



The EstiMainer

President's Report

Volume 2, Issue 2—November, 2011

President's Message...

As the days of autumn are getting shorter it seems we are busy getting ready for winter. Whether it's putting away patio furniture, raking leaves or digging out snow tires; before we know it, we will be scraping windshields and shoveling snow again!

Since our last newsletter, I want to thank all of the sponsors and participants of the 19th Annual ASPE Maine Chapter 37 Scholarship Golf Tournament at Toddy Brook Golf Course in North Yarmouth on Friday, August 12th. Once again, we could not have had better weather compared to the sweltering temperatures in July. Either connecting with old friends or making new friends, it was time well spent away from the office or jobsite for a good cause. Every year this event keeps growing and we are already in the planning stages for next year! Please check out our website www.aspemaine.com "Past Events" page for a slideshow from this year's golf tournament.

On October 12th, we began with a site visit to Megquier & Jones in South Portland for an insider's view on the structural steel fabrication process. From detailed shop drawings, material delivery, cutting, drilling, shop fitting/welding, painting and shipping; our hosts, Reggie McLaughlin and John Macgregor walked us through the entire plant operation and we are grateful for the opportunity to visit with them. Following the site visit, we had great attendance for the Dinner/Meeting at Embassy Suites Hotel hosted by CMHC International with an opportunity to learn about Permaglass fiberglass windows from Norwood Windows of Scoudouc, New Brunswick and current boiler technology from Benjamin Heating Products of Springhill, Nova Scotia.

I am excited to report on the ASPE Northeast Regional Meeting held in Plymouth Meeting, Pennsylvania (just outside Philadelphia) on Saturday, October 15th.

The Maine Chapter traveled the farthest distance to be there and the information provided will help strengthen the ever-growing Maine contingent. The focus on chapter development concentrated on Awards Guidelines, Planning and Program suggestions to help ensure a positive response from members and their commitment to ASPE.

I would like to welcome Wayne Jordan and Dave Pinkham as our newest ASPE members! We are proud to have them join our dynamic group in the Maine Chapter and look forward to having their participation in the mission of our organization.

Once again, estimating lectures are in full swing with George Liming and Jim Gardner attending a construction class at the University of Southern Maine on October 17th. This spring, Kyla Sarnowski and I will be presenting estimating fundamentals to the University of Maine Construction Management Technology students, as well as, Jim Hoy who will be visiting with students at Southern Maine Community College.

Mark your calendar for December 7th and 8th for a dynamic presentation by McGraw Hill Construction from Dallas, Texas on several systems designed to improve bid communication and documentation control. Members of the MHC team will provide an interactive discussion at the Dinner/Meeting on Wednesday, December 7th followed by an informational seminar from 8:00 am to noon the following day on Thursday, December 8th. This program is designed



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UP-COMING EVENTS

- McGraw Hill Construction will be providing an informational seminar on Thursday, **December 8th at 8:00 AM**. Reservations are required so visit the "Events" page on our website for more information.
- Mark your calendar for **Chapter Dinner Meeting and MHC Presentation** on Wednesday, **December 7th at 6:00PM!**

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subcontractors, suppliers, general contractors, construction managers, facilities managers, architects and engineers so RSVP early to reserve a spot at this session (see the "Events" page on our website at www.aspemaine.com).

If you know someone who is interested in joining ASPE or would like to attend the upcoming events in December, please invite them along as a guest to see firsthand what we have to offer in professional development and networking.

As we grow, new leadership opportunities will be the cornerstone of sustaining a forward thinking organization. I believe the founding members of our Maine Chapter are proud of what they started and enjoying the transformation to the next generation of professional estimators who will lead this group over decades to come!

John Brockington, CPE, ASPE Maine Chapter 37 President

NATIONAL CONVENTION

This year the ASPE National Convention is being held **July 11th through 14th** at **Silver Legacy Resort & Casino** in Reno, NV. Please visit www.aspenational.org for more information.



MEMBER SPOTLIGHT



Jim Gardner

From Arlington, MA to Portland, ME, ASPE Member, Jim Gardner has had his construction career path take him throughout New England...

Jim graduated from Northeastern University with a BS in Civil Engineering in 1991. Originally from Brattleboro, VT, Jim began his professional career in Arlington, MA at Simpson Gumpertz & Heger for the Building Technology department. After five years he joined MacMillin located in Keene, NH. In his 16 year career with MacMillin he had multiple positions including Assistant Project Manager, Project Manager, Estimator, and Preconstruction Coordinator. In February 2010, Jim took an Estimator position at Consigli Construction Co., Inc.

