



★ ASPE e-NEWSLETTER ★

MARCH 2009

Dear ASPE members,

I hope you all are knowledgeable of and participating in our "MARCH membership MADNESS" program. Bring in a new member to the Society and both you and the new member will receive a copy of the McGraw-Hill SmartMarket report on BIM which ASPE co-sponsored. The manuals originally sold for \$149. If you are not up to speed on the program, please act quickly as this great offer ends March 31st. You can always purchase a copy from the ASPE business office.

As I write this column I am preparing to head off this week to the Board of Trustees meeting in Nashville. The conversation promises to be significantly different than in March of 2008. I'm sure events of the last eight months will impact our business plan for 2009-2010. Interestingly, while our membership is actually higher today than last year at this time, our revenues are about the same and there is lots of activity in every corner of the Society, the general "buzz" seems to indicate the year ahead may be a bit bumpy and caution is needed.

For an organization which has weathered some significant storms over the last six years, we have experienced Board leadership who have shown a steady hand at the wheel. Together your leadership and staff have upgraded how the business of ASPE gets done and grown every corner of the operation. I don't fear for the future of the Society in any way and in fact, based on our growth and involvement in the industry, we are well positioned to ride out any slow times.

What does concern me though, is the prospects for many of our member's jobs. In just the last few weeks I have received a number of messages from members who have been laid off or are concerned they may be soon. While ASPE is not in any way, shape or form an employment service [nor do we wish to be], we do have advice and resources available to our members who may lose their jobs. Resumes can be posted for free on the national website; <http://www.aspenational.org/Employment.htm> In checking this morning, I noticed there were 267 in the employment center. We promote this site to employers every day- so your resume has a great shot at being seen. Some websites where estimator jobs are posted are: ASPE National, AGC National, AACE National, Indeed.com, Monster.com, CareerBuilder.com, Craigslist, ENR.com and likely your local newspapers online edition.

Three weeks ago I went to a McGraw-Hill sponsored forum in NYC on the anticipated effects of the "stimulus" package on the industry and heard some diverse feedback from the panelists. To summarize I'd say this comes as no mystery to most of you, but power plants, transportation and infrastructure have grabbed that brass ring. Some panelists mentioned that this cycle is a bit different than 2000 or those of the 90's, but like those of the past, we'll pull out of this one.

A couple of website pages which might be of interest on this matter;

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ESTIMATING

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INVITATIONS
PLANS
SUBS

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ASPE Convention
2009 St. Louis

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CAREER
OPPORTUNITIES
Job Seekers...
SEARCH JOBS

Bid Management
Simplified
eBid eXchange

- http://enr.construction.com/policy/economic_stimulus/default.asp
- http://enr.construction.com/business_management/finance/2009/0116-StimulusBillBreakdown.asp

It is extremely inspiring to see that efforts to grow the Society continue in the face of concerns in our industry. I was in Charlotte two weeks ago to staff a booth at the Construction Expo and also to meet with members of the Society who want to start doing programs and events there. Things are still moving ahead in Richmond, Norfolk, SW Florida, Long Island and Hawaii. A new group has popped up in Springfield, Illinois. Our regional meetings are gaining strength every time we do one. One example is that 80% of the northeast chapters were represented at their March 7th regional meeting in Philly.

We are not changing our practices of being out in the industry, coming up in April we'll be at the NASCC convention in Phoenix thanks to our Arizona members who will staff the booth and we'll be at the Accubid users Conference in Las Vegas. In June we'll be back at the CSI Expo again for the third time and of course we'll be bringing our own national estimating academy and convention to St. Louis in July. Registration for our big events will be on the national website soon. I want to remind all members if your company is looking for ways to enhance its image and maybe meet a potential estimator employee, the exhibit area in St Louis has about 6 spots still open. I sincerely thank our current committed sponsor/exhibitors Planswift Software – www.planswift.com (Platinum), SmartbidNet – www.smartbidnet.com (Gold), Eos Group – www.eosgroup.com (Gold), Beck Technologies – www.becktechnologies.com, (Silver), ProEst Software – www.proest.com (Silver) and US Cost – www.uscost.com (Silver).

Remember to mark your calendars & plan to attend the ASPE National Convention & Estimating Academy Estimator EXPO & Industry Speakers Day please visit our events page for information



Meet us in St. Louis!!

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Our new partnership with www.constructionexpos.com will provide our chapters and opportunity to be out in their local industry for the foreseeable future. Our Houston chapter has a booth scheduled



ASPE in the Industry

April 1-3, 2009:

The NASCC steel Conference- Phoenix
www.aisc.org/nascc

April 14-16, 2009:

Accubid- Las Vegas
www.accubid.com

June 16-19, 2009:

CSI Convention / CONSTRUCT 2009 Indianapolis
<http://www.constructshow.com/splash.html>

July 22-25, 2009:

ASPE National Convention, Estimating Academy & Estimator EXPO
<http://www.aspenational.org/Events.htm>

[OTHER INDUSTRY EVENTS](#)

Estimator Forums

in April with Richmond and other cities on tap. This fall we will be joining MAXWELL Systems (www.maxwellsystems.com) at their user conference and we hope to be going back with OnCenter (www.oncenter.com) and MC2 (www.mc2-ice.com) user conferences though they have not been confirmed.

