

The Addendum

The Official Publication of the American Society of Professional Estimators Des Moines Area Chapter 73

Our Mission

- The American Society of Professional Estimators serves construction estimators by providing education, fellowship, and opportunity for professional development.

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Board of Director's Meeting
Minutes, continued



From The President—Steve Watrous, Automatic Door Group

Several months ago I was commenting about the cotton pickin snow and whether the winter of 07-08 would ever end. Well the temperatures have finally begun to warm up but the moisture just keeps falling from the clouds above. Hopefully it will let up for us long enough to sneak in our annual golf outing on the 18th at Legacy Golf Course in Norwalk. I'm really looking forward to what should be a fantastic day to get out of the office, drink a few cold beverages and enjoy time with friends away from work. I've already had the opportunity to play a couple of rounds at Legacy this spring and the course is in fantastic shape. Don't forget to plan on sticking around afterwards for more cold beverages and a delicious meal. There will also be numerous door and hole prizes handed out. Wouldn't it be great if someone could get a hole in one during their round and buy all of us a drink to help celebrate the event?

June Dinner Meeting

The Des Moines Area Chapter 73 of the American Society of Professional Estimators will be having their annual golf outing.

June 18, 2008 at Legacy Golf Course in Norwalk. 800 Locust. Please R.S.V.P. to Tony Garcia. At tonyg@hansencompany.com or call him at 515-270-1117

Next month we keep right on partying as we gather at the Blank Park Zoo on the 16th of July. If there is anyone you have wanted to invite to join in on the fun now is the time to do it. We use this event as sort of an annual membership drive and there is no charge for members or those who are guest of members. This event has become very popular with those who attend and if you haven't experienced it yet I suggest you try to make every effort to do so. After a great meal you'll have the opportunity to tour the facility and check out all the animals while enjoying your favorite ice cold brew. There will also be plenty of non-alcoholic beverages available for your enjoyment.

We are also closing in on the completion of our first decade as chapter 73 of the American Society of Professional Estimators. Paul Henkel, charter member and the first president, is heading up a committee to organize our tenth anniversary celebration this fall. Knowing Paul I can guarantee it will be a humdinger of a good time. If you were one of the original charter members and want to contribute make sure you contact Paul and pass it on. This is an important milestone for our chapter and we should all be proud of the effort of those who put forth the initial undertaking to obtain our official charter and get everything rolling. Let's make sure we extend our appreciation to these folks at every opportunity.

On a more serious note: At the time of this writing, Parkersburg is still digging itself out from a devastating F5 tornado followed by continuous rain and thunderstorms. The Saylorville Reservoir is flowing over the emergency spillway and the water is rising in downtown Des Moines. Mason City has lost it's water supply due to the flooding of it's water treatment facility. Cedar Falls is hanging on by a thread as the residents

(Continued on page 3)

Upcoming Chapter Events

The ASPE Des Moines Area Chapter 73 program committee is chaired by : Ken Kness, 515-288-1450; Daryl Charlson, 515-986-0380 and Mark Rasmussen, 515-265-4441. Contact them with suggestions for future chapter meeting programs and locations.

MARK YOUR CALENDAR



The tentative calendar for the next few months are:

June 18, 2008 (GOLF OUTING) date)

July 7, 2008 Board Meeting (TBD)

July 16, 2008 Dinner Meeting (Zoo Brew) tentative

August 4, 2008 Board Meeting (TBD)

August 28, 2008 Dinner Meeting Tour of Two Saints Winery, St. Charles, Iowa

September 1, 2008 Board Meeting (TBD)

September 18, 2008 Dinner Meeting; Celebrate 10 year anniversary.

If you have suggestions for speakers or meetings please contact Ken Kness or Steve Watrous.

OUR MISSION

THE AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS SERVES CONSTRUCTION ESTIMATORS BY PROVIDING EDUCATION. FELLOWSHIP AND OPPORTUNITY FOR PROFESSIONAL DEVELOPMENT.



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continue their efforts to save their city with bulldozers and sandbags. Iowa City is doing the same. Cedar Rapids is not so lucky. Due to a levee failure over 100 square blocks of the city are now under water. Hundreds have been evacuated from their homes and businesses.

