

THE

Estimator



The Professional Construction Estimators Association of America, Inc. Volume 20, No.4 Spring 2010

Convention 2010 Attendance Was Low But Enthusiasm about PCEA Remains High

With the crowd smaller than anticipated, and much less than average, enthusiasm about PCEA remained high throughout the 2010 PCEA Convention in Jacksonville, Florida. With many events cancelled due to budget restraints, the seminars were very informative and well attended as was the infamous hospitality suite.

On Thursday all gathered to taxi across the St. John's River to watch an exciting game of baseball and enjoy hot dogs and hamburgers at the Jacksonville Suns Stadium, where it was found that Hampton Roads National Director, Taylor Wyant, has a twin that he never knew about. Well, maybe not an actual twin, but the resemblance was amazing, almost scary. Even Taylor himself had to stop and take a second look. His comment to his look alike... "I didn't know that there were two of us this handsome!"



Taylor Wyant (R) and his Look Alike (L)

Approximately a dozen members and guests found themselves falling victim to a mysterious violent illness, which in hindsight seems to have been a 12 hour virus. In addition to the virus, Coastal Plains National Director, Don Howard, left the National Board Meeting feeling ill. His wife Joann took him to the nearby hospital where it was found that he was suffering from Bells Palsy. Giving his Year End report at the Breakfast Business Meeting was his daughter Jenny, who did an outstanding job! We are all glad that he recovered and was released in time to attend the Awards Dinner and Passing of the Gavel. We hope he is well on his way to recovery.

Receiving the Rudolph John "Rudy" Barnes National Estimator of the Year Award at the Awards Banquet was Triad Chapter member, Wesley Ferree, Vice President of Guaranteed Supply Company, headquartered in Greensboro, NC. The Rudy Barnes Award is presented annually by National PCEA to recognize excep-



Committee Chair, Kevin Jackson presents Wesley Ferree with the Rudolph John Barnes Award

tional service at the National level by an individual in the association. Wesley has been a member of the PCEA Triad Chapter since 1985 and has served on the National Board of Directors, holding several officer titles and chairing several National Committees.

The Bill Helms Chapter of the Year Award was presented to the PCEA Catawba Valley Chapter, located in Hickory, NC. This award is presented annually to the Chapter that demonstrates overall leadership and professionalism in the areas of Chapter Membership, Chapter Procedures, National Involvement, Education & Scholarships and Computer Technology.



Members of PCEA Catawba Valley Chapter

The individual winning First Place in Membership was Cebert White, Project Manager & Estimator with First Light, Inc. in Norfolk, VA. Cebert is President of the PCEA Hampton Roads Chapter in Virginia Beach, Va. and was elected to serve as Vice President on the PCEA National Board in 2010-2011. He won this award for personally sponsoring the most new members in the 2009-2010 PCEA year.

The Newsletter of the Year Award was also presented to Cebert White. Cebert also serves the Hampton Roads Chapter as Editor of the Hampton Roads Chapter Newsletter, Estimating News, as well as Editor of the PCEA National Newsletter, The Estimator. Several of the PCEA National Board members selected Estimating News based on quality, content, and professionalism.



Cebert White accepts the Newsletter of the Year Award

Two individual members were inducted as fellows into The Order of Isosceles. This fraternal fellowship is the support arm of the Ted G.

President's Corner

By Randall Williams, National President



Dear Friends,

It is truly an honor to serve as the President of The Professional Construction Estimators Association this year.

Our 2010 PCEA National Convention in Jacksonville, FL, despite much adversity, turned out to be a success! A special thanks to Chuck Sauls and the convention committee for their hard work, dedication and perseverance! I would like to commend Cebert White on winning the "Newsletter of the

Year Award" and membership contest. Congratulations to the Catawba Valley Chapter for winning the Bill Helms "Chapter of the Year Award" for the second consecutive year. My highest admiration goes to Wesley Ferree on being honored with the Rudolph Barnes "Estimator of the Year Award". As always, it was great to see everyone again and looking forward to next year's convention aboard a cruise ship leaving out of Charleston, SC.

