

# S.D. Mator

Published by ASPE San Diego Chapter # 4

January 2018

Volume 16, Issue 5

## MEETING AT A GLANCE

**DATE:** TUESDAY, JANUARY 16, 2018

**TIME:** 5:15 PM—Registration & Social Networking  
6:00 PM—Announcements  
6:15 PM—Dinner Service Begins  
7:00 PM—Program Begins

**PROGRAM:**

**“THE CONX STRUCTURAL SYSTEM – EVALUATING AND LEVERAGING TECHNOLOGY TO BUILD FASTER, BETTER, SAFER AND GREENER”**

**SPEAKER:**

**Natalia Warburton** – ConXtech

**DINNER LOCATION:**

**Riverwalk Golf Club**

1150 Fashion Valley Road, San Diego  
(Mission Valley on north side of I-8 between Hotel Circle North and Friars Road)

Meal choices: Chicken Marsala, Slow-Roasted Tri-Tip or Vegetarian

**COST: Members & Guests – \$40/person  
Students (discount) – \$25/person**

*Cancellations must be received by NOON on Monday, January 15<sup>th</sup> or no shows will be billed.*

**RSVP:**  <http://evite.me/QfZVcdf62y>

**MEMBERS AND GUESTS UTILITIZING THE EVITE RESERVATION PLATFORM**

**MUST PROVIDE THE INDIVIDUAL’S NAME AND COMPANY NAME FOR EVERY REGISTRANT.**

—OR: Paul Chang – Sundt Construction  
619.321.4822 [aspechapter4@outlook.com](mailto:aspechapter4@outlook.com)

## Structural Steel: The Core of the Modern Construction Industry

by Lisa Thibodeaux, Construction Experts, Inc.

### Characteristics and Revenue

Sustainable, affordable, and accessible, steel earns LEED points and increases a building’s life expectancy. Strong, weather resistant, and flexible, steel prefabrication decreases production time over traditional construction materials. Its flexible nature appeals to architects and engineers alike. Its cost appeals to owners. In 2016 the United States structural steel industry provided, fabricated, and assembled structural steel framing for over 10,000 buildings, bridges and industrial facilities. The steel industry’s 2016 revenue is estimated to be over \$20 billion. Structural steel is the number one material in demand, a 49% market share. Concrete comes in second at 32%. (Structural Steel: An Industry Overview, AISC)

### Skyline and infrastructure

Steel skyscrapers have made their mark on skylines around the world, from the Empire State Building (built

[\(cont’d on pg 2\)](#)

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# January Program Notes — Structural Steel: The Core of the Modern Construction Industry

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1931, 1,250 feet tall) to the Eiffel Tower in Paris (built 1889, 1,063 feet tall) to the Burj Khalifa in the United Arab Emirates (completed in 2009, 2,722 feet).

Bridges around the world boast of their durability and sustainability: the Brooklyn Bridge (built 1883, 5,989 feet long), San Francisco/Oakland Bay Bridge (built 1933, 8,981 feet long). Steel is the ideal material for prefabricated modular construction and is used in all building types.

## Technological Advances

### Material

Technological advances in design software, coatings, and machinery have allowed for stronger structural steel and more innovative structural designs.

### Productivity

The average number of man-hours required to produce a ton of structural steel has decreased from 12 man hours/ton to just over 0.6 man-hours/ton today. Similar reductions in approval cycle times and significantly decreased RFIs are a result of global modeling and using modern technological innovations, some of which are identified below.

### BIM

Building Information Modeling advances communication, design and production through shared virtual modeling of the product. It takes 2D drawings and views into a 3D construction model with 4D scheduling and 5D cost aspects.

### VDC

Virtual Design and Construction is the next wave in the technologically advanced construction process. While BIM creates the model, VDC is at each phase in the lifecycle of the project from preconstruction through operations and maintenance. Using VR and AR virtual reality and augmented reality, a virtual constructability review is created, trade coordination and clash detection ensure a smooth site build and strong end project.