If this news isn't bad enough there were several more inches of rain that fell overnight across Iowa and it's heading down the tributaries towards these various locations. Real Iowans with real homes and businesses are suffering real losses. Four teenage Boy Scouts were killed and more than 50 others injured by a tornado that ripped through their campsite in western Iowa.

What does this have to do with ASPE? As we all know occurrences such as these events affect all of us in one way or another. For some it may be through a friend or loved one while for others they may be directly affected. Some have already spent time assisting others in everything from sandbagging to cleanup duties. It's hard to find anyone at this time that doesn't know someone who has water damage to their finished basement. The problem is many of us have acquaintances who have far worse problems than just wet basements and they need all the help they can get whether it be physical, emotional or financial. Please join me in remembering these folks in our thoughts, deeds and prayers now and in the future as we all join in to help repair the damage that Mother Nature has reaped upon us. We are all in the construction business and soon it will be time to do a lot of rebuilding.

Sincerely,

Stephen Watrous

ASPE May Dinner Meeting, Tour of the new Principal Life Insurance Company Child Development Center



Christine Carlton explains the various components being installed in the state of the art LEED certified Childcare Center.



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9 Locations:

Des Moines, IA
Waterloo, IA
Cedar Rapids, IA
Dubuque, IA
Omaha, NE
Grand Island, NE
Rock Island, IL
Rockford, IL
Madison, WI

MAY DINNER MEETING



Our May dinner meeting was held May 19, 2008 and included a tour of the new Principal Life Insurance Company's Child Development Center. Christine Carlton provided a tour and information on this proposed LEED certified building. There were several subcontractors and suppliers in attendance that are also involved in building this state of the art child care facility.

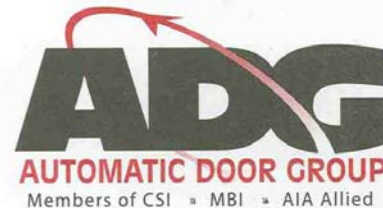
The building will house 185 children from infants to pre-school age with space available for future expansion.

Construction waste is being recycled, local materials were incorporated where possible, the classroom lighting is on motion detectors and the high efficient HVAC system all contributes to the LEED certification process. This building may be the first LEED certified building in the downtown area.

We enjoyed a great meal at the Suites of Lo-cust after our tour.

CONGRATULATIONS TO OUR 2008 ASPE CHAPTER 73
NEED TO BE THERE TO WIN, WINNER

Tim Neumann won again this month!!!! He was present at our meeting and won the \$25.00 for the need to be there to win drawing.



Steve Watrous

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EQUIPMENT THEFT



Equipment theft is on the rise. The estimated total value of equipment stolen annually in the United States exceeds **\$1 billion**, not including indirect costs from business interruption such as loss of productivity, wasted workforce and management time, extended overhead, project delay penalties, and short-term rentals. Unfortunately less than 10% of stolen equipment is recovered.

Equipment is stolen from Everywhere. The most frequently requested and quoted equipment theft statistic is the list of the “Top Ten States for theft. The report reflects the commonly held view that the top ten states account for much of the equipment stolen in the United States. In fact, the top five states (Texas, North Carolina, Florida, California and Georgia) account for 33% of thefts reported to the NER (National Equipment Register).

While the states with high levels of construction may attract professional theft rings the NER did receive theft reports from every. Equipment theft levels closely follow the amount of equipment in a particular area. . Wherever there is equipment, there is a possibility of equipment theft. Think before you leave it.

Losses reported to the ISO (Insurance Services Office) by insurers since 1995 show that the majority of thefts occur not from the premise of the policyholder but from someone else’s premise. This largely reflects where equipment spend most of its time. This also underlines the limited control that an equipment owner sometimes has over the security of a worksite in addition to the fact that some worksites are impossible to secure completely.

While electric drill saw may be easy to steal and a large wheel loader may be the most desirable, the equipment most often reported stolen to NER is equipment that is both valuable and easy to transport, most notably **skid steer loaders**. A new skid steer loader can sell for as much as \$45,000 and may be transported on the back of a small truck or even the bed of a pickup.

