

THE

Estimator



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IT'S ALL ABOUT RELATIONSHIPS: BUILDING THE RIGHT DESIGN BUILD TEAM

By Rodney Cornell (Contributed by Cebert White, Hampton Roads Chapter)

The very nature of the design build project delivery structure, whereby a single entity assumes the obligation of furnishing design, management and construction services, implies the merging of the design and construction teams. Like any relationship, design build projects call for a commitment to communicate openly, and to successfully work through issues. Difficulties arise and a high level of trust and respect is required throughout the process.

Design build is an attractive alternative to the design-bid-build method because it provides a single point of responsibility for design and construction and typically compresses the overall delivery time. Our industry has been discussing and analyzing the merits of design build for decades. We have evolved variations, processes and procedures, forms of agreement and tools to fully embrace the concept of design build. The federal client has selected design build as a delivery method on a wide range of projects and we continue to see a large number of solicitations as two phase design build project opportunities. Higher education clients have selectively identified design build project opportunities as well as a wide range of other public sector clients.

The implementation of the design build concept and project delivery have produced mixed results. This often involves the outcome on several key topics.

Profitability

Was the design build project profitable? Is the profit margin consistent with or better than profit potential with other delivery methods?

Professional satisfaction

Did the design build experience provide a professional challenge consistent with the business model of the team member firm?

Potential

Were there enough similar opportunities to fully embrace the delivery method?

Experience

Was the design build experience enjoyable?

Direction

Was design build a strategic direction that the company was prepared to invest in for the long term?

Beyond the issue of mixed results, there have been many success stories. Planning, processes and procedures, team work and clearly defining expectations are all important in achieving success; however, the most important key to success is the right team.

Choosing the Right Team

Choosing the right design build team sounds relatively simple - find a firm with a mutual interest in the specific opportunity and submit a proposal that wins the project. Right? Not necessarily. Even though that approach has probably been used, it could likely result in being less than optimal in profitability, professional satisfaction and the overall experience of the design build delivery method. This is even more relevant in today's highly competitive design and construction environment. There is a diminished chance for success if the right team is not assembled prior to pursuing the opportunity.

It should be noted that the identification of a targeted design build opportunity for which to assemble a team, ideally begins long before the opportunity is announced or advertised and a request for proposal is issued.

Assembling a Successful Design Build Team:

- Establish whether the strategic direction of your team has a connection to the specific project opportunity: client type, building type and geography.
- Understand the culture of your prospective team member. Is their culture compatible with your company? Determine the core values that each firm advocates and practices.
- Determine whether the prospective design build team has relevant project experience. Remember that the best teams will have both company and proposed individual team member project experience. Compare how the experience of your partner will either enhance or amplify your experience.

- Verify whether your firms have worked together before. A past working relationship is often given extra weight in the selection process. It is also important to understand as much as possible about the previous working relationship. Ask questions and determine what the experience was like for each firm.

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President's Corner

By Gail Chapman, National President



I hope that all had a wonderful holiday season! Now that we are in a new year with better economic news on the horizon, may we all look forward to a prosperous year in 2010!

This past year was very tough for most companies in our industry but PCEA is "Surviving and Thriving". Most chapters had amazing fundraisers this past fall with chapters netting anywhere from \$3000-\$10,000 for their local scholarship funds. Awesome!

Membership is pretty steady despite the problems of last year and it is all due to the "dedication of our membership". Thanks to all of you for your hard work!

Your national board is still working hard on fundraising for the Ted G. Wilson scholarship foundation. Please keep the Ted G. Foundation in mind when working on your chapter fundraisers this year. They are also working hard on sponsorship, membership and information regarding state's legislation. National is still working to finalize the web site with a member from each chapter participating in the final choice. Chuck Sauls and his hard working convention committee are working

very hard at giving you the convention of a lifetime! They have a lot of great things planned for Jacksonville (April 28th - May 2nd) so mark your calendars - you won't want to miss it.

