WELCOME KATE GALINDO!

Near the end of 2018, National PCEA happily welcomed Kate Galindo, our new Executive Office Manager. Kate grew up in Chicago, but has spent a large part of her adult life traveling around the country. She’s earned a Fine Arts degree with emphasis in photography and art history, as well as earning an English and International Studies degree. She spends much of her free time volunteering with various organizations that support immigrants, refugees and underprivileged community members through education, fundraising, and increased community awareness and support. While Kate is a big city girl at heart, she still searches for ways to escape the noise by taking off to hike long sections of the Appalachian Trail or getting lost in the backcountry woods with her hammock and a good book. Kate’s passion for knowledge and culture have led her to travel to over a dozen countries, each of which provided her another perspective of life. All of these experiences created a unique skill set of diverse capabilities and a deep desire for variety, even if there are challenges along the journey. With our National Headquarters, she will continue to evolve and maintain our website initiatives, grow our social media presence, and address the individual needs of our various chapters. She looks forward to meeting and working with each of you very soon!
Welcome from the President and National Board after our 2/22/19 national board meeting. I would like to take a minute to thank you all for the being so supportive through the challenges that have arisen this year. As a quick update Kate Galindo has come on board in late November as a contracted administrator to manage the office and help fill the very large shoes of Kim Lybrand. She has been instrumental in updating the membership as well as internal billing, and many other items so far. if you have any questions she is available at the PCEA@PCEA.org email address as well as phone number on the National website.

Wild Apricot on a national and local level is back and the Club Express experiment has concluded. After some thorough evaluation we may consider another internet platform but for the time being we have fallen back to our stand by program to get the membership and access back in order. There are some changes coming in how third party pay sites will be used in conjunction with Wild Apricot (PayPal, etc...), they now have their own payment system going into place with additional fees for groups using other third party payment systems. Regardless this will not affect us immediately and the national board and office are looking into the impacts.

I am looking forward to a great Convention here in Orlando May 2nd through May 5th at the Sapphire Falls Resort at Universal Studios. I encourage you all to look at the National Call to Convention that was sent out and make your plans early. Also as always we are looking for some sponsorship opportunities to help out with convention.


STRONG START TO ARCHITECTURE BILLINGS

“The government shutdown affected architecture firms, but doesn’t appear to have created a slowdown in the profession,” said AIA Chief Economist Kermit Baker, Hon. AIA, PhD, in the latest ABI report.

AIA
Strong start to 2019 for architecture billings

Starting the year on a strong note, architecture firm billings growth strengthened in January to a level not seen in the previous 12 months, according to a new report released today from The American Institute of Architects (AIA).

AIA’s Architecture Billings Index (ABI) score for January was 55.3, compared to 51.0 in December. Indicators of work in the pipeline, including inquiries into new projects and the value of new design contracts, also strengthened in January.

“The government shutdown affected architecture firms, but doesn’t appear to have created a slowdown in the profession,” said AIA Chief Economist Kermit Baker, Hon. AIA, PhD. “While AIA did hear from a few firms that were experiencing significant cash flow issues due to the shutdown, the data suggests that the majority of firms had no long-term impact.”

Key ABI highlights for January include:
- Regional averages: South (54.7), Midwest (54.4), Northeast (52.4), West (51.5)
- Sector index breakdown: mixed practice (53.8), institutional (52.9), commercial/industrial (52.6), multi-family residential (52.6)
- Project inquiries index: 59.6
- Design contracts index: 53.8

Market Data |February 20, 2019 |
**CHAPTER REPORTS**

**Orlando**

Good Morning from the Sunshine State. I am happy to report that for the last week we had the opportunity to experience our one week of spring. Next week is forecasted to be the start of daily rain showers and 99% humidity. As always, the Orlando Chapter has been busy with Social Events and fundraising opportunities. In November we hosted our annual Randy Welch Memorial golf tournament where we were able to raise approximately $13,000.00 dollars that will be distributed to local college students pursing a degree in the AEC industry. We also hosted our annual Spring Clay Shooting event in February.

The board in Orlando has also been very busy planning for the upcoming convention that is being held at Sapphire Falls in Orlando. I know Chuck Saul’s and Team have several great events and presentations planned so it should be a great time for all.

Regards,
Trevor Hamilton- Orlando National Director

**Charlotte**

This past weekend, we had the biggest sporting event Charlotte has ever hosted, the NBA All Star game and associated events. The east, led by LeBron, brought home the win. I don’t know anyone who ventured into all the festivities but it certainly brought national recognition to Charlotte.

On November 28th we had our December event which was our Holiday Social at the Vue Sky Lounge in uptown Charlotte. It is the highest high-rise between New York and Miami. The view from the sky lounge is absolutely amazing and gave our get together a bit of blitz. The food was amazing and we had a chance to sit and chat with new members and finally get to meet some of our members better halves.

January brought us back to the Draught Restaurant for a panel discussion on what companies in the area are doing to attract a millennial workforce. This was a well-attended event with lots of discussion but, at the end, it is still a little hard to nail down super specific items. Flexible work time and work space seemed to be important and more than one millennial in attendance noted they had several job changes in just a few years. They are not afraid to leave if they think the grass is greener on the other side.

