



▶ JUNE 2008 ASPE LUNCH MEETING 2

17 ISSUE | 6 VOLUME | 08 YEAR



▶ SPEAKERS FOR QUANTITY/ CONCEPTUAL ESTIMATING CLASSES 12



▶ ASPE NATIONAL CONVENTION 10

American Society of Professional Estimators



Atlanta Chapter
No. 14

“DEDICATED TO THE PROMOTION OF THE PROFESSION AND THE BENEFIT OF THE CONSTRUCTION INDUSTRY”

The Construction Expo was a great experience. There are many people who were unaware of our existence prior to this show that now know about ASPE Atlanta.



Bob Peppel
President

Greetings from the President

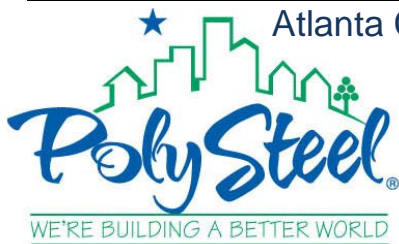
Have you sent in your membership renewal form? They are due before July 31 and if not received by August 31, your name will not appear in the printed roster. Do it now or our membership chairperson, Alex McClendon, will be after you.

The Construction Expo was a great experience. There are many people who were unaware of our existence prior to this show that now know about ASPE Atlanta. We truly are the best kept secret in the construction industry. I would like to express my appreciation to Charles Carroll, Bob Kovacs, Wayne Smith, Priscilla Stanley, and Reed Thomas for all their efforts to make the Expo a success.

I am excited about the education opportunities that we are being presented with this year. In addition to the Estimating Academy, there is a request from Gwinnett Tech on page 12 in this newsletter soliciting instructors for their summer program. Just this past week, I received a call asking about when the next Estimating Academy would be held.

In last month's newsletter, there was a list of all the proposed by-law amendments that will be voted on at the convention next month and this newsletter contains a copy of the budget that will be voted on at the convention. Please look them over and bring your comments and questions to the meeting this month, so that your delegates, Dan Engle, Bob Peppel, and Reed Thomas can take them to the convention. If you haven't registered yet, it's not too late to attend the convention.

Bob Peppel



Atlanta Chapter 14 June Meeting Speaker

WILL OLIVER
PolySteel Southeast Distributors
Toccoa, GA

American PolySteel, LLC, began manufacturing insulating concrete forms in 1978, pioneering and leading an industry that now boasts 50 products and builds thousands of homes and commercial structures each year. Their nationwide network of trained distributors and builders are recognized as the most professional group of industry representatives in the business.

William S. Oliver, "Will" is co-founder and owner of PolySteel Southeast Distributors, located in Toccoa, GA. PolySteel Southeast Distributors is considered to be the longest continuous PolySteel/ICF business in the southeast. Since 1991, Will has performed most all duties required in building an ICF business from the ground up, which included, selling, marketing, bidding, logistics, constructing, training, promoting, distributing and code monitoring. As a perennial Top Performer for American PolySteel, LLC, Will has been heavily involved in decision making for strategies in the field, corporate and industrial areas.

Will Oliver
PolySteel Southeast Distributors
1117 S. Big A Rd
Toccoa, GA 30577
706-886-5914
706-886-0554 Fax
woliver@polysteelsoutheast.com


JUNE 2008 ASPE LUNCH MEETING



THURSDAY
June 19, 2008
11:30 am – 1:00 pm

**CROSS CREEK
CAFÉ**
1221 Cross Creek
Parkway
Atlanta, GA 30327
Price \$15.00

RSVP required
by Wednesday
June 19, 2008



Please RSVP to
Katreena Jones
Costing Services
Group
(404) 815-9555

CROSS CREEK LUNCH SPECIAL
Thursday, June 19, 2008

Pan-fried Chicken
Mashed Potatoes
Green Beans



Chris Kocopi - Senior Vice President
STARNES AND OSWALT CONSTRUCTION
5000 Highlands Pkwy, Suite 155
Smyrna, GA 30082
P 404-261-3985, ext. 12/ F 404-262-0675

www.starnes-oswalt.com

LOOKING FOR AN ESTIMATOR

We are looking for an experienced estimator. We do interior GC work all over the country for retailers. Please contact Chris Kocopi.

