frank Young, FCPE

OTHER COMMITTEES:

Door Prizes/Dinner

Meeting Sponsors:

VACANT

Ethics:

Hennie Degenaar, CPE

Mentoring:

John W. Heusner, CPE

Parliamentarian:

Keith Estes, CPE

Scholarships:

Dan Luckhardt, CPE

Telephone:

Michael Moyers, CPE

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2nd Vice-President	Michael Moyers, CPE Best Interiors, Inc.	858.737.7316 619.843.6962C	858.737.7317	michael.moyers@bestinteriors.net
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Treasurer	Keith Estes, CPE ECMC (Estes Construction Management Co.)	858.437.1191	858.538.7681	dke.ecmc@gmail.com
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