I am looking forward to getting around to more of the chapters over the next several months and hope to see your smiling faces. I have thoroughly enjoyed my visits to chapters this past year. I am also looking forward to seeing everyone in Jacksonville in April.

Gail Chapman

PCEA National President

The only way PCEA can continue to grow and be of service to all members is through leadership. We have within our ranks a large amount of talent and we need to encourage our great members to get involved by serving their profession. With an Association like ours, just one person with fresh ideas and leadership ability can make all the difference in the world.

Consider volunteering your talents as a Chapter or National Officer or Committee chairperson!

SAVE THE DATE!! PCEA National Convention Update

By Chuck Sauls, PCEA 2010 National Convention Chair

Wow if the snow and ice over the last couple of weeks isn't enough to make you yearn for warmer weather than you might be an Eskimo! In a little more than 100 days, some of you will be wearing your swimsuits and drinking frozen beverages by an 85 degree swimming pool. If that sounds good to you, then you need to save the dates of April 28th through May 2nd to join me and over 100 of your PCEA friends in Jacksonville, FL. This year's convention will be full of fun and educational activities.



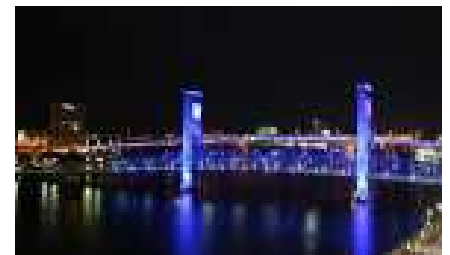
The Orlando Chapter is working hard to plan another memorable Convention. Bring your baseball cap. Thursday's kickoff party is planned for the Jacksonville Suns triple A baseball game. We will ferry across the river to the stadium for our kickoff party and then watch the Suns take on the Mississippi Braves (Atlanta) for a 7 pm game.

Friday we are planning to have a panel of several industry leaders discussing where we are headed in today's market. There will be a seminar dealing with doing business with the federal government. The Golf tournament will be held at one of Florida's premier golf clubs, Windsor Park Country Club.

Saturday will be a jammed packed day. The morning business meeting

will be followed by excursions to downtown Jacksonville. We are planning on a new twist of our Saturday evenings events. At our annual "Incoming National Officers Reception" we will be holding a Kentucky Derby Party, so ladies bring your best hat and gentlemen come dressed to impress. There will be the usual wagers as well as several televisions to watch the "Run for the Roses". Our Awards Dinner will round out the evening with fabulous entertainment. As usual all of the evening's events will be capped off in the hospitality suite.

So put away your parkas. The temperature in Jacksonville will be 75. Bring your Bermuda shorts, bathing suits and beach wear and join the Orlando Chapter at our National Convention April 28th - May 2nd. The Jacksonville Crown plaza will be hosting this year's event.



Flights into Jacksonville International Airport are on a daily basis from most of our chapter locations. Additionally flights on Allegiant Air www.allegiantair.com into Orlando Sanford Airport can be extremely affordable. We hope to see you all at the convention. For more information about the hotel and the surrounding area go to www.cpjacksonville.com.

Chapter Reports

Hampton Roads Chapter

Chapter President, Ceibert White, reports that part of their area is thriving and growing while another portion remain status quo; and although they have not seen significant growth in membership, their Board of Directors is growing and they are enthusiastic! They ended their year serving the community on several occasions. Equi-Kids is a therapeutic riding program in Virginia Beach that offers horseback riding lessons to individuals with mental and physical disabilities. The challenged rider develops self-awareness, self-confidence and improves their concentration as well as receives physical benefits from their time with the horses. Their participation with Equi-Kids has been to assist them with the transformation into their new facility by providing construction services as well assisting them with their preparations for their annual "stall Ball" fundraising event. In October they visited a new project under construction by one of their members. The Wachovia Center tower is a \$150 Million, 22 story office tower and apartment/retail complex with an internal parking garage. In November they hosted a membership event, inviting potential member guests to socialize and network. Having obtained a few new members, they feel this event was a success. As usual, their Christmas Party in December was fun and filled with entertainment. They awarded their scholarships, collected toy for Toys-for-Tots, and shared good food and fellowship. So far, there has been no mention if Taylor Wyant was the entertainment, and if so, which of his MANY talents he chose to perform.