ASPE Proposed Budget

The following budget will be voted on at the National Council Business Session July 12, in Baltimore, Maryland. Also included is the "Dues" calculation sheet that was used to develop the budget. Please review and bring your questions to the chapter meeting June 19.

American Society of Professional Estimators 2008-2009 Proposed Budget to Delegates

	Proposed Budget	Adopted Budget	Amended Budget	2008-2009 Proposed Budget
REVENUE				
Dues	453,398	453,398	453,398	529,277
Sustaining Member Income	1,945	1,945	1,945	1,945
Advertising-Newsletter/Roster/Web	97,500	97,500	97,500	122,000
Interest Earned	8,500	8,500	8,500	11,000
Admin Office Donations	1,250	1,250	1,250	0
Misc Sales	2,000	2,000	2,000	2,000
Convention				69,500
Certification Board	37,200	37,200	37,200	41,400
Education Board	255,000	255,000	255,000	255,000
Standards Board	16,100	16,100	16,100	21,040
	872,893	872,893	872,893	1,053,162

ADMINISTRATION EXPENSES

Salaries	295,015	295,015	295,015	322,181	5
SBO Board Supports	(36,900)	(36,900)	(36,900)	(41,200)	
Contract Labor	8,000	8,000	8,000	8,000	
Rent	24,500	24,500	24,500	47,000	2
Office Maintenance	8,000	8,000	8,000	9,000	
Telephone	13,200	13,200	13,200	16,600	3
Office Utilities	2,750	2,750	2,750	5,200	2
Postage	19,000	19,000	19,000	20,000	
Computer Expense	7,500	7,500	7,500	8,000	
Copier/Printing	15,000	15,000	15,000	37,000	4
Equipment Maintenance	1,000	1,000	1,000	1,000	
SBO Continuing Education	1,000	1,000	1,000	1,000	
Staff Travel	4,000	4,000	5,250	5,250	
Supplies	7,000	7,000	7,000	10,000	
Miscellaneous	500	500	500	1,000	
New Office Furniture				6,000	
Moving Expenses				4,000	
	369,565	369,565	370,815	460,031	

**American Society of Professional Estimators
2008-2009 Proposed Budget to Delegates**

Proposed Budget	Adopted Budget	Amended Budget	2008-2009 Proposed Budget
--------------------	-------------------	-------------------	------------------------------

EXECUTIVE DIRECTOR

Executive Director Office Expense	11,000	11,000	11,000	2,000
Marketing Expense	4,000	4,000	14,000	10,000
Market Research				3,000
Chapter Development				6,000
Meetings				3,000
	15,000	15,000	25,000	24,000

PUBLICATION/COMMUNICATIONS EXPENSE

Roster Printing	18,000	18,000	18,000	25,000
Estimating Today	50,000	50,000	50,000	60,000
ASPE Website	13,500	13,500	13,500	13,500
	81,500	81,500	81,500	98,500

8

CONVENTION EXPENSES

Convention Expense				64,860
	0	0	0	64,860

TRUSTEES

Fall Meeting	7,600	7,600	7,600	6,500
National Convention	8,500	8,500	8,500	10,000
Winter Meeting	4,000	4,000	4,000	5,400
President	1,000	1,000	1,000	1,000
Immediate Past President	0	0	0	500
First Vice President	0	0	0	500
Second Vice President	0	0	0	500
Third Vice President	0	0	0	500
NW Governor	1,000	1,000	1,000	1,500
SW Governor	1,000	1,000	1,000	1,500
NE Governor	1,000	1,000	1,000	1,500
Central Plains Governor	1,000	1,000	1,000	1,500
SE Governor	1,000	1,000	1,000	1,500
	26,100	26,100	26,100	32,400

**American Society of Professional Estimators
2008-2009 Proposed Budget to Delegates**

Proposed Budget	Adopted Budget	Amended Budget	2008-2009 Proposed Budget
-----------------	----------------	----------------	---------------------------

COMMITTEE EXPENSES

Finance Committee/Pre-approved Fund	1,500	1,500	1,500	1,000
Membership Committee	1,000	1,000	1,000	1,000
Recognition Committee	1,000	1,000	1,000	1,000
Awards Committee	2,000	2,000	2,000	1,000
Chapter Development Committee	500	500	500	500
Chapter Outreach	500	500	500	500
Rewrite Bylaws Committee	1,500	1,500	1,500	1,500
Long Range Planning Committee	1,500	1,500	1,500	1,500
	9,500	9,500	9,500	8,000