## Natalia Warburton and ConXtech



Natalia Warburton  
[See Full Bio on pg 6.](#)

On Tuesday, January 16<sup>th</sup>, ASPE San Diego Chapter #4 will dive into the ConXtech world with Natalia Warburton, Sr. Client Development Manager for Northern California-based ConXtech, a construction technology company whose modular steel system for the rapid design and delivery of multi-story structures is being used throughout California, Washington, and Nevada.

Warburton, a native of Siberia, received her Master's degree in mechanical engineering through a scholarship from Ural Automotive Plant, a major Russian manufacturer of off-road trucks. She started as a draftsman and opened her steel company in Russia before coming to the United States. She worked in conventional steel fabrication until recruited by ConXtech in 2016. Natasha accepted the job because, "I was drawn to ConXtech because it's innovative, high-tech, and moving the industry forward."

ConXtech creates a "full-size Erector kit," states Chief Structural Engineering Officer, Adam L. Browne, S.E. Interlocking pieces drop inside of in-place connections which allow the steel to go together safely and rapidly. It eliminates waste and focuses on safety and customer service.

ConXtech's systems are utilized by airports, hospitals, hotels, colleges, schools, military buildings, data centers, office buildings, residential and more.

## What Will Be Covered

- Introduction to ConXtech and the ConX Structural System
- Benefits of ConX at each stage of development
- ConXInside: Sample ConX Projects & Outcomes
- Why Choose ConX?

[\(cont'd on pg 4\)](#)



John W. Heusner CPE

**W**hat is the matter with letting the subcontractor who just finished your last project with a stellar performance overstaffing the job, finished ahead of schedule, and even accepted some questionable back charges that you needed to have covered, have a last look to beat the lowest bidder's number? The lowest bidding subcontractor is known as an aggressive change order artist who has also bid your company's competition that has done work for the client before and you are trying to woo your way.

Some would say, "Absolutely nothing!"

Some would say, "Situational ethics apply here."

Some would say, "Hey, I've gotta feed my family!"

Some would say, "That's business."

Some would say, "It is tough right now and we need this job to stay in business so we gotta do what we gotta do."

Some would say, "Just this time to get in the door with the client. Once we establish a relationship, we can convince the client we are a better organization and they will give us more profitable work."

**Canon #5** of the American Society of Profession Estimators' Code of Ethics says:

*Professional estimators and those in training 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.*

1. By not participating in bid shopping. Bid shopping occurs when a contractor contacts several subcontractors of the same discipline in an effort to reduce the previously quoted prices. This practice is unethical, unfair and is in direct violation of this Code of Ethics.
2. By not accepting quotations from unqualified companies or suppliers. Every effort should be made to pre-qualify any bidder to be used.
3. By not divulging quotes from subcontractors and suppliers to competitors prior to bid time in efforts to drive down the prices of either. Should quotes be received from subcontractors or suppliers that are excessively low or appear to be in error, the firm should be asked to review its' price. When making this request the quotes of others shall not be divulged.
4. By not padding or inflating quoted bid prices. An unethical practice for professional estimator is to pad or inflate quotes when bidding with firms known for bid shopping. If not a violation of applicable laws, a professional estimator should not provide quotes to known bid shoppers. However, it is not unethical to submit quotes with different values to different contractors, provided there are sound business reasons to justify the differences in the quotes.
5. Professional estimators shall not enter into the unethical practice of complimentary bids (also known as comp bids). Complimentary bidding is a violation of this Code of Ethics.

Paragraph #3 is pretty clear. It does offer the phrase "or in error" which can be understood to mean if someone is excessively high, the same courtesy can be offered.

This does not address what to do if you are working for someone who has no qualms about bid shopping. If you are in this situation, what do you do? You can justify it by claiming you are "just following orders," or "gotta feed your family," or "nobody will know but you and the good sub," etcetera, etcetera, etcetera!

[\(cont'd on pg 4\)](#)


# January Program Notes — Structural Steels The Core of the Modern Construction Industry

*[cont'd from pg 2](#)*

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## Meeting Information

ASPE San Diego Chapter 4 will meet Tuesday, January 16<sup>th</sup> at the Riverwalk Golf Club. Registration opens at 5:15 PM. Announcements begin at 6:00 PM. Dinner service is at 6:15 PM. Meal options: Chicken Marsala, Tri-Tip or Vegetarian.