As we begin this year, we have our challenges to assess and our blessings to count as we focus on a year of business in a slow economy. It is especially in times like these that I am proud to be a part of the PCEA who, under the direction of a group of outstanding officers, and our volunteer board of directors, is dedicated to promote and improve the construction industry by supporting our chapter members

and promoting education of the Association's membership. Vice President and Membership Chair, Cebert White has already proven that he understands the value in retaining membership and recruiting new members. Helene Palmowski, Education Committee Chair, is diligently working to provide educational opportunities through programs and seminars that are relevant to today's market. Taylor Wyant has enthusiastically committed to serve as Chairman of the Chapter Services Committee. These are just a few examples and with the leadership of these and many more devoted people I am confident that PCEA will thrive for many years to come.

Thank you in advance to my officers, board of directors and all of our committee members who give many hours of their time to serve and invest in their profession and community through the PCEA. I want to express appreciation to all businesses that connect through the PCEA and promote and support each other. With the current economic struggles that we are facing it is now, more than ever, that these benefits of PCEA are required. I challenge you to join your fellow professionals through networking events and educational programs and to invest in each other to strengthen our construction community.

Sincerely,

Randall Williams
PCEA National President

MARK YOUR CALENDARS FOR THE FIRST EVER PCEA CONVENTION CRUISE 2011!!

By Gail Chapman, PCEA 2011 National Convention Chair

Mark your calendars now for a 5 night cruise to the Bahamas for Convention 2011! We will be departing Historic Charleston, SC on Friday 4/29/11 and returning Wednesday 5/4/11. This is the first time we have tried a cruise for convention so the format will be very different but it promises to be a lot of fun. We will spend a day in Freeport, Bahamas and a day in Nassau, Bahamas with two days at sea. Note that the payments for the cruise are due early so we can keep the cabins booked. There will be two deposits due in 2010 with the final payment due in February 2011 (more details to follow).



It is recommended that all guests travel with a valid passport during their cruise. This will enable guests to fly from the U.S. to meet their ship at the first port should they miss their scheduled embarkation and allow guests that must disembark the ship before their cruise ends due to an emergency to fly back to the U.S without significant delays and complications. It is also recommended that all guests travel with a passport valid for at least 6 months beyond completion of travel. For more information on how to obtain a passport, visit <http://www.usps.com/passport/>.

So get your sea legs on and join us - Bound for the Bahamas in 2011!

Chapter Reports

Hampton Roads Chapter

GREETINGS TO ALL from Hampton Roads Virginia, the home of your new National Vice President (Cebert White) and the 2009-2010 Membership Award Winner and Newsletter Editor of the Year. And, YES I am bragging. We also came in a close second on the Bill Helms Chapter of the Year. Congratulations to Randall, Mike, Tall John and all of our friends in Catawba Valley. And, HELL NO, we don't intend to be second next year.

Before I get back to my bragging, we would like to thank Chuck, Tim, Rob and all our friends down in Orlando for a great 2010 National Convention. Attendance is what it is. We know that you had to make some really tough decisions to make this event a financial success.

Back to the bragging; In spite of the stagnant economy, 09-10 was our best year in recent memory. In the membership department we lost only 4 members and gained 10 new members, a net of +7. We are already at +1 for 10-11.

Under the very capable leadership of our going on 6th consecutive year Chapter President, Cebert White and our membership VP, Gary Kelly, our entire membership worked their butts off to help our chapter grow under the toughest of circumstances.

Following far too many years of a 2 to 4 person board and too much overall complacency, for the second year in a row we have a full slate of officers and board members. Attendance and participation has been very good at about 90% for board meetings and 60% to 70% for membership meetings. Our program schedule has been very good and our social activities have been well attended. We have made it a point to keep the entire Hampton Roads construction community aware of PCEA and the activities of our chapter

As we enter our milestone 25th year, we are committed, not to just keep up the good work, but to IMPROVE on our accomplishments of this year.

If you think I am bragging now, I look forward to being even more obnoxious next year.

Best Wishes to All,
Taylor Wyant, National Director

Orlando Chapter

Greetings to my fellow PCEA members. I bring you word from the Orlando Chapter No. 22.