Our February meeting was a “member only” site visit to Steel Fab plant facility here in Charlotte. The growth they have experienced in the last couple of years really showed in all the new buildings that have been added. The new paint shop wasn’t open yet but we were able to step inside this large building and get feel for just how much it was needed. We saw some work areas where steel fab had created their own machines and systems to take advantage of popular new trends. During super busy times, they enact “$100 Sundays”. Not only do the workers get their standard overtime, the get a $100 cash as well!!

On March 7th, we will have our annual cross association mixer with NAWIC, NCSA, HCAC and MMCAs across the country.

**Upstate**

Happy Friday everyone! Spring is in sight, and I couldn’t be happier!

Our December chapter meeting was replaced by our 2nd Annual Christmas Social. We met at Stone Pizza for a great meal before heading to the Well for a hockey game in a sponsored suite.

In January, we met at the Augusta Grill and listened to Chad Thelin of Trimble’s Software Group. Special thanks to Andrew Rudisill of the Catawba Valley chapter for setting this meeting up for us. At this meeting I was humbled to receive the Upstate Chapter Estimator of the Year.

Our next meeting will be held on February 28th at 6:00PM.

We have successfully set up our first scholarship fund and will be awarding a scholarship before the end of Spring Semester in May. This is a huge step forward for us! We also have at least 10 students interested in joining as student members. We hope this will grow to allow a student chapter started at Greenville Tech.

We are in the process of planning our 2nd annual golf tournament. This will be held in the Fall, so be sure to stay on the lookout for more information.

If you are in the Upstate area on the third Thursday of the month, feel free to drop in! We now meet at Tucano’s Brazilian Grill at 6:00pm. Come and join us!

Kristen Clarke
Upstate National Director
National PCEA Vice President

**Triad**

Happy New Year to everyone. It’s hard to believe March is all ready upon us. 2018 flew by and it appears 2019 is going to do the same. I hope everyone had a safe and enjoyable holiday season. I’d also like to officially welcome Kate on board and hope your time with us thus far has been positive.

The Triad Chapter continues to struggle, with only seven members currently, we have not met other than phone conversations since early last year. We attempt to schedule a meeting and there always seems to be a conflict that causes us to postpone. I did however have a productive conversation with Ron Kiser earlier this month and we are planning a meeting in the Spring to promote PCEA and lay the groundwork for a membership drive to recruit potential new members. The economy seems to be continually improving and the Construction industry appears to be growing as well. We hope this will assist in our Chapter growth efforts by providing a pool of new individuals in our industry, as many contractors have grown and increased their workforce. We do have a lot of association competition in the Triad area as other groups in our industry are focused on growth also.

All though our Chapter is small, the seven members are all long time members and committed to revitalize our group and get us back to the great organization that we once were. We look forward to a prosperous 2019.

Thank you
Wesley Ferree
Triad Chapter National Director
2019 ANOTHER STRONG CONSTRUCTION YEAR

ABC: 2019 Will Be Another Strong Year for Construction Industry

Job growth, high backlog and healthy infrastructure investment will be positives for the construction industry next year.

Associated Builders and Contractors Chief Economist Anirban Basu forecasts another strong year for construction sector performance, yet warns about inflationary pressures, according to a 2019 economic outlook published in Construction Executive magazine.

Job growth, high backlog and healthy infrastructure investment all spell good news for the industry. However, historically low unemployment has created a construction workforce shortage of an estimated 500,000 positions, which is leading to increased compensation costs. “U.S. economic performance has been brilliant of late. Sure, there has been a considerable volume of negativity regarding the propriety of tariffs, shifting immigration policy, etc., but the headline statistics make it clear that domestic economic performance is solid,” said Basu. “Nowhere is this more evident than the U.S. labor market. As of July, there were a record-setting 6.94 million job openings in the United States, and construction unemployment reached a low of 3.6% in October.”

While the U.S. economy is thriving, Basu cited the potential long-term impact of rising interest rates and materials prices — up 7.9% on a year-over-year basis in October — on the U.S. construction market. In addition, the workforce shortage will continue to influence the market in the coming year.

That said, Basu stressed that a recession is unlikely in 2019, even with recent financial market volatility. Indicators such as the Conference Board’s Leading Economic Index, which often signals an economic downturn, have continued to tick higher, implying current momentum will continue for at least two to three more quarters. In addition, ABC’s Construction Backlog Indicator, which reflects the amount of work that will be performed by commercial and industrial contractors in the months ahead, reported a record backlog of 9.9 months in the second quarter of 2018.

While optimistic for next year, Basu warned that, “Contractors should be aware that recessions often follow within two years of peak confidence. The average contractor is likely to be quite busy in 2019, but beyond that, the outlook is quite murky.”

Associated Builders and Contractors Inc. (ABC), December 4, 2018

Construction Site
Welcome From the National President

Welcome one and all to the 2019 Annual Professional Construction Estimators Association (PCEA) National Convention. This year is our 45th National Convention.