**Reservations:** [Click here](#) to reserve through   
or go to <http://evite.me/QfZVcdf62y>.

**OR** Contact Paul Chang with Sundt Construction  
Telephone – (619) 321-4822  
Email – [aspechapter4@outlook.com](mailto:aspechapter4@outlook.com)

Lisa Thibodeaux  
ASPE San Diego Chapter #4 Programs Committee

Lisa Thibodeaux is the President of Construction Experts, Inc., provider of high-quality, interactive online college-level estimating and construction classes. Classes start January 15, 2018.

<http://constructionclasses.com/online/class-schedule/>

## Ask a CPE

*[cont'd from pg 3](#)*

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Another aspect of this is that as the general contractor, you need to provide subcontractors work, so if a sub provides a bid multiple times and never gets a job, pretty soon he'll just stop bidding with you.

Also, if the competing sub gets feedback from the other general contractors that he was low with them, he naturally assumes he was low with you and you "shopped" his number.

It is folly to think that subs won't find out that you are bid shopping. In fact, there is probably much more suspicion of bid shopping than there really is actual bid shopping. Having worked as a subcontractor's estimator, I know it is tempting to blame the missed job on "bid shopping" even if there is no proof. It is human nature to blame someone else for your failures. This is probably the most compelling reason to keep your reputation clean in this regard.

Another aspect is that it is not mandatory to accept the low bid. Much negotiated work is awarded to the "lowest responsible bidder." After the bids are received and analyzed, the qualifications and exclusions frequently drive the decision as to who is awarded the work rather than just who has the low number. For example, the low sub may want longer to do the work or may have loaded up on work between the bid and the award such that he becomes a risk to timely completion. This is a compelling reason not to divulge any bid results till the contracts have been signed.

It is important to recognize that you are the ethics leader in your company. You have a responsibility to train the new people who are just entering the workforce on the importance of ethical conduct and the benefits it provides. Most companies have a published code of ethics and most companies aspire to high ethical standards. Often all you need to do is refer to those written codes and you will find plenty of support for your recommendation to be ethical and not bid shop.

If you are working for a company that breaks or bends the rules and won't listen to your recommendations to be ethical, you'll need to come to terms with who you are as a person and how you want to be remembered. You do have to feed your family, but you don't have to stay in a situation that requires you to compromise your principles. I am not suggesting you quit before you have something else lined up, but it may mean polishing up your resume and start looking for a new opportunities so you can say goodbye to unethical behavior. ■

# Recap Article about December 2017 Breakfast Meeting Presentation on "The Great Divide Revisited and What It Portends for the Economy in 2018"

*by Frank Young, FCPE*

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Each December, ASPE San Diego Chapter #4 has the privilege of sharing our monthly program with the local group from the Construction Specifications Institute (CSI). Most years we invite our renowned prognosticator, Alan Nevin, Director of Economic and Market Research with Xpera Group, and 2017 was no exception to that tradition. Thirty-three members and guests associated with ASPE were joined by 16 members and guests from CSI at the Admiral Baker Golf Course Clubhouse to hear Alan reflect about the events of 2017 and opine about the future during 2018. Although many of the talking points in his PowerPoint were similar to those discussed last year, we did learn some interesting statistics about the economy.