Lay enforcement officers are unlikely to be equipment experts and are increasingly being asked to do “more with less.” The least that a theft victim can do is to report a theft correctly, using the correct Product Identification Number (PIN) and/or serial number that uniquely identifies a machine. There is now clear evidence that too often these numbers are inaccurate or missing when thefts are reported. Of the recoveries that NER helped law enforcement make in 2000, over 35 % either had no PIN or an inaccurate PIN associated with the theft report. Recoveries were made because the equipment had been previously registered on the NER ownership database. The use of global positioning system (GPS) devices can significantly improve the possibility of recovery.

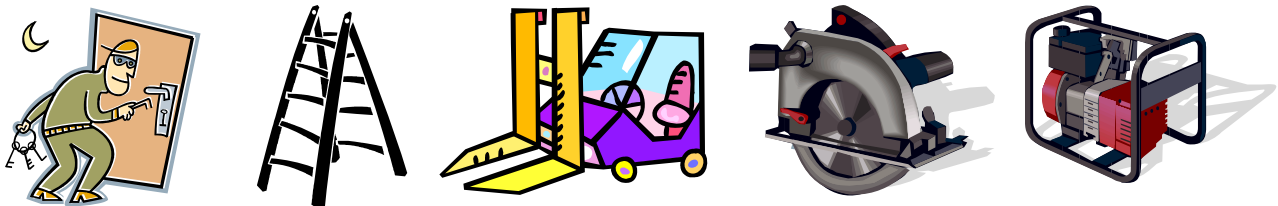
The use of equipment theft technology is one of risk assessment. Consider the likelihood and possible severity of a theft, including the costs of business interruption and how many devices could be bought for the cost of deterring or detecting one theft. Weight the increased cost of insurance, all the indirect costs and the invariable difficulty of obtaining insurance coverage in the future along with the benefit of controlling and limiting your exposure to risk. Focus risk management efforts on high value equipment that can be easily transported with an emphasis on equipment and worksite security.

Construction sites are often unattended at night and on weekends, and police officers frequently find people on the site during these times. Quite often the police department has to make numerous phone calls in order to track down someone who can verify if a person has a legitimate reason to be on the property. Aside from tying up an officer’s time, this can unnecessarily delay a person who has a right to be at the site.

A list of a builder/developer’s responsible persons can expedite this process, and provide investigative leads to the officer in the event that a crime is, indeed, taking place. Should a construction site begin to experience problems, it is useful to have a “point person” who police department personnel can work with in order to try and resolve problems.

Construction site assets should be secured behind barriers. Adequate barriers will deter some potential thieves and slow down others to the point where they might abandon their efforts. The site should also be open to the view of passing public and patrolling police officers. A visible and well-lighted site will help to deter most thieves who typically do not want to be seen.

By James P. Schabarum IICPCU, AFSB, CWCA of Cavnac & Associates



AMERICAN SOCIETY OF PROFESSIONAL ESTIMATORS

CHAPTER 73

Board of Directors Meeting

MINUTES



DATE: Tuesday, June 2, 2008

LOCATION: Legacy Golf Course, Norwalk

START TIME: 5:30 P.M.

END TIME: 8:30 P.M.

IN ATTENDANCE: Steve Watrous, Paul Henkels, Ken Kness, Ray Conway, Jon Wall, Mark Rasmussen, Tim Neuman, Christine Carlton, John Woodruff, Jack Leachman, Todd Ross, and Terry Dvorak

CALL TO ORDER: Steve Watrous

MINUTES OF PREVIOUS MEETING: Approved

REPORTS:

Membership: (Steve Watrous)

85 members currently.

Renewals are coming up

Treasurer Report (Ray Conway)

A/R \$570, Bank balance \$12,522, CDs \$11,132.

Treasurer's report was approved.

Potential treasurer appointments were discussed to take over as Treasurer when Ray becomes President. Luncheon meeting with potential candidate was to be established in the near future.

Budget Committee (Ray Conway)

Budget committee to meet over lunch in conjunction with the treasurer appointment discussion.