This year’s convention will be held in sunny Florida at the Sapphire Falls Resort at Universal Studios in Orlando, FL. The convention this year is hosted by Orlando Chapter. I would like to thank Past National President Chuck Sauls and his team for putting the hard work in to make this convention a success that I am sure it will be.

I would also like to thank the current national directors and my current board for all the support that I have received this year (Jim Cormany - President Elect, Kristen Clarke - Vice President, Duff Regan - Secretary, Trevor Hamilton - Treasurer, Randall Williams – Past President, Kate Galindo - Office Manager).

I look forward to seeing as many of you as can make it to convention to enjoy a little rest and relaxation while we entertain you with first class events, presentations and accommodations. It has been my honor to serve as the 2018-2019 National President. This year, as with any, seems to have had its challenges, but without challenge there is no success. I look forward to assisting Jim Cormany and his new board in another successful year with the PCEA.

Rob Bauer
National President 2018-2019

Free Convention Registration!

Any PCEA Member* that personally generates $1,000 in sponsorship income receives a complementary convention registration! That’s a $525 savings!!
*Non Members qualify for free registration with $1,500 in sponsorships generated

From the stone turret in the lobby to the inviting charm of each room and suite, you’re surrounded by a vivid and textured haven that is inspired by landmarks of the islands. Blue waterfalls cascade over lush grounds and in the distance, the calming sounds of steel drums call you to take in the scenic views, ease into island time and let go. Amid the beach area, palm trees and pool you’ll find Caribbean-themed dining options, including a contemporary watering hole offering rare vintage rums. And each day, the exclusive benefits of staying in Universal are yours to enjoy.

This hotel was completed construction in 2016 by one of the Orlando Chapter’s General Contractor members. Imagine a picturesque hotel built in the heart of the tropics, where every comfort is included. Loews Sapphire Falls Resort features a beautifully landscaped, resort-style pool with a water slide surrounded by cascading waterfalls, this hotel truly captivates at every turn. From the ruins of the stone turret in the lobby, to the inviting island charm of the 1,000 guest rooms and suites, guests will be surrounded by a vivid, textured haven that is inspired by landmarks of the islands.
BuildingPoint Southeast is part of a global network of Trimble distribution partners who provide customized technology solutions for the building construction industry. Offering a portfolio of intuitive estimating products that provide:

- Faster estimates
- Streamlined integration across platforms
- Improved traceability
- Absolute confidence in your estimates

Hardware / Software / Services
Serving NC, SC, GA, VA & Metro DC
844-784-3494 | buildingpointsoutheast.com
PCEA 2018-2019 NATIONAL BOARD OF DIRECTORS

Rob Bauer  
President  
Construction Cost Services  
7601 Grand National Drive, #108  
Orlando, Fl 32819  
rbauer@constructioncostservices.com  
321-217-0096

Randall Williams  
Director Catawba Valley  
Clayton Engineering & Design  
PO Box 2351  
Hickory, NC 28603  
828-514-98778

Ann Helms  
Director of CSRA  
Fogel’s Fine Floors  
(706) 738-9703  
fogelsfloors@outlook.com

Jim Cormany  
President-Elect  
Bamastone Corporation  
424 Old Cherokee Rd., Suite 7  
Lexington, SC 29072  
mail@bamastone.com  
803-356-3111

Gene Moore  
Director Central VA  
JB Moore Electrical  
434-239-2686  
gmoore@jbmoore.com

Kevin Sherron  
Director Triangle  
Core & Main  
(919) 467-8884 office  
Kevin.Sherron@coreandmain.com

Kristen Clarke  
Vice President  
Vaughn Construction  
9160 Sterling St #100  
Irving, TX 75063  
828-773-8379  
KClarke@vaughnconstruction.com

Lee Edwards  
Director Charlotte  
AAPCO  
407-507-2962  
ledwards@apacogroup.com

Brantley Kelly  
Director Appalachian State  
Kellywb@appstate.edu

Duff Regan  
Secretary  
Regan Associates  
2500 Lawton Bluff Road  
Charlotte, NC 28226  
cdregan60@live.com  
704-756-6913

Trevor Hamilton  
Director Orlando  
WCCI, Inc.  
407-352-0107  
thamilton@willisestimating.com

Lance Pollock  
Director Triad  
Laughlin-Sutton Construction Company  
336-339-3325  
lancepollock@laughlinsutton.com

Randall Williams  
Past President  
Clayton Engineering & Design  
PO Box 2351  
Hickory, NC 28603  
828-514-98778

Gail Chapman  
Director Columbia  
McCrory Construction Company  
803-513-8339  
gchapman@mccroryconstrucion.com

Kristen Clark  
Director Upstate  
Vaughn Construction  
828-773-8379  
KClarke@vaughnconstruction.com

Contact Us:  
Professional Construction Estimators Association of America , Inc.  
PO Box 680336  
Charlotte, NC 28216  
Office Manager Kate Galindo  
cell: 704-421-4601  
pcea@pcea.org  
Find us on the web  
www.pcea.org

The Estimator is published four times a year, and is the official newsletter of the Professional Construction Estimators Association of America, Inc. For advertising rates, or to learn more about PCEA, contact:  
President Elect Jim Cormany, mail@bamastone.com