on sponsorships for the upcoming National Convention in Jacksonville. In August, they had a very spirited meeting in which the Board of Directors fielded questions from the membership regarding the PCEA organization, what the members expect to gain by being a



member, and what can be done to improve the organization.



Attendance following the August meeting has been great and more members are showing an interest in volunteering. In October the group had a



Central Savannah River Area Chapter

Alva Gaskin reports that they rounded out the year with some very good educational programs. In August, the presentation was on Timberline and Intuit software for construction estimating and information management; in September Derve Tyler with Maner Building Supply gave an overview of the local, state, and national drywall industry; and in October they were presented with the various innovations, styles, and technology in the overhead door industry by Tommy Sheppard with Overhead Door of Augusta-Aiken. They also completed their annual Scholarship Golf Tournament and associated Cash Raffle at The River Golf Club in North Augusta, SC. They had 8 teams competing for prizes and trophies, with several guests showing interest in membership. As usual, there were distractions at the sign in table, beverage cart and par 3 holes caused by the attendance of the local Hooters Restaurant personnel.



tremendous turnout for their Steak on the Waterfront, and were especially pleased to have National President Gail Chapman in attendance. December

reigned in their Chapter Christmas Party in downtown Orlando, of which was also well attended and a great time was had by all.

Orlando Chapter

National Director, Alfredo Barrott, brings word from our friends down south...previously known for its abundant warmth and sunshine. Unfortunately, Frosty made an unwelcomed visit and decided to stay awhile! They should thaw out just in time to complete the plans for the National Convention. Even with the sluggish economy they hit their targeted goal of 31 foursomes, at \$700 each, for the Annual Scholarship Fall Golf Tournament at Bella Collina Golf Club. As a result of their hard work, they were able to raise about \$10,000 for their scholarship fund. They encourage all chapter members to work hard



Catawba Valley Chapter

National Director Mike McGhinnis reports that they have been so busy that the seasons seem to have merged as 2009 quickly came to a close. In October, Mike and National President Elect, Randall Williams traveled to Columbia to attend the Columbia Chapter's Beaufort Stew and Low Country Boil. They report that it was a very enjoyable evening with great food



and great friends. They would like to thank Gail Chapman and the entire Columbia Chapter for their hospitality, with a special thanks to Allan Duncan and Bill Barton. Also in October they held their Kenneth N. Houston Memorial Golf Tournament. The rain stopped just in time to allow them a great day for the 104 golfers that participated. The golf tournament was followed by a BBQ dinner. The final tally netted them about



- Before teaming for a specific project, talk about responsibilities on a day-to-day basis. Connect that discussion to a contractual obligation checklist by reviewing the responsibilities each firm will have to the owner and each other. Use a simple division of responsibility matrix that identifies primary, secondary and contractual obligations, and include a discussion of deliverables.
- Determine who the specific lead individuals are from each firm for both the company and for the specific project. Agree on degree of involvement and consider how these key individuals will interact to achieve common goals.
- Identify and review the risk associated with the project and share views on how that risk will be managed by the team. Typical examples of risk include:
 - On-time delivery of the design narrative and concepts on which a price is submitted serves as the basis of negotiation.
 - Development of a realistic price for the project within the time allocated and with the information provided by the client and the design team member.
 - Designing to the price/budget established.
 - Establishing clear understanding of entire team, owner included, on what the proposal includes and excludes.
 - Adequate, qualified and available staff to do the job.
 - Inclusion of adequate contingency to manage the cost of the project both in the design and construction phases.
 - Talk about these risk issues before teaming and develop a risk management plan prior to starting significant work effort on the project.