The Orlando Chapter started this year with a count of 124 members. We lost 46 members, the biggest drop we have ever experienced. As the year went on we were able to regain 29 new members. This year was indeed a challenging year for the Orlando Chapter, but through hard work and dedication we were able to weather the storm which is still brewing its ugly head.

The Orlando Chapter despite the economic woes has been able to obtain strong membership participation at the various events we have had, have been able to manage strong membership turnouts at our monthly membership meetings and have been able to raise funds for our various scholarships. Summing up the 2009-2010 year, we had

two golf tournaments, one in the summer and one in the fall which raised \$10,000.00 towards our educational scholarship. We gave away \$8,000.00 in scholarship money and held back \$2,000.00 in our scholarship reserves.

As stated earlier, we experienced great turnout from our members at our monthly membership meetings which was highly contributed to the great speakers and programs we had this past year. We had Dennis Murray, Staff Engineer of Florida Concrete and Products Association at our June meeting, Subcontractors' Discussion Panel at our July meeting, Board Member Introductions and Interactions with Membership educating them on what PCEA as an organization offers and learning from membership what we can do to improve the organization at our August meeting, Chuck Beverly from RBC Bank enlighten us on commercial lending at our October meeting, Jobsite 123 software presentation at our January meeting, General Contractor Forum at our February meeting, and the Mayor of Maitland at our April meeting. On October 1st, we had our Annual Steak on the Lake event. The event was well attended and everyone had a great time. Our National outgoing President, Mrs. Gail Chapman was in attendance and saw first hand how we, Floridians, have a good time. In December, we had our Annual Christmas party at the Solaire in downtown Orlando. It was attended by members and their significant others. A good time was had. In February, we held our Cigar social and were able to raise \$1,100. In March, we had our 1st ever Seafood Broil, with lots of various lobster dishes, on the Lake at Orange County Sportsman's Association. Despite the brutal rain showers that pounded us heavily on that day, the event was a success.

We would like to give praise and thanks to our outgoing President, Rob Bauer on a job well done and would like to extend a special thank you to the Executive board on a job well done as well which consisted of Steve Pece as 1st VP, Stacey Currie as 2nd VP, Scott Coleman as Secretary, Tim Reichardt as Treasurer, Alfredo Barrott, Jr. as National Director, Patti Eaves as Newsletter Editor, Lisa Shields as Social Committee Chairperson, Robert Kissick as Golf Committee Chairperson, Pete Chrylewicz as Education Committee Chairperson, Leslie Kittrell - Past President, Bryan Grassing, Lee McNeil - Past President, Troy Theriault, Ray Zeliadt, Richard Heath and Manuel Cruz. We look forward to another year of great success and prosperity with the incoming Executive Board which comprise of Chuck Sauls as President, yes for a 2nd time around, Steve Pece as 1st VP, Kim French as 2nd VP, Megan Madden as Secretary, no relations to John Madden, Troy Theriault as Treasurer, Rob Bauer as National Director and our award winning Newsletter Editor, Patti Eaves. We are still looking for that brave candidate to step up as President-Elect and serve under Chuck.

The Orlando Chapter continues to have its monthly meetings on the fourth Tuesday of every month at the Citrus Club in Downtown Orlando, FL. Social is from 5:30pm to 6:15pm and Dinner and Meeting is from 6:20pm to 7:30pm. Until next time, be safe and God Bless.

Respectively submitted,
Alfredo Barrott, Jr.
National Director of Orlando Chapter No. 22

Organizations Speak out on Proposed Senate Climate Bill

From The USGlass News Network

A number of associations and organizations involved with both construction and manufacturing have spoken out against the Kerry-Lieberman "American Power Act." The Associated General Contractors of America (AGC), for example, issued a statement saying that by establishing new regulatory Obstacles and robbing transportation funds, the bill will make it more difficult to cut pollution and emissions from the built environment. Likewise, the American Materials Manufacturing Alliance (AMMA), a group of energy-intensive, trade-exposed industries (EITEs) that includes The Aluminum Association, the American Chemistry Council, the American Forest & Paper Association, the American Iron and Steel Institute, The Fertilizer Institute and Portland Cement Association, also issued a statement saying that while they "appreciate the efforts the bill's authors have made to solicit the views of our organizations and our member companies ... We believe that compared with past bills, the legislation released today invests more in U.S. manufacturing competitiveness. However, in several key areas, more must be done to ensure the global competitiveness of EITEs and the retention of American jobs."