*Frank Young FCPE*

- International economics will be driven by oil, interest rates, and the demographics of those countries who continue to show continued growth patterns.
- Population projections through 2050 indicate that India at 1.7 Billion, the United States at 420 Million, and Brazil at 230 Million will be the leaders in this category, while China at 1.3 Billion, Russia at 130 Million, and Japan at 100 Million will suffer substantial declines.
- In 2010, India's senior citizens over 65 only totaled 5%, while the U.S. showed 13%, and Japan's number was 23%.
- The number of households with only cell phones continues on the increase with 64% among Millennials, 60% for Hispanics, and 32% for Baby Boomers; 47% of people living in the west only use cell phones.
- 64% of employment growth in the United States during 2016 occurred in the 15 states represented on the positive side of The Great Divide (west coast, southwest, southeast).
- Those same 15 states have funded the dreaded public pension trusts by 74% as compared to 57% in the big five hubcap states of Illinois, Michigan, New Jersey, New York, and Pennsylvania.
- Basic jobs, the economic drivers, represent 1/3 of employment, and the sources of revenue come from outside the metropolitan areas. Support jobs, divided equally between those that serve businesses and those that serve consumers, make up the other 2/3 of employment.
- The population among 20- to 34-year-olds demonstrate their high propensity to spend dollars.
- In 2017, San Diego had the highest percentage of Millennials in the United States living in the metropolitan area (27.6%).
- Alan introduced us to the "Henry" principle of High Earnings Not Rich Yet which phenomena is reinforced by the fact that Millennials will inherit \$40 Trillion in the next 25 years from life insurance, life savings, pension funds, businesses, and home equity (80% of senior citizens own homes).
- In 2016, Gross Domestic Product (GDP) growth was 3.7% as compared to 1.8% in 2008-2011 during the economic downturn. 5% growth in the coming months could be a possibility.

Some attendees were able to purchase autographed copies of Alan's book, "The Great Divide." We appreciate Alan Nevin's generosity through his valuable insight and wisdom in exploring the local real estate and construction economies each year for our organizations, and we look forward to another visit in December 2018.

Frank E. Young FCPE

*ASPE San Diego Chapter #4 Programs Committee*

## Meet the Members of Your Chapter Board ...

### Focus on MICHAEL D. MOYERS, CPE

#### *Senior Estimator/Preconstruction Specialist – Best Interiors, Inc.*

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**M**ichael D. Moyers CPE was born and raised in San Diego. In his early years, he was highly involved with the Boy Scouts of America and obtained the rank of Eagle Scout.

Mike graduated from Granite Hills High School in 1974. He continued his education at Grossmont College, obtaining an AS in Architecture and completing his BBA at National University. He also attended San Diego State, obtaining a Certificate in Construction Practices.

Mike started his career in 1977 as a Civil Designer with San Diego Gas & Electric and eventually moved into estimating within the Cost Engineering Department. He has since worked for Ahlstrom Pyropower as a Senior Cost Estimator/Buyer, Expansion Joint Systems as a Senior Cost Estimator, and Valley Metals as an Estimator. He started in the subcontracting arena in 1998 with Martin & Lewis Drywall as a Project Estimator. In 2001, he made a move to Best Interiors, Inc. where he currently holds the position of Senior Estimator/Preconstruction Specialist for the San Diego office.

Away from estimating, Mike enjoys spending time with his wife, kids and two grandsons. His hobbies include woodworking, boating, fishing, gardening and music.

Mike originally joined ASPE San Diego Chapter #4 in 1984, obtained his CPE in 1987, and reinstated his membership in 2008. Mike is currently serving the Chapter as Immediate Past President. ■



*Michael Moyers CPE*

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## January Speaker's Bio: Natalia Warburton

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**N**atalia is a Sr. Client Development Manager for Northern California-based ConXtech, which offers an innovative, modular structural steel system for the rapid design and delivery of multi-story structures.

Born in Siberia, Natalia followed the footsteps of her engineer parents. She received her Master's degree in mechanical engineering through a scholarship from Ural Automotive Plant – a major Russian manufacturer of off-road trucks. After university, Natalia entered the conventional structural steel industry as a draftsman. She worked her way up from purchasing to sales, eventually operating her own steel company in Russia.

In 2008, Natalia decided to pursue opportunities in the United States. Initially settling in Chicago with her daughter (now 17), her first cold winter in Chicago brought with it the realization that the weather there was not too different from where she left – so she headed west.

Steel was still Natalia's passion and upon discovering that engineering opportunities (and sunshine) in Southern California were abundant, she made Los Angeles her new home. There she worked in conventional steel fabrication until recruited by ConXtech in 2016. "I was drawn to ConXtech because it's innovative, high-tech and moving the industry forward," Natalia states.