6

OTHER EXPENSES

Parliamentarian	1,000	1,000	1,000	1,500
Insurance	6,000	6,000	6,000	7,000
Legal	2,500	2,500	2,500	5,000
Accounting	25,000	25,000	25,000	25,000
Miscellaneous Taxes	500	500	500	1,000
Bank and Credit Card Charges	15,000	15,000	15,000	17,000
Advertising	5,300	5,300	10,300	15,000
Industry Research				0
Dues	2,400	2,400	2,400	2,400
Cost of Miscellaneous Sales	4,000	4,000	4,000	4,000
Technology Upgrade	7,500	7,500	7,500	7,500
	69,200	69,200	74,200	85,400

7

TECHNICAL BOARDS EXPENSES

Certification	27,600	27,600	27,600	41,400
Education	220,915	220,915	220,915	220,915
Standards	10,575	10,575	10,575	15,820
	259,090	259,090	259,090	278,135

**American Society of Professional Estimators
2008-2009 Proposed Budget to Delegates**

Proposed Budget	Adopted Budget	Amended Budget	2008-2009 Proposed Budget
--------------------	-------------------	-------------------	------------------------------

TOTAL ALL EXPENSES	829,955	829,955	846,205	1,051,326
---------------------------	----------------	----------------	----------------	------------------

BUDGET NET INCOME (LOSS)	42,938	42,938	26,688	1,836
---------------------------------	---------------	---------------	---------------	--------------

2. Increase office space from 1820SF to 3600 SF
3. New office space will require a new phone system
4. Added folding machine, a new color copier, and increased printing
5. Includes staff raises and one new position to be filled after Feb. 1, 2009
6. Based on this year actual
7. Extra work with by-law rewrite
8. Increase due to increased membership and increased postage but requires going back to smaller print to limit cost.

**American Society of Professional Estimators
2008-2009 Proposed Budget to Delegates**

	Proposed Budget	Adopted Budget	Amended Budget	2008-2009 Proposed Budget
--	-----------------	----------------	----------------	---------------------------

TECHNICAL BOARDS INCOME/EXPENSE DETAIL

Revenue, expense and SBO labor is carried forward into the body of the budget for each Board.

CERTIFICATION BOARD

Certification Fees	31,500	31,500	31,500	33,400
CPE Stamp & Seal	2,200	2,200	2,200	2,500
CESB Fund	3,500	3,500	3,500	5,500
Certification Board Expense	(5,000)	(5,000)	(5,000)	(7,200)
CPE Stamp Expense	(600)	(600)	(600)	(500)
Cost of Certification	(9,000)	(9,000)	(9,000)	(6,400)
CESB Dues				(10,000)
SBO Labor for Certification Board	(13,000)	(13,000)	(13,000)	(17,300)
	9,600	9,600	9,600	0

EDUCATION BOARD

On-line Estimating Class Income	200,000	200,000	200,000	200,000
Convention Estimating Academy	40,000	40,000	40,000	40,000
Regional Estimating Academy	15,000	15,000	15,000	15,000
On-line Estimating Class Expense	(162,000)	(162,000)	(162,000)	(162,000)
Convention Estimating Academy Expense	(15,000)	(15,000)	(15,000)	(9,125)
Regional Estimating Academy Expense	(15,000)	(15,000)	(15,000)	(15,000)
Education Board Expense	(22,415)	(22,415)	(22,415)	(13,290)
SBO Labor for Education Board	(1,500)	(1,500)	(1,500)	(21,500)
SBO Labor for On-Line Classes	(10,000)	(10,000)	(10,000)	0
SBO Labor Estimating Academy	(10,000)	(10,000)	(10,000)	0
	19,085	19,085	19,085	34,085

STANDARDS BOARD

Sales of SEP	15,000	15,000	15,000	19,040
Sales of EP2 Exam	1,000	1,000	1,000	2,000
Sales of EP1 Exam	100	100	100	
SEP Sales Expenses	(7,600)	(7,600)	(7,600)	(3,680)
EP2 Exam Expenses	(75)	(75)	(75)	(475)
Standards Board Expense	(500)	(500)	(500)	(9,265)
SBO Labor for Standards Board	(2,400)	(2,400)	(2,400)	(2,400)
	5,525	5,525	5,525	5,220

