



# The Northwest Recap



## Estimating

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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>

A/E/C Industry on LinkedIn.com  
<https://www.linkedin.com/groups/46976/profile>

AACE Cascade - [www.aacei-cascade.org/](http://www.aacei-cascade.org/)

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

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

## Volume 26 | Issue 9 | September 2016

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## From The President\* \*Interim President



I've been admonished (by well-meaning ASPE members and friends) that I can scare people at times. This is feedback, usually following some of my calls for volunteers for various chapter

responsibilities – especially those that I am or have been personally performing, where I describe what the task calls for, or how I, myself, have gone about performing them.

They tell me that I set standards too high. Further, they advise me that it's common for people to possess a fear of failure (what I perceive as possessing the stigma of receiving criticism, even disapproval, for a "subpar performance" that is too strong an emotion to ignore.) for many it's better not to step forward, or stick your hand up at all; there's already way too much stress, too many responsibilities, and too little time in our lives to obligate one's self to a new responsibility that may have uncertain results.

This was a bit of a surprise to me – I'm so shy that I was a senior (in college!) before I asked a girl out for a date! But it made me start to ponder how we estimators deal with fear. The first thought that came to mind is that contractors' estimators deal with fear, in the form of risk, weekly; probably daily for vendors and subcontractors. They put their own reputations on the line as well as committing their company's resources and finances with every bid they submit: *Am I too low? Are we going to win that much-needed project?*

I never read it, but I Google®d "Feel the Fear and do it Anyway" (1987 by Susan Jeffers)

and picked up some quotes that she found inspirational. And they are to me; plus they apply to our profession:

*Considering how dangerous everything is, nothing is really very frightening! Gertrude Stein*

*Ships in harbor are safe, but that's not what ships are built for. John Shedd*  
*I'm not a failure if I don't make it . . . I'm a success because I tried. Unknown (but I bet it was an estimator!)*

Then a thought stuck me – like a bucking bull: Estimators are the rodeo clowns of construction. They're never the stars, but their courage, fortitude and skills protect the stars' assets!

So I will hereby rephrase my appeal. Rather than call for committed volunteers, I shall ask for "tryers" (I know, I know – it's not a real word, but it seems to fit!) And to maintain the element of "thrilling" fun, we're looking for a rodeo clown's attitude.

Some members have already announced upgrading their current commitment levels, plus some people new to our group might be in favor of getting involved. I'm feeling very optimistic! But we need more to share in the fun.

We have three excellent programs on tap to close out the year, starting with Conceptual (or ROM) Estimates this month. Sign up and invite a colleague (BOGO is still on) today!

I'm bringing back the signoff I used ten years ago: Thanks for listening, now go kick some ess! (estimates). And don't miss the fun!

Curt Kolar, CPE  
Interim Chapter President

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ASPE September Program

# Estimating Ex Nihilo

*The Art and Science of Conceptual Estimating*

*Featuring*

**David Standley • Preconstruction Director, Skanska**

**When:** Tuesday, September 20, 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 \*\*\*

“Ex Nihilo” is Latin for “Out of Nothing” – which often is what you are given to begin an ROM or conceptual estimate: A phone call from a potential client with just an idea for a project, maybe some sketches or [very] preliminary plans. What questions should you ask to ensure your estimate aligns with the client’s vision? How should you collect and organize your historical data to draw meaningful information from? And what resources are there to supplement your internal cost data?

Join us as David takes us through the steps and watches out for the pitfalls in trying to give management or an Owner a number that they are betting their fortunes on. And check out Skanska’s local projects to bid at: <http://www.usa.skanska.com/About-Skanska/Our-geographic-markets/Portland/Portland-Bid/>

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



Meeting Cost: \$35.00 with Reservation & Credit Card payment\*  
SPECIAL THIS MONTH • BRING A GUEST FOR FREE  
Register for 2, pay just for 1 by using “BOGO” coupon code  
And ask about Special Student Rates

\*Reservation Deadline: Noon, Wednesday, Sep. 14th

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

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


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

## UPCOMING PROGRAMS

Oct.\* and Nov.\*

\* 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!)

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NW/SW Fall Regional Meeting

If any chapter member is interested in attending this regional meeting in Oklahoma City (two day event), please contact Curt Kolar or Chana Frederick (see page 2 for contact info).