The ConX structural steel system is comprised of standardized and precisely manufactured moment connections, and an array of a pre-qualified column and beam combinations that can be configured and prefabricated into almost any structure in the 2- to 12-story range. Applications include high-density residential; hospitality; healthcare (OSHPD approved); data-center; commercial office; retail; education and other structures.

With her unique understanding of project lifecycles and challenges, Natalia is passionate about how the ConX System can overcome conventional obstacles and deliver value beyond first cost. "ConX is a game changer. Speed, safety, and premium structural performance are just some of the benefits," she states. Natalia enjoys meeting with potential clients to assess their needs, presenting to stakeholders, and visiting job sites to share the excitement as ConX is safely erected 2x – 5x faster than conventional steel structures.

Natalia is married to New Zealander Brad Piper who also works in the construction industry. They enjoy spending time with their blended family of four daughters, ages 7 to 17. A self-declared "foodie," Natalia enjoys the outdoors, travel, playing billiards and is becoming an All Blacks rugby fan. ■

# Winter Semester 2018 Online Construction Classes

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The following article contains information about online construction courses offered at San Diego State University and selected non-profit construction industry organizations. **Classes start January 15, 2018.** Registrations are currently being accepted by all providers.

Registration options for Winter Semester 2018 classes include:

- |       |   |        |  |
|-------|---|--------|--|
| * 101 | Introduction to Construction Estimating     | * 202S | Oral and Written Communication (STP Unit 2)            |
| * 102 | Essential Construction Math                 | * 204P | Contract Documents and Construction Law (STP Unit 4)   |
| * 103 | Construction Blueprint Reading              | * 205T | Planning and Scheduling (STP Unit 3)                   |
| * 105 | Estimating and Bidding 1                    | * 305  | Building Green Buildings: The Contractor's Perspective |
| * 106 | Estimating and Bidding 2                    |        |  |
| * 107 | Construction Materials and Practices        |        |  |
| * 108 | Construction Equipment and Methods          |        |  |
| * 114 | Estimating Civil and Site Work Construction |        |  |

## **101 INTRODUCTION TO CONSTRUCTION ESTIMATING** (online)

Learn the basic principles of construction estimating. Topics to be studied include: organization of the estimate, types of estimates, elements of an estimate, quantity take-off techniques, pricing techniques, adjusting the estimate for a variety of variable factors, estimating labor, materials and equipment, and profit and overhead markups. Students will learn about the different types of estimates and how to organize an estimating document. This course will build a foundation of knowledge that the student will use while estimating virtually any individual trade or project type.

MORE ... <http://constructionclasses.com/online/course-list/101-introduction-construction-estimating/>

## **102 ESSENTIAL CONSTRUCTION MATH** (online)

This class is intended to develop mathematical skills that can be applied to the construction trades through practice and application. This course is an introduction to other courses in construction. While this class is not a prerequisite for any other classes, it does provide a foundation for them.

MORE ... <http://constructionclasses.com/online/course-list/102-construction-math/>

## **103 CONSTRUCTION BLUEPRINT READING** (online)

Learn how to read architectural, structural, civil, mechanical and electrical blueprints. Students will practice looking up information and solving common construction problems by reading the blueprints. This course is designed to provide foundational knowledge and practice at reading blueprints.

MORE ... <http://constructionclasses.com/online/course-list/103-construction-blueprint-reading/>

## **105 ESTIMATING AND BIDDING 1** (online)

This course features hands-on estimating and quantity take-off activities associated with General Conditions, Earthwork, Site Work, Concrete and Masonry. By the end of this class, students should be able to estimate the cost of general conditions, prepare quantity take-off of excavation and backfill, prepare a quantity take-off of concrete and formwork, and use unit prices to price an estimate.

