



# The Northwest Recap



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### Upcoming Events

#### Upcoming events

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#### Check out other Construction Industry Related Organizations:

ASPE groups on LinkedIn.com

<https://www.linkedin.com/company/american-society-of-professional-estimators>

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CSI Portland - [www.portland.csinet.org/](http://www.portland.csinet.org/)

NAWIC <http://www.nawicportland54.org/>

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## From The President\* \*Interim President



Let's learn together! In the 1980s, during my "young adult baby-boomer formative" stage, I worked for Tom, a Texas lawyer specializing in

construction claims. It was an incredible experience. He won or negotiated favorable settlements on all his cases. He also presented brilliant construction management seminars around the nation.

Two key features of those seminars have forever stayed with me: The "contractor's fence" and the role of "real leadership". The contractor's fence is a straightforward model of sound construction business management. It lays out the conditions and timing for strong, logical growth of the company. In metaphorically simple terms, the contractor/business owner makes bidding decisions in direct proportion to his (or read also as her) supervisors' experience, crew's skills, subcontract relations, liquid assets and bond capacity. He can bid up to the known limit of these and perhaps stretch just a tad beyond. The unique challenges on the project will not overtax him and will contribute to his depth and breadth of resources on the next ambitious project bid. In other words, he has expanded his span of control – his fence – in a manner that facilitates a greater foothold in his community. And prospective clients start to take notice.

But if he impatiently and impulsively attempts to "jump the fence" and bid on a project containing too many unknowns (to his span of control) he increases the chances that the fate of his business will be at the wrong end of a claim.

Regarding real leadership Tom began each seminar, asking everyone to stand up for self-introductions: their name and their role. This usually resulted in the participants expounding on their job titles and areas of management oversight (ordering groups of employees to perform tasks) – essentially bragging about their importance in front of their peers. By the end of these sessions, Tom had reprogrammed the entire group into seeing themselves as more than a coveted box on an organization chart. Rather, they – themselves – were charged with performing a service to a position, and supporting individuals to achieve and excel in their various areas of responsibility, for collective success of the business.

How did Tom do this? By employing methods similar what is today called emotional intelligence. To first identify and focus on the goal, coupled with really getting to know your employee team members and fully understanding them as people and valuable assets and their respective strengths and weaknesses to more effectively deploy and empower them.

I'll admit that I have not the opportunity, myself, to put either of these lessons into practice professionally, (but I can

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ASPE October Program

## WHAT HAPPENS TO THE ESTIMATE IN THE FIELD

*From Winning Bid to Viable Budget*

*Featuring*

**Cless Woodward, Vice President • Westech Construction**

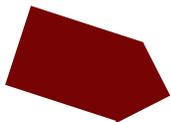
**When:** Tuesday, October 18, 2016  
Social Time – 5:30 PM • Dinner & Program – 6:15 PM

**Where:** University Place • 310 SW Lincoln, Portland  
\*\*\*Free parking – go to the hotel lobby and say that you are with ASPE \*\*\*

What happens when your estimate hits the field ready for construction? Are you prepared for the review of your life? How do paper numbers and real life compare? Are all historical unit costs reliable in the eyes of both the field and the estimator? What about that “gut feeling” plug number you assign to an estimate line item; does the field management concur? To what extent do you follow the job through? These are questions that all estimators explore during the bid process, but what about during the actual construction of the work?

Come and listen to Cless Woodward share his experience on how you, the estimator, can help the field superintendent help you – and keep him from making your life miserable. And check out Westech’s website: <http://www.wtc-inc.com/>

\*\* This educational program qualifies for 1 CED hour for Oregon CCB license renewal



Meeting Cost: \$35.00 with Reservation & Credit Card payment\*  
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\*Reservation Deadline: Noon, Wednesday, Oct. 12th

For Reservations, go to: <http://aspe54.org>

If this does not take you to it, then look for, and click on, “Oct Program Meeting”

Questions or special circumstances: contact Curt Kolar 503-962-8840 [kolarc@trimet.org](mailto:kolarc@trimet.org)

### UPCOMING PROGRAMS

November’s program\*

\* Portland’s “Eye in the Sky”, presented by Joe Vaughn, owner of Skyris Imaging, is scheduled for one of these months, pending his schedule (he’s swamped until it’s rainy again!)



From The President Continued

sometimes observe the results of others!) But ASPE has afforded me many occasions to practice. That's why you often hear us say "ASPE is good for your business". And it's why we are always inviting members of our community to participate to benefit both you and the organization in common goals.

This month you will learn what Chana Frederick, CPE (our prospective next chapter president) learned at the ASPE Regional meeting (a lot!!), and what happens when your project superintendent must perform within the confines of your winning bid. Thanks for listening, now go kick some Ess! (Estimates). Me – I'm gonna' learn how to take better selfies!