The chapter will be able to send one additional person, covering flight, hotel and cost of meeting, which includes some meals. See flier on page 7 for additional information.

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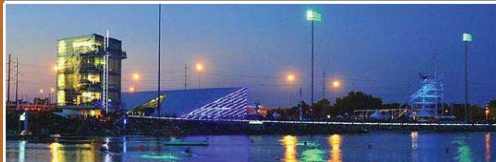


NW/SW Regional Meeting

LOCAL LANDRUN NEWS

September 2016 Chapter 80 Newsletter

ASPE NW/SW Fall Regional Conference in OKC



ASPE NW-SW Fall Regional  
October 7-8, 2016  
Oklahoma City, OK

Register Now

Book your room by  
Sept. 23rd  
for best price!

"Ride the wave"

Registration Details Below:

Hampton Inn Bricktown



Registration cost - \$95

One price includes:

- Friday Afternoon - Registration, Classes
- Friday Evening - Dinner with Special Guest & Welcome Reception
- Saturday - Meetings & Lunch

Additional cost for guest - \$45

Friday Dinner & Welcome reception.

ASPE SW & NW Fall Regional Schedule

Friday October 7, 2016 - Up to 5 PDU's

- 12:00 noon-5:30pm Registration
- 1:00 Presentation - FRP Entrances: The Science Behind the Door - Sam & DeAnn Haggard, SouthWest Architectural Sales or 1 PDU
- 2:00 Presentation - Aluminum Coil Anodizing for Architectural Design - Michael Siwald, Lorin Industries, 1 LU/HSW or 1 PDU
- 3:00 Presentation - Opening doors to design Opportunities with the Model Building Codes - Erika Wright, Burgess Building Company, 1 LU/HSW or 1 PDU
- 4:00 Presentation - Operable Wall Systems 202 - Matt Wright, Burgess Building Company, 1 LU/HSW or 1 PDU
- 5:00-6:00 Welcome Reception - Hosted by Chapter 80 Members
- 6:00-7:00 Roof Top Reception The West Restaurant 2nd floor 1. South Mickey Mantle Drive-Bricktown
- 7:00-9:00 Dinner & Program - The West Restaurant - Avis Room 2nd floor 1. South Mickey Mantle Drive-Bricktown. Speaker: Rand Elliott, FAIA - Oklahoma River Regatta - "10 Year Vision" \*start to finish line."

Saturday October 8, 2016 - 5 PDU's

- 8:00-8:30 Registration
  - 8:30 Presentation - Cost Segregation for Depreciation Purposes - Brad Allred & Rick Vandaveer
  - 9:30 Presentation - Develop a Successful Chapter: Organization, Awards, New Chapters by Chapter 80 Members
  - 10:30-11:30 Presentation - Claims Estimating with Xactimate - Pasha Ameli, ASPE member from Orange County, CA
  - 11:45-1:00 Lunch - "Fuzzy's Tacos" - Hampton Inn Breakfast Room
  - 1:00-2:00 TBA or Follow Up Questions & ASPE Business
  - 2:00-3:00 ASPE Business - Governor-Frank Haas - ASPE SW Governor / NW Assistant Governor
- \*Schedule Subject to Change.

On your own:

3:00-7:00 "Fun on the Rapids" Let's all head over to watch or participate. Rowing/Kayaking/zipline across the river/slides or go down memory lane to the Original Santa Monica Pier Ferris Wheel.

Fall Regional Accommodations:

Rooms have been reserved for October 6 through October 10, 2016 with a special room rate available until September 23rd. Call directly at 1-405-232-3600 or go to our follow the link to our personalized webpage below:

http://hamptoninn.hilton.com/en/hp/groups/personalized/O/OKCBTHX-ASP-20161006/index.jhtml?WT.mc\_id=POG

REGISTER FOR EVENT BY MAIL OR CREDIT CARD:

Mail your check to: Preconstruction Services, Inc., Attn: Joe Nashert, 2512 West Interstate 44 Service Road, Oklahoma City, OK 73112 - Payable to: ASPE Landrun Chapter 80, OR pay electronically at ASPE Website aspenational.org