MORE ... <http://constructionclasses.com/online/course-list/105-estimating-bidding-1/>

## **106 ESTIMATING AND BIDDING 2** (online)

This course features hands-on estimating and quantity take-off activities associated with Metals, Wood, Doors and Windows, Finishes, Electrical, and Mechanical Estimating. By the end of this class, students should be able to estimate the conceptual cost of structural metals, prepare quantity take-off and estimate of rough carpentry, prepare a quantity take-off of roofing and waterproofing, use unit prices to price doors and windows, prepare quantity take-off and estimate various finishes, prepare a quantity take-off and conceptual estimate of mechanical systems, and prepare a quantity take-off and conceptual estimate of electrical systems.

MORE ... <http://constructionclasses.com/online/course-list/106-estimating-bidding-2/>

*(cont'd on pg 8)*

### **107 CONSTRUCTION MATERIALS AND PRACTICES** (online)

Learn about quality control procedures for various materials, material manufacturing processes, and the physical limitations of the materials being studied. The regulatory environment under which materials are manufactured and incorporated into new structures will be studied.

MORE ... <http://constructionclasses.com/online/course-list/107-construction-materials-processes/>

### **108 CONSTRUCTION EQUIPMENT AND METHODS** (online)

The purpose of this course is to give the student an overall understanding of construction equipment and selected construction methods. This includes selection, economy and productivity of common construction equipment and construction procedures for site development and industrial, heavy and civil construction. The course will introduce students to civil construction plans, determining earthwork quantities, equipment economics and utilization, equipment production rates, fundamentals of earthmoving and excavating, loading and hauling equipment.

<http://constructionclasses.com/online/course-list/108-construction-equipment-methods/>

### **114 ESTIMATING CIVIL AND SITEWORK CONSTRUCTION** (online)

This course introduces students to estimating civil engineering, heavy construction projects, and sitework construction projects. This course will cover reading and understanding civil construction plans, determining earthwork quantities, determining crew make-up, and fundamentals of estimating various civil and site work components.

<http://constructionclasses.com/online/course-list/114-estimating-civil-site-work/>

### **202S ORAL AND WRITTEN COMMUNICATIONS, STP 2** (online)

This course is designed to teach students how to become a more effective construction supervisor by becoming a more effective communicator. The skills learned within the course will be put to use right away!

MORE ... <http://constructionclasses.com/online/course-list/202s-communication-stp-unit-2/>

### **204P CONTRACT DOCUMENTS AND CONSTRUCTION LAW, STP 4** (online)

This course focuses on understanding the relationship between contract documents and the construction process. Students will explore contractual relationships, legal roles and responsibilities, contract types, legal issues including regulatory issues, liens, bonds, insurance, general conditions, and how standardized forms are used. Students will also study legal issues that often result in construction disputes including differing site conditions, time and schedule impacts, change orders and changed conditions. Students will also learn contract dispute resolution including negotiations, alternative dispute resolutions, and litigation of disputes.

MORE ... <http://constructionclasses.com/online/course-list/204p-contract-documents-stp-unit-4/>

### **205T PLANNING AND SCHEDULING, STP 3** (online)

Students will learn how to plan, prepare and update construction project schedules in this course. Construction planning will be studied, as well as practice on preparing a project plan. Through the use of case studies, students will learn how to define construction activities, determine activity duration, and assemble the activities into a logical construction schedule. Students will also learn to create and use bar charts and critical path schedules.

MORE ... <http://constructionclasses.com/online/course-list/205t-planning-scheduling-stp-unit-3/>

### **305 BUILDING GREEN BUILDINGS: THE CONTRACTOR'S PERSPECTIVE**

This course will provide construction professionals with information that will help them to effectively bid, contract, build and close out green building projects. <http://constructionclasses.com/online/course-list/305-building-green-buildings/>

To learn more about online CERTIFICATE PROGRAMS, go to:

<http://constructionclasses.com/online/certificate-programs/>

**QUESTIONS?** Send an email to Lisa Thibodeaux at [Lisa@ConstructionClasses.com](mailto:Lisa@ConstructionClasses.com) or visit the Frequently Asked Questions page at <http://constructionclasses.com/online/potential-student-faq/>. ■



# Become an ASPE Newsletter Corporate Sponsor or Advertiser

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## **CORPORATE SPONSOR—\$400/yr Includes following benefits:**

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### **FOR MORE INFO—CONTACT:**

Treasurer: **FRANK YOUNG, FCPE**

Cell 619.980.4025; [pancho77@cox.net](mailto:pancho77@cox.net)

P.R. Chair: **STEVE SCHRAIBMAN, CPE**

Cell 619.252.4941; [steve@arcor-inc.com](mailto:steve@arcor-inc.com)



## **ASPE MISSION STATEMENT**

The American Society of Professional Estimators  
is dedicated to the promotion of  
the profession of estimating and to  
the benefit of the construction industry.