In the AGC statement, Stephen E. Sandherr, the group's chief executive officer, said, "Improving the efficiency of our built environment ... presents one of the greatest opportunities to reduce power consumption and cut greenhouse gas emissions. After all, the nation's building inventory accounts for 35 percent of the nation's manmade greenhouse gas emissions and consumes 40 percent of the nation's energy, while our aging and inefficient transportation network accounts for another 27 percent of energy consumption and 27 percent of greenhouse gas emissions.

"Despite this tremendous opportunity, Senators Kerry and Lieberman have proposed legislation that makes it harder to construct new, more energy efficient buildings and factories, improve aging infrastructure and eliminate the traffic congestion that wastes fuel and pollutes our environment. By allowing the EPA a virtually free hand to approve or deny construction and rehabilitation projects, the bill creates regulatory obstacles that will raise construction costs, delay projects and stifle demand. Worse, by taking funds raised through the proposal's new transportation fees and committing all but a small percentage to unrelated spending, the legislation leaves our aging and inefficient roads, airways and transit systems vastly underfunded."

Sandherr says "the inevitable consequences of this bill are higher taxes, fewer jobs, and continued reliance on wasteful buildings, inefficient infrastructure and leaky water systems," and encourages Congress and the Administration to focus on the measures the AGC has identified in its "Building a Green Future" plan.

"Our green construction plan identifies steps public officials, developers,

and the construction community must take to lessen the impact of our built environment. Measures in the plan include doubling existing energy efficiency tax credits for commercial buildings; passing the Building Star program that invests \$6 billion in improving the efficiency of commercial

buildings; and speeding reviews and boosting tax credits for green building projects. The plan also calls for public building projects to incorporate state-of-the-art environmental solutions and for the federal government to make pragmatic investments in research and technology ... What the Senators appear to have forgotten is you can't simply regulate a greener future, you have to build it."

And from a manufacturing perspective, the AMMA says that while the new legislation includes funding for energy efficiency and for clean energy sources and technologies, the funding must be boosted significantly to meet the objective of keeping U.S. manufacturing competitive.

"The bill also does not address increased energy costs: cost containment is key to preventing the transfer of U.S. manufacturing production and jobs to more carbon-intensive developing nations, known as 'carbon leakage.' Carbon leakage results in higher net global

greenhouse gas emissions. The bill does not create a single national program for regulating greenhouse gases (GHGs). Instead of fully preempting EPA regulation of GHGs under the Clean Air Act, the bill preempts regulation only under specific sections, and only for 'covered' stationary sources. Moreover, EPA retains its authority to develop New Source Performance Standards for non-covered sources and to regulate GHGs under other federal statutes (e.g. Clean Water Act). In addition, the

Department of Interior retains its authority to regulate GHGs under the Endangered Species Act. The bill falls short of the uniformity needed to prevent uncertainty and delay in investments that could help drive economic recovery, add U.S. jobs and expand energy efficiency and clean energy technology."

AMMA adds, "The U.S. industrial sector is the only sector of the U.S. economy whose GHG emissions are falling, and we supply many of the materials the nation uses for energy efficiency and renewable energy. We will continue to work constructively with Senators as climate legislation is discussed, and ask that policymakers develop policies that maintain the global competitiveness of the U.S. manufacturing sector."

"Improving the efficiency of our built environment ... presents one of the greatest opportunities to reduce power consumption and cut greenhouse gas emissions..."