**American Society of Professional Estimators
2008-2009 Proposed Budget to Delegates**

Proposed Budget	Adopted Budget	Amended Budget	2008-2009 Proposed Budget
-----------------	----------------	----------------	---------------------------

CONVENTION (Based on Baltimore Figures)

Registrations				54,500
Exhibitors				15,000
Food				(31,020)
A/V/Printing/Supplies/Shipping				(15,500)
Vendor Costs				(1,200)
Awards				(750)
Staff Travel & Lodging				(16,390)
	0	0	0	4,640

Dues Revenue Projection for 2008-2009

2008-2009 Dues Structure

\$190.00 CPE, Estimator, Associate Estimator, Constructor,
 Associate Constructor, Affiliate
 250.00 Member-At-Large (\$190.00 to Natl, \$60.00 to Gov. Fund)
 19.00 Member Emeritus
 9.50 Student
 35.00 New Member Handling Fee

80% Renewal	Members As of 1/31	Members 2/1-5/31	Renew Rate	projected 08-09	Dues Rate	Revenue	
Chapter Members	2,249		82%	1,844	190.00	350,360.00	1
Part Year Members		240	90%	216	95.00	20,520.00	
MAL	163		82%	134	205.00	27,470.00	
Part Year MAL		17	90%	15	102.50	1,537.50	
Member Emeritus	67		82%	55	19.00	1,045.00	
Part Year Member Emeritus		5	82%	4	19.00	76.00	
Student	29		82%	24	9.50	228.00	
Part Year Student		0	82%	0	9.50	0.00	
Honorary Member	3						
Less Early Renewal Discounts							
						401,236.50	
New Member	380			396	190.00	75,240.00	2
Part Year New Member				264	95.00	25,080.00	2
New Member Handling Fee				792	35.00	27,720.00	3
						128,040.00	

Notes:

- 1: Actual renewal rate through Jan 31, 2008 was 84.2%.
- 2: Based on this year's new members being 10% higher than last year's.
- 3: New member's in June & July do not pay dues but do pay new member fee.

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.

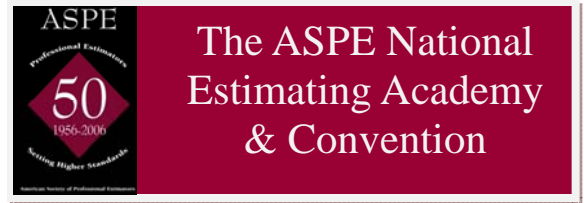
Canon #5 - Professional estimators shall conduct themselves with integrity as all times and not knowingly or willingly enter into agreements that violate the laws of the United States of America or of the states in which they practice. They shall establish guidelines for setting forth prices and receiving 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.



The 2008 ASPE National Estimating Academy & Convention will be held July 9-12 at the Baltimore Inner Harbor Hyatt. Our annual convention provides two days of presentations by nationally known speakers in the construction industry. ASPE's Technical Documents Committee prepares a book for each convention attendee that contains papers submitted by the speakers at these educational sessions. For more information, visit www.aspenational.org.

Construction Estimating 101

The Atlanta Chapter No. 14 of the American Society of Professional Estimators is offering "Construction Estimating 101" at the Georgia Branch of Associated General Contractors.

Classes began on April 21st and will run until July 7, 2008. Our instructors this year are not only giving back to the Construction Community, but also obtaining ASPE Certification Credits for teaching. We appreciate these Professional Estimators for sharing their working experience with the next generation of Estimators. We are still in need, however, of Assistants. If you are willing to give 3 hours to assist an already experienced instructor, please contact Wayne D. Smith. As you have read in the Greetings from the President, we have a wonderful student body this year!

Wayne D. Smith, CPE
Chief Estimator
Metro Atlanta Transit Team (MATT)
404-848-6058
wsmith@gecmatt.com

Construction Estimating 101



April 21st and consecutive Mondays ~ AGC Office ~ Atlanta

The Georgia Branch AGC / Atlanta ASPE *Estimating 101* is a basic estimating course developed for estimators with limited experience. If you are beginning your career as a construction estimating professional, this is a can't miss opportunity for education and networking with many Atlanta area estimating professionals. If you are an employer, here is a great opportunity for improving the knowledge and skill level of your estimating staff. **Ten- 3-hour sessions (4:00 to 7:00 pm) will be held.** *Instructors are ASPE members and ASPE National Education Board approved all specialists in their fields.*

Cost: \$299.00 for ASPE, PCEA, & Georgia Branch AGC members and \$399.00 for non-members.