[Click here](#) for ASPE's CODE OF ETHICS.

## **ASPE Membership**

**A**n 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 know 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 Venu Dorapally CPE at 858.947.5197 or:

[venuarch@gmail.com](mailto:venuarch@gmail.com)

# San Diego Chapter #4 Calendar of Events



- ◆ **Tuesday, January 16, 2018 (5:15 PM Registration)**  
**ASPE San Diego Monthly Dinner Meeting**  
**Program:** The ConXtech Structural System—Evaluating and Leveraging Technology to Build Faster, Better, Safer and Greener  
**Speaker:** Natalia Warburton  
*Senior Client Development Manager*  
**Location:** Riverwalk Golf Club  
*1150 Fashion Valley Road, San Diego*
- ◆ **Tuesday, January 23, 2018 or January 30, 2018 (5:30-7:30 PM)**  
**ASPE San Diego Board of Directors' Meeting**  
**Location:** Sundt Construction  
*1660 Hotel Circle North, Suite 400  
San Diego (Mission Valley)*
- ◆ **Tuesday, February 13, 2018 (5:15 PM Registration)**  
*(Note change of date to the 2nd Tuesday of the month.)*  
**Joint ASPE/NAWIC San Diego Monthly Dinner Meeting**  
**Program:** Smart City Chula Vista  
**Speaker:** Dennis Gakunga  
*Chief Sustainability Officer  
City of Chula Vista*  
**Location:** Riverwalk Golf Club  
*1150 Fashion Valley Road, San Diego*
- ◆ **Tuesday, February 27, 2018 (5:30-7:30 PM)**  
**ASPE San Diego Board of Directors' Meeting**  
**Location:** *To be determined*
- ◆ **Tuesday, March 20, 2018 (5:15 PM Registration)**  
**ASPE San Diego Monthly Dinner Meeting—Ethics Program**  
**Program:** Cyber Security Concerns for Construction Firms  
**Speaker:** Tony Eftekhari, CEO  
*CompuOne Corp.*  
**In-House Speaker:** Dan Luckhardt CPE  
**Location:** Riverwalk Golf Club  
*1150 Fashion Valley Road, San Diego*
- ◆ **Tuesday, March 27, 2018 (5:30-7:30 PM)**  
**ASPE San Diego Board of Directors' Meeting**  
**Location:** *To be determined*
- ◆ **Friday, April 13 and Saturday, April 14, 2018**  
**ASPE Joint Northwest/Southwest Regional Mtg**  
**Location:** Marriott on the Waterfront  
*Portland, Oregon*
- ◆ **Tuesday, April 17, 2018**  
**ASPE San Diego Monthly Site Tour and Dinner Meeting**  
**Tentative Tour of:** Tula Conference Center and Tenochca Hall  
*San Diego State University*  
**Site Tour Hosts and Dinner Meeting Speakers:** Representatives of PCL Construction, Inc.  
**Schedule:** Registration—5:00 PM  
Site Tour Begins—5:30 PM  
Dinner Service—7:00 PM  
**Dinner Location:** *To be determined*
- ◆ **Tuesday, April 24, 2018 (5:30-7:30 PM)**  
**ASPE San Diego Board of Directors' Meeting**  
**Location:** *To be determined*
- ◆ **Tuesday, May 15, 2018 (5:15 PM Registration)**  
**ASPE San Diego Monthly Dinner Meeting**  
**Program:** *To be determined*  
**Speaker:** *To be determined*  
**In-House Speaker:** *To be determined*  
**Location:** Riverwalk Golf Club  
*1150 Fashion Valley Road, San Diego*
- ◆ **Tuesday, May 22, 2018 (5:30-7:30 PM)**  
**ASPE San Diego Board of Directors' Meeting**  
**Location:** *To be determined*