Activities/Fundraising (Tony Garcia) –

Invitation to the golf outing at Legacy on June 18 have been sent out. 60 had already signed up by Monday. Most of remaining are anticipated to be filled shortly.

Todd Ross and Terry Dvorak offered to assist with the golf outing.

Scholarships (Tony Garcia)

Scholarship winners have been notified and have been invited to the golf outing.

National contributions to each scholarship to be held until the students have enrolled in classes.

The golf outing is the fund raiser for the scholarships.

Newsletter (Christine Carlton/Jon Wall)

Jon Wall to write an article for the newsletter this month.

Programs (Ken Kness)

June 18 is the golf outing.

July 16 is Zoo Brew.

August 21 is a tour of Three Saint's Winery.

September 18 is the 10-year anniversary. Programs ideas were discussed. Looking at Holiday Inn – Downtown for the location and inviting past dead presidents, regional director, and other dignitaries that helped establish the chapter 10 years ago.

Programs beyond September pending. Suggestions requested.

Continued on page 10

ASPE Member Companies

The following companies all have at least one member in ASPE Chapter 73:

Academy Roofing & Sheet Metal
Air-Con Mechanical
Architectural Arts
Automatic Door Group
AZCON Corp
Baker Electric
Baker Group
Ball Construction Services
Bratney Companies
Central Iowa Mechanical
Central Iowa Painting
Commonwealth Electric
Concrete Technologies, Inc.
Construction Services, Inc.
Corn States Metal Fabricators
CPMI
Croese & Lemke Construction
CTI Ready Mix
Doors, Inc.
Drake Williams Steel, Inc.
Eagle Sign & Advertising Co.
Engineered Thermal Insulation
Excel Mechanical
Fox Engineering Assoc. Inc.
Geotech Engineering &

Observation
Graham Construction Co.
Hallett Materials
The Hansen Company
Heartland Finishes, Inc.
Henning Construction
Hubbell Construction Services
Ideal Floors, Inc.
Interstates Construction Services, Inc.
IPC, Inc.
Leachman Lumber Company
Logan Contractor Supply
Masonry Products, Inc.
McAninch Corporation
Nelson Construction Services
Nelson Electric
Neumann Brothers
Northwest Steel Erection
Olympic Wall Systems
Point Builders, LLC.
Proctor Mechanical
Redstone Painting Co.
Regency Commercial Services
Russell Construction Company
Seedorff Masonry
Septagon Construction
Skold Companies
Specified Systems
Stetson Building Products

Story Construction Co.

• .

Terrus Real Estate Group
Terracon
US Erectors, Inc.
Vodaci Technologies
The Waldinger Corporation
Walsh Door & Hardware
The Weitz Company
Wolin & Associates
Wolin Electric

Your company's name could be included in this list next month. All you have to do is join. Contact Chapter 73 Membership Committee Chairman, Steve Watrous, 515-264-0782 for a membership packet.

85 Estimators

- **24 Construction Management/General Contracting Firms**
- + 58 Subcontractors**
- + 15 Suppliers**
- + 3 Engineering Firms**

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Related Industry Association Events

The **Central Iowa Chapter of the Construction Specifications Institute, CSI**, will not meet again until September 2008. Check the website for upcoming information.

For additional information about CSI and the Central Iowa Chapter, visit their website www.csicentraliowa.org.

NAWIC Chapter 80—The **Des Moines Chapter of the National Association of Women in Construction (NAWIC)** Contact Holly Seley at hseley@olywall.com or Hannah Anderson 515-457-9000 handerson@nelsonconstruct.com for information.

Please stop by our website and let us know what you think. We are open to any ideas or suggestions that will help us communicate to our current members and potential new members.