• Communication is at the center of successful design build projects. Can you communicate effectively and efficiently with a prospective partner; with the key individual who will play an active role in the project?

Many of the basic considerations identified are the same you would consider in starting or maintaining any relationship. The right design build team is all about communication, project fit and relationships. Choose your teaming partner well and recognize that the primary objectives are delivering a superior project to the owner or client, making a profit and enjoying the experience both at a company and an individual level.

Below are some helpful hints in identifying and assembling the right team and delivering a superior project.

For the Design Firm:

- Consider whether your construction team member understands and has the requisite skills to organize, manage and execute from beginning of design to final completion and warranty. Ask questions.
- Ask about and understand the ability of your construction team member to produce conceptual estimates or budgets that are realistic and accurate. How do they do it and do they welcome review and comment by the design team?

- Will your construction team member consider you as a partner or a subcontractor? Ask to see a teaming agreement they have used in the past.
- Do your construction team members have a competitive mind set and understand how they are going to price the job to be competitive?

For the Construction Firm:

- Ask your design team member about the depth of resources needed to meet schedule objectives. Talk about deliverables at various points during the design evolution from concepts to contract documents.
- Consider whether your design team member understands the overall project delivery goals related to quality, schedule and client satisfaction.
 - Ask whether your design team member functions well as an integrated team member and understand they are not in a traditional delivery approach. Ensure that they will share information, present as a united team and allow input on the systems, materials and form/function design considerations. Will they adapt to a shared relationship and communication approach with the client?
 - Does the design team member understand or are they willing to consider that all building materials and equipment have a cost relationship and that trade-offs may be necessary to manage design to a budget?

For the Owner and all Team Members:

- Ensure that all team members are willing to develop a common set of project goals.
- Will all team members embrace efficient, effective communications?
- Do all team members understand their respective roles, duties and responsibilities?
- Consider if the delivery of the project can and will be a pleasurable experience with these team members. Will each member satisfy the needs of the entire team in delivering this project?

There are currently billions of dollars of project opportunities that utilize the design build delivery method across a broad range of project types and clients; our industry must continue to evolve to satisfy our clients' needs. Design build is a delivery method that when executed well will result in a superior project.

Rodney Cornell is a vice president at Suffolk Construction Company in Falls Church, Virginia.

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When Bidders Choose to 'Bomb'

By Don L. Short (Contributed by Dennis Childs, Columbia Chapter)

Just the other week I heard of two bid openings in which qualified bidders lost the opportunity to pick up work and in both cases unqualified bidders got the job. How did it happen? The low bidders "bombed" their respective jobs, meaning, they bid the work substantially lower than the other competitors for the project.

The low bid on one project was 25% to 30% below the second and third low bids. The rest of the bids were slightly higher than these two. You may say, "So what? The low-bidder apparently thinks it can do the job cheaper than the others. This is what competition is all about, isn't it?" Actually, it isn't.

Let's set some background information out for everyone to understand. All of these bids are or should be developed by experienced estimators. If the estimators are knowledgeable and experienced, the takeoff will be performed accurately so there will be minimal variance in the material costs when the actual purchasing is completed. The bidder will use materials and equipment prices from vendors capable of supplying the correct materials specified.

The proficient estimator will be able to determine the correct labor productivity for the project. The contractor will have the right equipment for the project or the ability to rent what may be needed based on the work and the project conditions. In addition, the estimator will select the subcontractor with the right scope of work priced at the lowest possible cost.

The indirect costs will be estimated to match the project. This means the right amount of supervision and support to perform the work efficiently. Once the cost is known, profit will be added to make the work worthwhile to bid and perform. Profit on construction contracts is less than 5% of the cost.