# Directory of San Diego Chapter #4 Officers and Directors



## TECHNICAL COMMITTEES:

### Certification:

John W. Heusner, CPE

### Education:

Steve Schraibman, CPE

### Standards:

Dan Luckhardt, CPE

## STANDING COMMITTEES:

### Chapter Awards

Frank Young, FCPE

### National Awards

Steve Schraibman, CPE

### Nominations:

VACANT

### Communications—

#### Website:

Michael Moyers, CPE

### Communications—

#### Newsletter:

Mark Olsen, CPE

### Finance:

Frank Young, FCPE

### Ways & Means:

Ryan Wohlfarth

### Public Relations/

#### Calendar:

Steve Schraibman, CPE

### Membership:

Venu Dorapally, CPE

### Programs:

Lisa Thibodeaux

## OTHER COMMITTEES:

### Ethics:

Dan Luckhardt, CPE

### Mentoring:

Frank Young, FCPE

### Scholarships:

Dan Luckhardt, CPE

### Outreach (formerly

#### Telephone):

Paul Chang, E

## 2017-2018 Chapter Officers

Office	Officer	Phone	Fax	Email
<b>President</b>	OPEN			
<b>1<sup>st</sup> Vice-President</b>	Steve Schraibman, CPE Arcor-Inc.	858.481.4494 619.252.4941-C	858.481.4146	<a href="mailto:steve@arcor-inc.com">steve@arcor-inc.com</a>
<b>2<sup>nd</sup> Vice-President</b>	Dan Luckhardt, CPE Swinerton Builders	619.291.4600 858.342.8017-C		<a href="mailto:dluckhardt@swinerton.com">dluckhardt@swinerton.com</a>
<b>3<sup>rd</sup> Vice-President</b>	Paul Chang, E Sundt Construction	619.321.4822 619.430.3361-C	619.321.4932	<a href="mailto:aspechapter4@outlook.com">aspechapter4@outlook.com</a>
<b>Secretary</b>	Fred Nagel, CPE Nagel Construction	619.647.1304-C		<a href="mailto:frednagel@gmail.com">frednagel@gmail.com</a>
<b>Treasurer</b>	Frank E. Young, FCPE CSOS Consulting	619.440.5517 619.980.4025-C	619.401.7545	<a href="mailto:pancho77@cox.net">pancho77@cox.net</a>
<b>Immediate Past President</b>	Michael Moyers, CPE Best Interiors, Inc.	858.737.7316 619.843.6962-C	858.737.7317	<a href="mailto:michael.moyers@bestinteriors.net">michael.moyers@bestinteriors.net</a>
<b>Executive Administrator</b>	Margy Ashby	619.749.1890 619.593.9988 619.302.3257-C	619.839.3817	<a href="mailto:info@aspechapter4.org">info@aspechapter4.org</a> <a href="mailto:asped4@gasvcs.net">asped4@gasvcs.net</a>

## 2017-2018 Chapter Board of Directors

Director	Phone	Fax	Email
Venu Dorapally, CPE Kitchell Contractors, Inc.	858.947.5197		<a href="mailto:venuarch@gmail.com">venuarch@gmail.com</a>
David Luhm, E Countywide Mechanical, Inc.	760.238.3355-C		<a href="mailto:dluhm@countywidems.com">dluhm@countywidems.com</a>
Mark Olsen, CPE	858.597.0387		<a href="mailto:molsen@mkainc.com">molsen@mkainc.com</a>
Madsen, Kneppers & Associates, Inc.	206.218.9653		
Ryan Wohlfarth, E Uponor	800.321.4739		<a href="mailto:ryan.wohlfarth@uponor.com">ryan.wohlfarth@uponor.com</a>

### CONTACT ASPE SAN DIEGO CHAPTER

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