Jim and wife, Patty, started visiting the great state of Maine 7 years ago and in 2009 they

time up here full-time. In July 2011, they sold their Swanzey, NH home and with their two labs and cat in tow made the full move up to their Maine home.

In addition to his wife, Patty, Jim's 17-year old daughter, Alli, is in her senior year of high school. Jim's step-daughter, Kali, is living and working in Swanzey, NH and his step-son, Kyle, is in the US Marine Corps and currently stationed at Camp Pendleton.

Since New Hampshire does not have a chapter, Jim joined ASPE in 2010 after making the move to work for Consigli in Maine. Jim knew of ASPE fairly well so it didn't take much encouragement to get him join the chapter. Jim has found the chapter to be helpful in his integration into the Maine market over the past year as well as a great forum for building relationships within the construction field.

In his spare time, Jim enjoys snowboarding, spending time at the beach, and in his own words, he's a "sports enthusiast". Lately, however he finds most of his free time is spent on the college application process with his daughter. In the past few months they've spent many weekends together visiting prospective schools, attending college fairs, meeting with school professors, and building her art portfolio. Next on the list, finishing those applications for her top 12 schools!

USM STUDENT LECTURE — October 17, 2011

George Liming from Allied Cook and Jim Gardner from Consigli Construction were guest lecturers at USM on October 17th. George began ASPE's outreach to USM last year and was joined by Jim to speak about estimating to a class of nearly 20. The USM students are part of a Construction Management degree program and are in the midst of their estimating class curriculum.

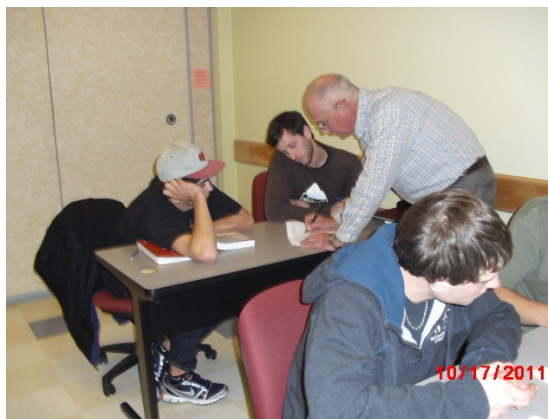
A combination of handouts and open discussion on the role of estimator and estimating fundamentals were presented. Students heard about when to go after a project in respect to the project type, location, workload and the number of competitors. Reviewing of bid documentation was discussed in length to help students understand what information to utilize in preparing an estimate. Examples of how to prepare an estimate were discussed and presented through a "Sample Exercise" and on screen reviews of Timberline and On-Screen software features.

David Early, USM's Construction Management Program Coordinator and Instructor, concluded class with a mock pre-bid conference on an assignment to have students complete a bid. Students were asked to prepare a bid on a single family residence for the next class. Students actively reviewed the scopes of work and presented questions at the pre-bid. Mr. Early confirmed an Addendum would be released to document the pre-bid and offer more information to the students throughout the week between classes.

George and Jim were encouraged by the student's responsiveness to the presentation, sample exercise and bid assignment. With the approach to the class being both informative and hands on, they felt the students were able to gain a good understanding of what goes into developing an estimate.



Students in USM's Construction Management course working through exercises prepared by George Liming & Jim Gardner.



George Liming assisting two students through an estimating exercise .

For more information on upcoming guest lecturer opportunities or if you know of other programs that would benefit from our chapter please contact Chris Bellevue at cbellevue@damonmechanical.com

2011-2012

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Goals, Objectives & Resources

PAST EVENTS - PICTURE PERFECT

Golf Tournament



October Site Visit/Meeting



ASPE 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 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 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.

MEMBERSHIP

Applications for membership can be downloaded from the national website www.aspenational.org or on our chapter website www.aspemaine.com.

For more information, contact *John Burrell* at jburrell@pcconstruction.com.

FUTURE MEETING PREVIEW

Our February meeting/program is scheduled to be a **Joint Meeting** with the **NAWIC** (National Association of Women in Construction) Maine Chapter. **Ellen Belknap** with SMRT will be presenting the **Integrated Design Process** and her experience thus far with the Maine General project in Augusta.

Time, date, and place have yet to be determined. Please stay tuned for more information in

Questions/Comments/Thoughts?

Please email ksarnowski@consigli.com or call 207.791.2520