With all bidders having experienced estimators and similar profit requirements, bid variances should come down to small percentages. With the same takeoff and competitive vendors, materials variances should be under 1%. With similar labor productivity and labor hourly costs, the labor and resulting equipment costs should vary little as well. If all the estimators have determined the contract requirements correctly, then the indirect cost variances will be small.

This leaves each of the bidders only one place to make any bid adjustments of any size: the profit applied to the costs. As mentioned above, this sum is less than 5% of the bid amount.

So where does the low bidder come up with a bid 25% to 30% lower than all other competitors?

It could have had preferential pricing on major equipment. While unlikely, it is possible, but not for such a large amount of the total bid. Did it save on labor with some new technology? That seems as unlikely as getting preferential pricing in the current market.

There are two possible stand-out answers that can be put forward without performing a full detailed evaluation of the bids. The first possible explanation is the low bidder made a large mistake in preparing its bid. I have seen bidders omit an entire floor or wing of a building. It could be the bidder missed an amendment to the bid documents or had an

untrained or inexperienced estimator or estimating team prepare the bid. Was a takeoff missed? Labor productivity fumbled? Special conditions overlooked? Was a subcontractor quote used that should not have been?

There is a lot to be concerned about with bids like this. The owner or client, along with their architectural and engineering firms, should be worried. The owner has to be concerned the contractor will be there to finish the project. The architect and engineer have to be concerned the correct materials and equipment are being supplied and installed. The materials and equipment vendors on the project should be concerned. Will they be paid?

The craft workers may be happy for a few weeks—they have jobs. But are wage cuts coming? What about payments for fringe benefits? Spending for safety supplies? Will the project managers and superintendents have to furnish their own vehicles instead of using company-provided vehicles? What about coverage for liability insurance?

The subcontractors for the project should be worried. Immediate pressure can be applied to lower their price. Their bids may be shopped. If they get the work, will they be paid?

The competing contractors that bid the project are worried about the impact on their finances and operations. The negative impact of having a goofy low bid by a competitor will be felt on future projects.

The only one involved in the project that doesn't seem to be worried is the low bidder. This organization's staff should worry the most.

Presuming the low bidder didn't make a mistake, this leaves another unsettling answer as to why the low bidder was substantially under the pack: Did the company's owners decide to bid the work at or below some cost point to keep work coming in or just to generate cash flow? This is the robbing-Peter-to-pay Paul idea, and it doesn't work.

The answer is that the low bidder does not understand the market and how to make a profit. In other words, the lower bidder is run by poor business managers.

The ideal situation on competitive bids is to be low by a very small amount. That's how a contractor maximizes the potential for profit! And "profit" is not a dirty word but is necessary for many reasons.

What the industry is facing today is complicated by having too many bidders either making mistakes in bids or poorly managing their businesses.

By the way, it's bad enough that the tough times are here and the qualified bidders lose to bad business managers or poor bidders. In good times, these same bad business managers and poor bidders succeed despite themselves and ruin markets for the competent bidders.

Don L. Short II is president of The Tempest Co., based in Omaha. It provides estimating, scheduling, project controls, arbitration services and consulting. He can be reached at 888-334-3332 or at donshort@tempestcompany.com. Reprinted From <http://enr.construction.com>

Welcome New Members

Charlotte Chapter

Steve Corriher	Central Piedmont Community College
Carolyn Milliron	Carolinas AGC
Patrick Shea	Onsite Woodwork Corporation
Amar Vel	Cox Shepp Construction

Coastal Plains Chapter

Bryan Wheeler	ECU Dept. of Construction Management
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Columbia Chapter

Laurence Gao	China Construction Company
K.G. Gonzalez	Hester Drywall, Inc.
Ben Kwiatek	Adams Products

Hampton Roads Chapter

Curtis Burson	D.E. Kirby, Inc.
Daniel Cook	Rutherford Insurance
Ellen Sanders	ECS Mid-Atlantic
Gregg Teller	Gardner Electric Corporation