*Stephen Sandherr
Association of General Contractors
Chief Executive Officer*

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To read the full statement from the AGC, visit:
http://www.agc.org/cs/news_media/press_room/press_release?pressrelease.id=589

To Read the full statement from AMMA, visit:
<http://www.usggn.com/documents/newsAMMA20100513.pdf>

New View For Membership

By Cebert White, PCEA National First Vice President

What is happening to PCEA is happening to many different associations this year. Things are rolling along at a good clip and suddenly the economy tanks. Inflation soars, people from all walks of life cut spending and a lot of industries feel the effects. Associations fear or at least panic that their annual conferences will not be successful or even realistic for many members.

This is also true at the Chapter level. Thankfully, experts say there are strategies that can not only save a threatened association but allow it to thrive, even in the face of adversity. There are plans that work, even if they require a complete shift in thinking. PCEA recently celebrated their 50th anniversary and not a lot of organizations get to such a lofty milestone.

When times are bad is the best time to find a better way to market the association. Not just marketing within the small community but moving outside and expanding the reaches. Marketing to people who aren't members by spelling out membership benefits and the steps that PCEA are taking to help the industry will remind these potential members that they will greatly benefit by being a part of the association. Experts indicate that this is a fantastic strategy when the industry is facing challenges that might threaten association membership rosters and revenues.

You must remind your members first what value you bring. If it is difficult for you to know that, then it is time to think about it. It may even be time to refine your values. This is a good time to remind members what value the association is bringing them. If you members know and see the value, it is much easier for them to encourage others to become members. AARP has it nailed down. They boast more than 35 million individual members and anyone that receives an AARP card in the mail know its value. Determining who you are to your members is the most important thing you do as a professional membership. It is essential to be able to describe the benefits, rather than the features, of membership. These include the benefit of being able to locate peers in your profession with whom you can solve problems, discuss issues or capitalize on opportunities.

Networking events are benefits that develop and strengthen contacts to help members advance in their careers and perform more efficiently within their careers. How do you measure the value of a contact made at a networking event? When a potential client makes a sales call, let them know that the members of the association would like to get to know them better. This would give the client multiple opportunities to display their products or services. Invite them to join PCEA so everyone can get to know each other in a business/social atmosphere.

Industry related programs of interest provide valuable information, maybe not to all members at a specific time, but should to all over the

course of the year. Programs need to provide a tangible and intangible benefit to the member. Is it related to the mission of the association or unrelated? Programs should offer the most relevant educational opportunities for the members of the association. Ask your members regularly if they find your inventory of programs relevant. Many associations send surveys with membership invoices or renewal kits to ask members how useful they find each of the programs. Don't just ask them what they would like for you to provide, but seek their feedback on the previous programs.

Get involved in other ways that would assist in promoting the association. Have staff working with trade shows or other meetings. Keep your association or chapter in the lime light by promotions through public relations or other publications and the web. The more insight your members have and the more exposure your association has, the greater the opportunity for success and growth.

PCEA has had a great and storied past. It is up to each one of us to ensure that the future looks just as bright and promising.

Leadership in the association and the individual chapters is where the growth and enthusiasm must start. These leaders really need to believe in what they are selling and be willing to convince others of the value of membership. Each chapter needs a great recruiter to bring in potential members. This would probably be someone that is deeply rooted in the construction industry with contacts from many different trades within the industry. For PCEA, the best candidate would be someone from a General Construction company that has relationships with multiple companies within a trade category. Finding that recruiter and turning him loose is probably the

most successful means of enticing guests and potential members. Who will be that person in your chapter?

It is important to focus some attention on the light at the end of the tunnel. When times are challenging as they are now (but they have been before too) and may be in the future, members expect the association to be creative, innovation and entrepreneurial. The association and chapters need to stress the products and programs they offer. This would include an online marketing program. All of the world is communicating and traveling online. This is probably the best medium in recent decades to promote your association and chapter to the rest of the market.

It is important for us to encourage the fact that the companies that are here continue to benefit from membership and that we are going to continue to support the industry going forward. We have all the tools we need to do that. Too seldom do we make a close examination of our total membership offerings. There are relevant offerings and benefits within the association or there wouldn't be any members. These may need to be expanded or emphasized so that others see the benefits. PCEA has had a great and storied past. It is up to each one of us to ensure that the future looks just as bright and promising.