NEW MEMBER BENEFIT: For those of you who read my columns monthly, you know we constantly strive to find benefits which enhance your membership in ASPE. We think the offer being made by our Society sponsor Construction Management Systems (CMS) will rank as one of the best ever established. CMS which is the parent company of ProEst software (www.proest.com) has offered to give any active (dues paid up) a free software package valued at \$1300. This program begins April 1 and more information will be coming your way- if you wish to receive specific information prior to April 1, send me an e-mail and I will forward (edwalsh@aspenational.org). CMS has been a Platinum Level sponsor of the Society for years and once again they have committed to continue this through 2009.

ASPE ONLINE CLASSES- an important resource in the year ahead. Many companies will use "down time" and slow time to bump up their capacity with new software, but many others will be looking to enhance the skills of their estimating staff. Few industry training programs, if any, can match the "state of the art" ASPE online estimating courses offered by our Education Board. Be sure your employer and or human resources department knows about these classes:
www.aspeeduction.org.

RICS/ASPE Partnership- while the paperwork is far from finished at this point, the ASPE Certification Board is working with the folks from RICS to see if there exists a possibility for a reciprocal partnership. Details next month. My best.

Thank you,
Edward Walsh- Executive Director ASPE National

Society & Industry News

ASPE INTERNAL MEMBER SURVEY- PLEASE TAKE 40 SECONDS TO ANSWER SOME QUICK QUESTIONS

BIM and the Estimator: Quantity Take Off Survey

This survey is an attempt to find out what will provide the most benefit to the estimator and is the most important factor in having a Building Information Model (BIM) provide quantities. Your feedback is crucial to ASPE's ability to send significant information to the software developers. This survey was developed by the Society's Industry Awareness Committee and is in part aligned with ASPE's partnership in the buildingSMART Alliance.
http://www.surveymonkey.com/s.aspx?sm=cf8sczFNKei23utG45DJKA_3d_3d

Phoenix to Host AISC's 2009 North American Steel Construction Conference ([read](#))

The Blue Book of Building and Construction Announces Spring 2009 "GC Showcase" Schedule ([read](#))

Beck Technology Student Competition ([read](#))



<http://commercialestimators.com/forums/> Sponsored by ASPE and donated by <http://www.SmartBidNet.com> this forum is designed for members to ask and answer questions posted on the site.

Shop Online? Then please help ASPE Raise a few bucks

The Society is listed with "Goodsearch" search engine. All you need to do is go to this page: <http://www.goodsearch.com/> and type in American Society of Professional Estimators as your charity, then go to this page: <http://www.goodsearch.com/goodshop.aspx> and fire away. The Society gets a nice commission from money you spend with many online stores (like Home Depot, Amazon, Hotels.com, Circuit City, Apple and many many more)

Construction Management Software Achieves Microsoft Gold Certified Partner Status ([read](#))

PLANSWIFT STREAMLINES ESTIMATING WITH POINT-OF-SALE INTEGRATION
Software Allows Direct Exportation of Construction Takeoff Material Lists ([read](#))

Informative & Interesting Construction Software Blog:
<http://www.constructionsoftwarereview.com/blog>

ASPE 'Recommended Bidding Procedures' manual

It makes a nice gift! Pass a copy on to someone you know:

<http://www.aspenational.org/RecommendedBiddingProcedures.htm>

BIM Articles & Blogs

Whole Building Design Guide/BIM:

<http://www.wbdg.org/bim/bim.php>

Building In The 5th Dimension: http://www.di.net/articles/archive/building_in_fifth_dimension/

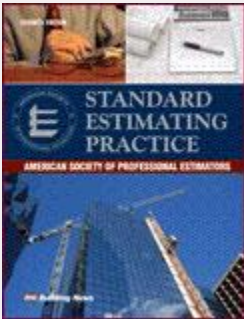
The 5th Dimension of BIM: <http://www.cfma.org/pubs/docs/bim%20jabp08%2072.pdf>

Cost, Lifecycle Management and "5D" - <http://www.bimformation.com/2008/06/lifecycle-management-and-5d.html>

"BIM" by Rich Ullrich, CPE LEED AP - (please see pages 5 & 6) <http://www.stlouis-aspe.org/images/documents/dec07newsletter.pdf>

New!

ASPE authorizes estimating software vendor to give active members free product and service – please see ASPE national homepage for information to come soon.



ASPE Standard Estimating Practices Manual 7th Edition now available:

http://www.aspenational.org/osCommerce/catalog/product_info.php?products_id=48

The American Society of Professional Estimators' new Seventh Edition of Standard Estimating Practice is available to individuals or groups who have an interest in a "how-to" reference manual on the practice of estimating construction projects.

This reference volume includes basic information applicable to all aspects of the practice of estimating and also includes specific information on a wide variety of specialty estimates arranged in a CSI format.

The 7th Edition of ASPE's Standard Estimating Practice manual will make a great addition to your estimating library as a ready reference or teaching aid.

ASPE "Members Only" special rate on the National Historical Building Cost Database (NHBCdb™) from Design Cost Data Magazine

Design Cost Data™ magazine is now available in digital format in addition to its print edition- see www.dcd.com

RSMeans discount for aspe members - [click here](#)

ASPE 20 SECOND SURVEY ~ SHARE YOUR THOUGHTS ON CONVENTION 2009 ([click here](#))

ASPE Electronic "Library" and Industry Resource

Previous editions of Estimating Today are posted back to 2004 and topics are listed for a quick scan.

Learn more about your area of interest by seeing how your fellow members have offered their

interpretations: <http://www.aspenational.org/EstimatingToday.htm>