Committees

Activities/Fundraising:	Tony Garcia, The Hansen Company, 515-270-1117, tonyg@hansencompany.com Scott Bleich, Heartland Finishes, 515-244-8900, scottb@heartlandfinishes.com
Awards:	Christine Carlton, Terrus Real Estate Group, 515-471-4281, christine.carlton@terrus.com
Bylaws:	Paul Henkels, Ball Construction Services, 515-276-8788, phenkels@ball-construction.com
Certification:	Mark Kutchen, Story Construction Co., 515-232-4358, mkutchen@storycon.com
Education:	Mark Kutchen, Story Construction Co., 515-232-4358, mkutchen@storycon.com Tony Garcia, The Hansen Company, 515-270-1117, tonyg@hansencompany.com
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Historical/Public Relations:	Brad Churchill, US Erectors, Inc., 515-243-8450, bchurchill@us-erectors.com Ray Conway, Proctor Mechanical Corp., 515-288-2251, rconway@proctor-mech.com
Newsletter:	Christine Carlton, Terrus Real Estate Group, 515-471-4281, christine.carlton@terrus.com Mike Webber, Ideal Floors, Inc., 515-283-0665, mikewebber@idealfloorsinc.net Jon Wall, Central Iowa Mechanical, 515-243-8126, jwall@cimech.com
Meetings/Programs:	Daryl Charlson, Northwest Steel Erection, 515-986-0380, dcharlson@cranerent.com Ken Kness, Excel Mechanical, 515-288-1450, kkness@excelmechanical.net Mark Rasmussen, Architectural Arts, 515-265-4441, markr@architecturalarts.com
Membership:	Steve Watrous, Automatic Door Group, Inc., 515-264-0782, stevew@autodoorgroup.com

*The Official Publication of the American Society of
Professional Estimators Des Moines Area Chapter 73*

From the Editor—Christine Carlton

July 16, 2008 (it's a Wednesday) we will have our dinner meeting at the Des Moines Blank Park Zoo. This is our official membership drive and we waive our dinner meal charge to members and visitors. This is a great time to bring a couple of work associates to the meeting and introduce them to our group. The food is great and so are the refreshments. Let's make it a great outing.

Christine



Please think about contributing an article to our ASPE Newsletter.

- Are you working on an interesting project?
- Has your company been featured in our newsletter?
- Have you run into an unusual circumstance in the industry?
- Have you been effected by the New LEED requirements?
- Would you like to give Jon Wall a piece of advice?

Contact: Christine Carlton @ christine.carlton@terrus.com or 515-490-9060

Officers

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3rd V.P.: Jon Wall, Central Iowa Mechanical
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Secretary: Robyn Vogel, Walsh Door & Hardware
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Treasurer: Ray Conway, Proctor Mechanical Corp.
515-288-2251, rconway@proctor-mech.com

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2006-2008: Paul Henkels, Ball Construction Services
515-276-8788, phenkels@ball-construction.com
2006-2008: Tim Neumann, Stetson Building Products
515-243-6286, tim.neumann@stetsons.com
2007-2009 Nick Gehl, Neumann Brothers
515-243-0156 gehln@neumannbros.com
2007-2009 Paul Henkels, Henning Construction



May dinner meeting tour of the Principal Life Insurance Child Development Center



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Certification (Mark Kutchen)

2 CPE candidates in the process of accreditation

Contribution to National for the accreditation program (National \$5000 annual cost) was discussed. Various denominations were suggested and what would be appropriate for our chapter to contribute to national. Steve decided this may be where the President's charitable project be spent.

Board approved \$200 contribution, pending discussion between Steve and Mark for its appropriateness.

Advertising (Mike Webber)

No report.

Bylaws (Paul Henkels)

National is changing some bylaws, but it did not appear they would affect the chapter's bylaws.

Awards (Christine Carlton)

Christine submitted for award for Best Newsletter and Fundraiser of the Year

PR/Historical (Ray Conway)

Nothing new. History is still in the making.

Website (Mike Webber)

No report. Any new requests are welcome for improvements to the website.

Steve suggested everyone check the website and help keep membership changes up to date.

Unfinished Business

Both the charitable project of 2008 and funding for the accreditation program were discussed earlier.

New Business

Paperwork for the non-profit status has been taken care of by Ray.

Adjournment: Steve Watrous

Next Board Meeting: 5:30pm, **Tuesday**, July 1, 2008.

Location: Firk & Fox, West Des Moines

DID YOU KNOW:

That Roby Vogel was the 1989 Calhoun County Pork Princess?