Orlando Chapter

Jay Dougherty	Walt Disney World
Jim Hobart	Macbeth Photo
Ozzie Plaza	Moretrench
Elio Rodriguez	Alpha Insulation & Waterproofing

Triad Chapter

Christopher Gifford	National Quarry Services
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Triangle Chapter

Kevin Black	Carolina Sunrock, LLC
John Martin	Wake Tech Community College
Kevin McLamb	WACO Electrical Company

2010 - Opportunity for a New Mindset

By Tony Bacigalupo

With last year and the decade behind us, it's fair to say there's been a lot of trash talk. More so than ever before, I've encountered people who couldn't wait to see 2009 and the "naughties" over with.

Truth be told, a lot of awful things happened from 2000 to 2009, and we certainly ended the decade on unsure ground. But this kind of negative thinking is rarely productive.

Instead, let's look at some ways to approach the new year so that when we're looking back come next Dec 31st, we can reflect on our year with a sense of satisfaction.

1. Slow down.

This may apply more to my fellow New Yorkers than it does to others, but if there's one thing I'd like to do in 2010, it's taking a step back and viewing my decisions and my work with a little more perspective. I want to try not to get caught up in the minutiae. With constant distractions coming at us from all angles (and devices), it's far too easy to get overwhelmed and stressed. One of my goals for 2010 will be to fight back against those distractions.

2. Make and share resolutions.

New Year's resolutions have a stigma to them, in part because so many people fail to keep them. Research shows, however, that people who make resolutions are far more likely to succeed at changing their lifestyles than people who do not make any resolutions. But how to stick to them? Go out on a limb – make realistic goals, announce them publicly, and get other people to work with you toward your objectives.

3. Be mindful.

Our minds are complicated things, full of habits and conditions and traumas and memories. If you find yourself struggling with anything, be it a New Year's resolution or a big decision or an emotional conflict, reflect on what's causing your internal strife and understand it better. The more you understand your weaknesses and what bothers you, the better equipped you can be to overcome them. If you don't take the time to learn from your past shortcomings, then you don't stand much chance of doing better the next time around.

4. Be positive.

In many ways, perception is reality – even in our own minds. While 2009 was an awful year for a lot of people, a lot of good happened along the way as well. Happiness is always a moving target, and every year we grow a little older and a little wiser as we pursue it. Remember that happiness is found in the pursuit, and don't worry too much about reaching the finish line.

Tony Bacigalupo is co-founder of New Work City, a co-working space in New York City, co-author of I'm Outta Here, and a partner at Shift 101, a workspace consultancy. Tony's fieldwork feeds into the knowledgebase of the Behance Team, who run the Behance Creative Network, the 99% productivity think tank, the Action Method project management application, and the Creative Jobs List.

Editor's Notes

By Cebert White, National Newsletter Editor



Thank you Notes Received

As this year's Florida recipient of the Ted G. Wilson Memorial Scholarship, I wish to express my gratitude to your organization for your generosity and looking out for construction related students who are in financial need.

I am on schedule to graduate from University of Florida with a Bachelor of Science in Construction Management in the Spring of 2010. I look

forward to entering the industry with all the knowledge I have gained over the past four years and to continue to learn every day.

The scholarship I received from you was an essential part of me reaching my goals. Thank you again for your generosity.

Sincerely,
Jeffrey DeRocker

I would like to let the members of PCEA know how thankful I am to have received the SC Ted G. Wilson Memorial Scholarship. I am attending Clemson University and majoring in Construction Science and Management. I love it here! I attend every football game, rain or shine. I have become a member of Campus Crusade for Christ, and I am also in the dance club. I recently became the President of the Clemson Chapter of the National Association of Home Builders and I can't wait to get the club off to a big start! None of this would have been possible without receiving the scholarship.

I would like to thank each and every one of you for making my dream of college a reality!