Welcome New Members

Central Savannah River Area Chapter

Phillip Boone Mid-South Interiors

Central Virginia Chapter

Miranda Shotwell Designer Solutions, Inc.

Charlotte Chapter

Stephanie Kegley Environmental Holdings Group, LLC

Columbia Chapter

April Coleman Columbia AOS Specialty Contractors, Inc.

Randy Corn Concrete Supply Company

Chris Lackey Columbia ProFloors, LLC

Jack Mitchell Columbia Walker White, Inc.

Hampton Roads Chapter

Chris Altman Seegars Fence Company

Joe Hernandez CTI Consultants

Orlando Chapter

David Gehlbach Lambert Corporation

Martin Herbenar Eden Site Development

Nick Phillips Randall Mechanical

Robert Steele Bright Futures

Tom Strickrod Hensel Phelps Construction

Glen Switzer Gate Concrete

P.J. Turvin BCL of Orlando

John Warm Cemex

Triad Chapter

Michael Parnell Salem Steel

Nick Raimondi Salem Steel

Triangle Chapter

Rocky McDonald Patriot Building Company

Chapter Reports CONTINUED FROM PAGE 3

CSRA Chapter

Greetings from Augusta, GA, Garden City of the South, and the CSRA Chapter of the PCEA, home of the Masters Golf Tournament where Phil Mickelson won in spite of media obliviousness.

Since our last report, we were provided with a presentation by Shawna Stafford, KMAC of the Carolinas, on new product applications and benefits from the concrete industry, including post-tension gypsum concrete, concrete restoration, sound attenuation systems, floor underlayments, lightweight concrete and concrete waterproofing. Our Educational Committee Chair conducted a discussion of Division 33 (Utilities) of the 2004 CSI Masterformat for estimating.

Our April meeting deviated from the normal date, due to Masters Week. On Wednesday evening, April 21st, the CSRA Chapter of the PCEA held its Inaugural Championship Bowling Tournament (that's the SCRAPCEAICBT) at the Brunswick Lanes in Augusta. The 1st round determined the 4 high scores who bowled in the 2nd round for the Championship. There were awards for 1st, 2nd, 3rd and 4th place, High Round for the evening, The Curling Award, the Shuffleboard Award, and the Beachball Award. The National Director won 1st Place, while our Chapter President won 2nd Place, 1st VP won 3rd Place, and the National Directors significant other won 4th Place. As the evening wore on, the erratic scores was directly proportional to the quantity of beverages consumed.

Our 2010 Chapter Scholarship Recipient is Blake Kirby, an Evans High School Senior, who will be entering Georgia Southern University this fall to major in Construction Management.

We continue to encourage our construction colleagues to attend our events and meetings with the promise of free food, free networking, a free professional program, and a free opportunity to pay to play golf in our Scholarship Tournament. Plans are currently underway for our

Fall Tournament and associated Raffle.

As always, guests are welcome at our monthly meetings on the 2nd Thursday of each month at 6:00 pm at Indigo Joe's on Wheeler Road. Hope to see you there.

Respectfully submitted,
Alva Gaskin, Jr., National Director

Fayetteville Chapter

I hate I could not attend convention but felt that I really needed to go to my class reunion to see the older classmates because they are not going to be around forever. About a third of our group has taken the bus ride to heaven and that made reunion weekend most important. We only get together every ten years or so and I felt I had to be there.

At our February meeting called our annual "MATE DATE" party, we auctioned gifts to help raise funds. We raised over \$800 with half going to the lucky ticket winner... which wasn't me.

We have had an increase in our attendance due to speakers that are excellent and on the cutting edge of design. Our President Ben Taft has done a great job and we have one member that calls everyone to remind them of the meeting.

Our Chapter's current bank balance shows about \$ 3000 in checking and \$10,000 in savings.