Curt Kolar, CPE  
Interim Chapter President



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NW/SW Fall Regional Meeting 2016 recap

Recap by Chana Frederick, CPE

I had the opportunity to go to Oklahoma City for this regional meeting and truly enjoyed it and the people. The Land Run Chapter that presented it did a great job lining up great speakers every hour and feeding us. On Friday we listened to industry leader's talk about their cool products and their costs and reasons for their use in design. We heard about the following: Coil Anodized Aluminum for Architectural Design (more uniform color), FRP Entrances: The Science Behind the Door (really cool products and manufacturing processes), Fire Doors (and how they can be designed for use in wide open areas/ atriums/malls), Operable Walls (different styles, STC ratings, egress doors within them).

Saturday included more interesting topics and society updates from our immediate past national president Doyle Phillips. Doyle also talked about how to be a chapter president and the roles of the treasurer. All good information. The three speakers (with more information on the first two below) were on Cost Segregation, structural glass systems and claims estimating utilizing industry standard pricing tools (Xactimate).

Cost segregation is a valuable tool used to reduce a building owner's tax liability by accelerating the depreciation on the building. The Repair Regulations, which took effect in 2014, created both IRS compliance issues and economic benefits for the owners of commercial buildings. An engineering-based cost

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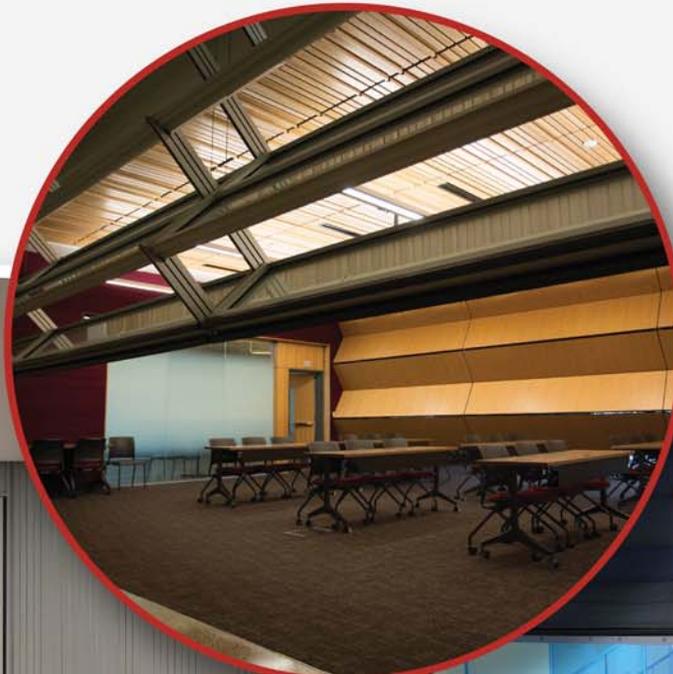
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## NW/SW Fall Regional Meeting 2016 recap

Continued

segregation study provides the information and the calculations needed by building owners to make the most economical decisions and to be in compliance with the IRS regs. This information came from Rick Vandaveer of RBM Financial Services LLC who was one of the speakers along with Brad Allred of Cost Segregation Services. These guys are great at helping building owners find the best tax breaks for their buildings in this complicated tax code.

The structural glass presentation was amazing to see what you can do with just glass on a curtain wall system or other uses. They use structural glass fins for support and structural glazing. They have cable net systems for blast applications, curved systems or steel framed systems. He even showed us pictures of a glass spiral staircase that had a price tag of about \$6 million (the treads costs around \$5,000 each). I'll not be walking up that staircase in a dress!

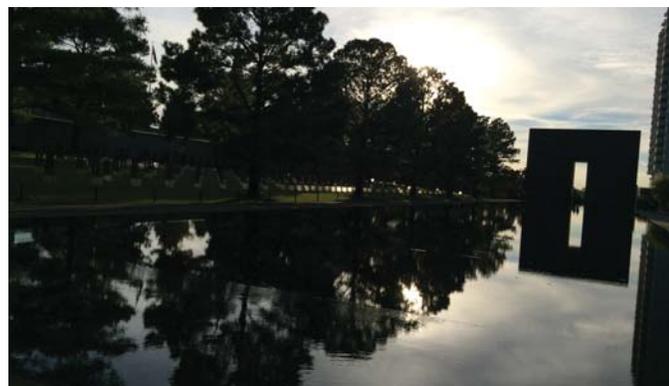
National level news included the new chapter bylaws that all chapters have to adopt to be in compliance. Chapter dues are established by the national board and are standard across all chapters (now \$75, \$25 of which will be applied to the annual meeting assessment). National will assess each chapter the costs of the society's annual meetings registration fees (to encourage them to send one attendee as required by the bylaws) and is nonrefundable. Next national annual meeting will be held in Denver from July 12th through

the 15th. Please contact me if you are interested in attending.

The meeting wasn't all lectures, we also got to go out and check out the Land Run Monument (see photos on page 8) and the Murray Building Memorial. I also learned that a "Sooner" is a cheater because they got there "sooner". We stayed down in the Bricktown district which is a happening place. The meeting was well attended and the food was great.



Chana Frederick, CPE.  
Soon to be Chapter 54 President (again).



**Chana Frederick**



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NW/SW Fall Regional Meeting 2016 recap

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