Sincerely,
Lillian Wycoff

PCEA Logo Items Available For Purchase

The PCEA National Office has several items with the PCEA Logo available for purchase. If you are interested in purchasing any of the following items, please contact Kim Lybrand at pcea@pcea.org or (877) 521-7232.

Kodiak Soft Sided Briefcase Attache	40.00
Calculator w/Logo	10.00
50th Anniversary Commemorative Coin	10.00
Off White Denim Short Sleeve	35.00
Golf Shirt L	28.00
Gray Logo Sweat Shirt	30.00
Quill Ink Pen	15.00
PCEA Neck Lanyards	1.20
Leather Renaissance Zippered Portfolio w/Logo	30.00
Rosewood Pen & Gift Box	20.00
Faded Blue Golf Shirt/Yellow Stitching/No Logo	24.00
Golf Shirt/Seafoam Green/Purple Stitching/No Logo	24.00

In Deepest Sympathy

Catawba Valley Chapter member, **Armin Wallner**, recently lost his mother-in-law. Please keep Armin and his wife, **Colleen**, in your thoughts and prayers.

National Past President and Coastal Plains Chapter member, **Wade Tippett**, recently lost his brother-in-law to an apparent heart attack. Please keep Wade and his wife, **Becky**, in your thoughts and prayers.

Long time Charlotte Chapter member, **Jack McClure**, passed away on Thursday, October 8, 2009. Jack McClure had been a member of the Charlotte Chapter of PCEA since 1968. He served as Chapter Newsletter editor for several years and on numerous committees in the Charlotte Chapter as well as the National PCEA. Jack was Charlotte Chapter President in 1981-82; he was Estimator of the Year in 1982-83 and was National Vice President in 1986-87. Jack was indeed a "Professional" Construction Estimator and will be missed.

Charlotte Chapter Charter member **Aubrey Federal** passed away on December 3, 2009. Aubrey was Charlotte



W. Aubrey Federal
1920-2009

Chapter Estimator of the year in 1969-70; Chapter President 1970-71; National PCEA President 1976-77; National Rudy Barnes Award Recipient 1977; and Member Emeritus 1997. Aubrey also served as the volunteer National PCEA Executive Director in 1989 and helped form 2 new chapters. Aubrey's gentle spirit and positive attitude helped National stabilize and grow after the passing of Ted G. Wilson in 1986-87.

Catawba Valley Chapter members **Mike McGhinnis** and **Patty McGhinnis Delgado** lost their father, Richard O. McGhinnis, to cancer on Thursday December 10th. Please keep Mike, Patty, and their family in your prayers during this difficult time.

Hampton Roads Chapter member & National Newsletter Editor, **Cebert White**, lost his mother-in-law on December 20, 2009. Please keep Cebert and his wife **Wilma** in your thoughts and prayers.

National Membership & Resource Directory

The 2010 National PCEA Membership & Resource Directory has been printed and were mailed to the membership during the first week of January. If not already received, you should be receiving them in the very near future.

PECA the Parrot

At last report, PECA the Parrot is still residing with Coastal Plains member, **Don Howard**, and has been since August. Don, you are aware of the official rules, aren't you? PECA is eating away your wallet to the tune of \$25 per month on top of the \$50 when you pass her on to another deserving member. The Ted G. Wilson Scholarship Foundation appreciates you!

Dates to Remember

February 19th PCEA National Board Meeting
Charlotte, NC

April 28th-
May 2nd PCEA National Convention
Jacksonville, FL

\$8,000 for their scholarship fund. Mike will now turn his efforts to the National Golf Tournament in Jacksonville and try to replicate this success. If you are interested in playing in or sponsoring the National golf tournament, please contact Mike or Kim in the National Office. The Chapter held their annual Christmas Party in December. For the 5th year, they asked members to bring presents and/or cash as part of their project to Sipe's Orchard Childrens Home so they can make Christmas a wonderful time for the children that live there. Each year has gotten bigger and better than the year before. Dinner was followed by dancing, karaoke and good times to be talked about until next year!