Our chapter does a GOLD ROLL or attendance award. A member's name is drawn and if present, he/she receives the \$ 2 individual entrance fee collected that night and an additional \$150 if you have attended three meetings in a row. You must wear your PCEA pin to get the full cash award. It has been a very nice incentive to attend and to wear the PCEA lapel pin. If the winner is not present, the money rolls

Editor's Notes

By Cebert White, National Newsletter Editor



Since our last edition, I have been honored to attend membership meetings at four of our chapters, including our own in Hampton Roads. In February I attended a meeting with the Columbia Chapter and learned new concrete industry techniques when Shawwna Stafford with KMAC of the Carolinas spoke about post tensioned concrete foundations. Her presentation showed several great pictures of some recent installations and

provided a great resource to all the attendees.

Also in February I was able to attend a meeting at the Triangle Chapter. The chapter held their Board Elections at this meeting. Dave Simpson with the Carolinas AGC gave an update on legislation affecting the construction industry as well as discussed the future of construction activity in the region.

In March Central Virginia hosted myself and another member from the Hampton Roads Chapter at their monthly meeting. We were informed about the latest news relating to the recently passed Health Care Plan by Phillip Showalter from Campbell Insurance in Lynchburg. The provided information was very insightful to the pros and cons of what will be our health care for the near future.

April brought us together in Jacksonville, Florida for this year's National Convention. Though attendance was not as expected, those that attended were united in belief that the future of PCEA remains strong. The level of dedication by the National leaders is as solid as I have ever seen and committed to make sure that PCEA continues to grow and prosper.

What I have learned from all of these recent encounters with our members and chapters is that no matter what is going on in the

economy, the leadership of PCEA at the National and Chapter levels are united, resolute and dedicated to the success of PCEA. It is an honor to be part of an organization that continues to support our industry and the community. I feel that the only doom and gloom within the organization is that associated to what you are missing by not being a part of the great things PCEA is doing and provides. But it is not too late. To be one, ask one.

In Sympathy

Columbia Chapter member, Walter McKinney, passed away on May 19, 2010. Details are not available at this time. Please keep Walter's family and friends in your thoughts and prayers.

Dates To Remember

June 18, 2010 National Board Meeting
*****NEW LOCATION - THIS MEETING ONLY*****
Carolina Roofing & Sheet Metal Association
710 Imperial Court
Charlotte, NC 28273

Ted G. Wilson Memorial Scholarship Recipients Selected

Congratulations are extended to the following Recipients:

- FL - Roderick Tamorris Clark
Attending Florida International University
- SC- Lillian Diane Wycoff
Attending Clemson University
- GA- Blake Eugene Kirby
Attending GA Southern University
- VA- Brian Christopher Wendl
Attending Old Dominion University

Convention 2010 CONTINUED FROM FRONT PAGE



Order of Isosceles Chair,
Mike McGhinnis (l) and Order
of Isosceles Fellow,
John Walker (r)

Wilson Memorial Scholarship Foundation, administered by National PCEA. A nomination requires a \$500 contribution to the scholarship foundation and approval of the Board of Trustees. Members that are inducted are recognized for their distinguished service to the construction industry, their local PCEA Chapter and their community. The two members inducted were Tim Reichardt with Harding Construction in Orlando, FL and a member of



Order of Isosceles Chair,
Mike McGhinnis (l) and
Order of Isosceles Fellow,
Tim Reichardt (r)

PCEA Orlando Chapter and John Walker with William C. Reynolds Company, Inc in Hickory, NC and a member of the Catawba Valley Chapter.

Congratulations to all of the outstanding PCEA award recipients! Each of you are indeed true construction professionals and share in taking part to ensure the Professional Construction Estimators Association stays strong and growing, just as the founders of the organization intended it to be back in 1956!

Fayetteville Chapter (continued)

over until our next meeting.

We normally have 100% attendance at our monthly Board of Directors meetings.

Respectfully submitted,
Don Jessup, National Director

Triangle Chapter

Greeting from the Triangle Chapter #3.

I am happy to report many exciting things that are happening in our local Chapter. Starting at our June Regular meeting, we have decided to hold, on a regular basis, a 50/50 raffle at each of our regular meetings. Someone at every meeting will be a winner! This is an effort to bring more members into the regular meeting. July 8th, our regular meeting will be held at the Durham Bulls Ball Park. We will have this event for the second time on the First Base Party Deck. Food and Beverages will be provided. We look forward to the new year with a renewed sense of pride in our organization and the people who work within our organization who work timelessly to make it all come together. Our goal in the new year is to grow, despite the flat economy, and to re-energize long time members. We wish all the Chapters and members a prosperous new year!