Register on line at www.agcga.org or call Cherri Watson 678-298-4104

LEARN HOW TO ...

Review bid documents, Develop a bid scope of work, Evaluate project complexity to determine labor pricing, Complete a quantity takeoff, Determine components that make up unit costs, Understand and calculate production rates and crew costs, and how to put it all together on BID DAY. Bring your own calculator and Architect and Engineer Scale.

Mondays 4:00pm. to 7:00pm	INSTRUCTORS	TOPIC
April 21, 2008	Wayne D Smith, CPE Dan Ergle, CPE	Introduction to Estimating General Requirements
April 28, 2008	Robert W. Peppel, CPE	Earthwork and Site work
May 5, 2008	Alan J. Manno, CPE	Concrete
May 12, 2008	R. Brett Withers, CPE Charles Cofer, CPE	Structural Steel, Joist & Misc Steel
May 19, 2008	Walter B. Elliott John Devine	Masonry
June 2, 2008	G. Garland Stewart, CPE Wyatt Alex Laney	Wood and Plastic Doors, Windows and Hardware
June 9, 2008	J. Richard Porter Bob Kovacs	Finishes (part 1- drywall, flooring & ceilings)
June 23, 2008	Michael D. Palacio CPE	Finishes (part 2- painting, wall covering & tile work)
June 30, 2008	Ron Craig Alex McClendon, CPE	Basic Electrical
July 7, 2008	Reed Thomas	"A Contractor's Perspective on Pricing and Building Green"



ASPE Atlanta Chapter 14 Officers

2007-2008

President, Robert W. Peppel, CPE
rwpeppel@comcast.net
 Peppel & Peppel, Inc.

Leadership

First Vice President
 Reed Thomas
rthomas@rjgriffin.com
 R. J. Griffin

Second Vice President
 Michael Palacio, CPE
mpalacio@palaciocollaborative.com
 Palacio Collaborative, Inc.

Third Vice President
 Michael Bischof, CPE
mbischof@mkainc.com
 Madsen Kneppers & Assoc. Inc.

Secretary
 Brett Withers, CPE
brett@costingservicesgroup.com
 Costing Services Group, Inc

Treasurer
 David Laminack
dlaminack@hardinconstruction.com
 Hardin Construction Company

Immediate Past President
 Charles R. Cofer, CPE
crcofer@bellsouth.net
 McCarthy Building Companies

ASPE Atlanta Chapter 14 Board Members 2007 - 2008

Dan Ergle, CPE
danergle@bellsouth.net
 ADE Construction Consultants, Inc

Richard Porter
rporter@heery.com
 J. R. Porter Associates

Wayne E. Smith, CPE
wsmith@gecmatt.com
 Metro Atlanta Transit Team
 (MATT)

Susan Smith, CPE
susan@costingservicesgroup.com
 Costing Services Group, Inc.

Priscilla Stanley
pstanley@gablue.com
 Georgia Blue

Charles Carroll
ccarroll@mkainc.com
 Madsen Kneppers & Assoc. Inc

GWINNETT TECH: Speakers for the Quantity/Conceptual Estimating Class

To the Friends of the CCM Program, we are currently looking for speakers for Summer Quarter 2008 (July 8, 2008 - September 2, 2008) for our Quantity/Conceptual Estimating Class. If you would like to speak on any of the following subjects, please contact Donna Bourget at dbourget@gwinnettech.edu or Pamela Spann at pspann@gwinnettech.edu. Please respond by June 20, 2008.

Week 2	General Requirements / Site Work	July 8
Week 3	Concrete / Masonry	July 15
Week 4	Metals	July 22
Week 5	Wood & Plastics	July 29
Week 6	Thermal & Moisture Protection	August 5
Week 7	Doors & Windows	August 12
Week 8	Finishes / Specialties	August 19
Week 9	Mechanical Systems	August 26
Week 10	Estimating Software	September 2

Have an idea, article or announcement?
 Contact LaTarsha Bailey at (404) 609-9006
 or lbailey@palaciocollaborative.com.