Columbia Chapter

Fall was an interesting time for the construction industry in the Midlands. They kept looking for indicators that the economy was getting better. Many companies struggled to hang on and lay offs were all to commonplace, but things for the Columbia Chapter continued to go well. October brought in their annual membership drive at Congaree Hunt Club with the Oyster Roast and Beaufort Stew. National Director Homer Sargent reports that the turnout was great with almost as many guests as members in attendance, which was the thrust of the event. The annual golf tournament, held the following day, turned out to be more successful than they had anticipated, of which was a pleasant surprise considering the state of the economy. Thanks to the efforts of the membership, they ended up with slightly more players than last year. Their December meeting was a bit more upscale than their regular monthly meetings. Members invited their spouses or significant others and enjoyed a wonderful Christmas dinner.

Fayetteville Chapter

Don Jessup, National Director tells us that their meetings have been exciting and attendance has been high thanks to the hard work and dedication of Chapter President, Ben Taft. In November they held their annual Steak on the Lake and Texas Hold 'Em Poker Tournament of which is always a well attended, fun event. They expect an overflowing crowd at their January meeting with a great speaker from Adams Products Company couple with their new venue (Scrub Oak Restaurant on Ramsey Street). They are choosing February for their big party this year instead of Christmas. Being billed as "Bring Your Mate" night, each person attending will bring a gift that will in turn be auctioned off to help fund Chapter activities and ongoing expenses. They hope this new idea will be very successful. They have also embarked on a membership drive. They are asking present members to contact previous members (once totalling 80



Fayetteville Chapter President Ben Taft (L) presents a \$3,000 check to Brent Ashley (R) with Fayetteville Technical Community College

strong). They are determined to make membership growth their top priority in 2010. Fayetteville is expecting over 4,000 military personnel and associates to move into the area in 2010-2011 of which is causing a stir in the local economy. The city was listed as one of the top ten cities in the United States for growth.

Triangle Chapter

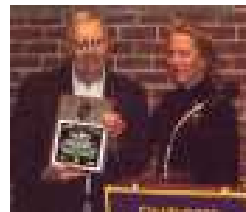
Our friends in the Raleigh area hosted their 24th annual Educator of the Year night in October. National Director Steve Newbern reports that it is always great to see the hard working teachers get recognized for their devotion to the instruction of our children. October was also when they held their Fall Golf Tournament at The Preserve at Jordan Lake in Chapel Hill. Steve reports they had perfect weather and perfect fellowship. Chapter member Brent Jacques works very hard to put together golf events for the Chapter. At the November meeting they awarded their fall scholarship. The scholarships awarded each year would not be possible without the hard work of the members. Steve says each one deserves a pat on the back for being able to help raise funds in this economic environment.

Charlotte Chapter

National Director, Rick Meacham, reports that things have been a little rough for the folks in Charlotte. With a sharp decline in membership and lack of support from the construction industry, they had to cancel their annual golf tournament. Unfortunately, the money from the golf tournament goes to fund their scholarships, but fortunately, they have enough money to cover the scholarships



Robin Helms (L) and Kewith Middleton (R)



Helene Palmowski (R) presents Tom Baker (L) with a Life Member plaque

for this year. But all is not doom and gloom. They are still having good monthly meetings. Meeting topics have ranged from LEED Certification, to former Charlotte Mayor, Pat McCrory addressing the group on Charlotte's economic climate. Rick also reports that they have started an email marketing blitz for members to send to everyone in their address

books. They intend to make every general contractor, architect, subcontractor, and supplier in the area familiar with PCEA. As is tradition, the Charlotte Chapter starts their year with their After Christmas, Christmas Social. Their turnout was great and featured music by Chapter member Butch "Scoop" Yarbrough and his band, B&D Retro Gumbo. Now they are gearing up for their annual auction and clay shoot to be held in March.



Members and guests socialize at the Christmas Social

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