Thank you,
Stephen Newbern, National Director

Columbia Chapter

Greetings from Columbia, SC, the home of the Gamecocks, mustard-based barbecue, and the city that paid someone a lot of money to come up with it's current catch phrase, "Famously Hot". Columbia is also home to America's most geographically challenged governor, Mark Sanford, who last summer confused the Appalachian Trail with Argentine Trail, which did not work out too well for him or his family life. We are also proud to call as one of our own the famous, or infamous, Representative Joe "You Lie" Wilson, who shocked the nation by showing that a true southern man will speak his mind when he feels motivated to. Columbia and the Columbia Chapter of PCEA, is also proud to claim as its own, our National President and First Dude, Gail and Chris Chapman. Gail has done the Columbia Chapter proud for the past year, and has served as an exemplary leader for our national organization and an outstanding representative of our Chapter. The Columbia Chapter salutes Gail for her outstanding service as National President and we look forward to welcoming her back to our Chapter on a full time basis upon her conclusion of her service as President.

As with all of us, Columbia has weathered a stormy year for our industry, but as of today, the state of our Chapter is strong. While we did suffer some attrition over the year with layoffs, cutbacks, and relocations, we also made positive growth in the rolls of our Chapter. Strong programs, enhanced social activities, and strong outreach to the construction communities resulted in a strong finish for the size of our Chapter. Unlike our governor, the Columbia Chapter is now headed in the right direction, and we look forward to continued slow and steady growth for the coming year.

One of the keys to making a Chapter successful is "you gotta do stuff".

In the past year, the Columbia Chapter did a great job of "doing stuff". A few examples...we kicked off the year with our June "Significant Others" night, where we ditched the speakers and Powerpoints, and enjoyed food and fellowship with our fellow members and their main squeezes. Concluding his outstanding term as President, Chris Royster passed his gavel to the new President, Jim Cormany. Chris was awarded the Estimator of the Year for the Chapter well as Order of Isosceles for all his fine work for the Chapter.

A few short weeks later, we invited our membership and guests to a Thirsty Thursday night with the Columbia Blowfish (yes, that is a real name) baseball team. A small group of us turned out for that, which featured one inning of baseball and then about 2 inches of rain for the next hour, before the game was called. At least the beer was cheap.

In October our annual membership drive was held at Congaree Hunting Club, just outside of town. We actually had more guests than members at that event, of which was our goal. Several new members joined at or just after that event. No doubt, one of the factors that really hooked the new members was the delicious Beaufort Stew and Roasted Oysters prepared by our National First Dude, Chris Chapman.

On the Friday after the membership drive, we held our annual Chapter golf tournament. Twenty Two teams competed for cash prizes and consumed copious quantities of liquid refreshments along the way. Larry Kingery organized a great event and a sizeable deposit was made to our Chapter scholarship fund.

With the holiday season came our "Significant Others" dinner meeting, complete with live music and a gift exchange.

The Columbia Chapter wrapped up the social year this Spring as a number of members laced up some rented shoes and participated in our first ever bowling night. It was very obvious that we needed to keep our day jobs, and you won't ever see any of our members on the pro bowlers tour on late night ESPN, but all who attended had a great time. Chris Royster did a superb job this past year heading up our social planning.

And of course there were the meetings...lots of meetings. Lots of chicken dinners, libations, fellowship, plenty of good speakers and one bad one who gave a presentations on a wide array of topics in our industry.

The Columbia Chapter awarded three dependent scholarships in the past year, as well as a scholarship in the Building Technologies program at Midlands Technical College in Columbia.

The coming year will, no doubt, hold new challenges as we keep looking for the recovery we have been promised.

If you are in Columbia on the 2nd Thursday of the month, we would love to see you. Come by and find out why great things are happening in Columbia.

Respectfully submitted,
Jim Cormany, Chapter President

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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!

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