



REALITY CHECK



Volume 00-10, Issue 1

Delaware Chapter ASPE

OCTOBER 2000

Bruce Gollicker, Editor, Pyro-Tech Fire Protection

ASPE Mission Statement

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

Officers & Committees 2000-2001

President	Ed Alexander, CPE	Planning
1st V P	Mike Gioffre, CPE	Publicity
2nd V P	Jim Connell, CPE	Membership
3rd V P	Bruce Gollicker	Newsletter
Secretary	Jerry Doherty, CPE	Legal/Archive
Treasurer	Jeff Coopersmith, CPE	Finance
1st Director	Ed Lupinek, CPE	Certification
2nd Director	Wayne Shannon	Program
3rd Director	Buzz" Kingsley	Faxing
4th Director	Rich Murphy	Education
5th Director	Anne Jacobi	Awards

REALITY CHECK is published by the American Society of Professional Estimators Delaware Chapter, Inc., which is solely responsible for its content.

President's Message

This is a very exciting time. The Delaware Chapter is off to a good start internally as well as externally. We are starting the 2000-2001 with an excepted retained membership of +90%. Four of our members have earned recognition as Certified Professional Estimators. We held our first Scholarship Golf Outing, netted \$500 for the ASPE National Scholarship Fund and are working on a bigger and better outing for this year. One member has earned

re-certification. We are continuing to attract new members. We have started two new committees: the Welcoming Committee will reach out to new people who come to our meetings and the Standard Committee will help the National Standards Board with the development of new standards. The newsletter Reality Check is being distributed electronically to all members. The newsletter is being distributed to other chapters as a way to exchange ideas. It will also be e-mailed to non-member Delaware construction companies as a way to introduce them to ASPE. We have two joint programs scheduled with other construction-related organizations. A meeting with CSI is scheduled for November and a meeting with ASHRAE is scheduled in February. The executive board is meeting in October to start the strategic planning process to set in place one year and five year plans. The goal is to work on strategy, tactics, and specific action items. ASPE Delaware is growing and we need all members to get involved. Talk to any officer, director or committee chair regarding the opportunities to participate.

Ed Alexander, President

ASPE Delaware Chapter #75 eda@bc-const.com

Change: Accept It and Move On

By Anita Bruzzese of Gannett News Service, *The Bottom Line*

By our very nature, we human being don't like change. Children as young as two will pitch a screaming fit when the furniture at home is moved. Teens struggle to cope with the new world of high school or college. Even adults have a hard time saying good-bye to the familiar-especially when it has to do with their jobs. Work is a big part of our lives. Many of us spend 12-14 hours a day at work, so when things get turned topsy-turvy, we're not always pleased with the results. In fact, our behavior may closely resemble a toddler's hissy fit. Well. Almost. Adults are usually quieter. We sit at work, fuming silently that

our company is being downsized and peers are losing their jobs. We're angry that we will have to move to another facility in another state in order to keep a job. We're totally ticked that we will have to learn a new system. In other words, things are changing, and we're not one bit happy about it. "At first you deny what is happening, and you resist it," said Cynthia D. Scott, a psychologist and anthropologist. Still such a reaction is "good" since it means you're finally acknowledging that the world around you is changing, she said. When you finally get what is happening, which is better than just being numb. Now you will experience what is happening and move on. A big part of the change process is often grief, which many companies try to ignore. Acknowledging that employees are unhappy with change is the last thing desired by company brass. "If companies don't recognize it-the need for employees to talk about how much they hate what is happening-then they can not learn to deal with it," Scott said. "It is often the emotional pieces that everyone misses." Scott, who has written numerous books on change, including "Getting Your Organization to Change" with Dennis T. Jaffe, said that it is a natural reaction for people to be "furious, angry and disrupted" when working patterns change. "We are animals of habit," she said. "A lot of people have not yet learned to be very resilient, but they need a chance to grieve." Scott said that if you are facing change on the job, here are some things to consider.

The loss. If you feel that you are fighting the change, take a step back and consider what it is that you believe you are losing. "If you cannot handle loss in your life you cannot have growth in your life." Perhaps it is the fact that you are afraid you will lose your visibility on the job because technology is taking over, or that you will lose who you are when a job is lost. "Your job is not your identity", Scott said, adding that human ingenuity on the job is still critical, no matter how much technology is put into place.

The signs. Angry? Crabby? Blowing up at stuff that doesn't matter? These are all indications, along with feeling blue, that change is causing problems in your life. Find a way to acknowledge these feelings and perhaps talk to a family member or friend. If you have a case of the blues that simply won't get better or go away, seek professional help. She added that 10 to 15 percent of an employee population will have some kind of behavioral or medical condition that will make change more difficult for them and that these workers "are going to need more support" from the employer.

Saying Good-bye. Scott said many companies do not realize that desks can be moved, but not hearts. That means that even if an office is just moving across town, then employees need a chance to confront their feelings-about having a longer commute, or missing their favorite coffee shop near work.

ASPE Code of Ethics

Canon #5: Professional Estimators shall utilize their education, years of experience and acquired skills in the preparation of each estimate or assignment with full commitment to make each estimate or assignment as detailed and accurate as their talents and abilities allow.

Membership Meeting Minutes

The September meeting for the general membership of ASPE Delaware Chapter 75 was called to order at 6:30 PM. A quorum was recognized.

Ed Alexander opened the meeting by informing all attendees that the November general meeting will be a joint meeting with CSI. The meeting will be held at the Hercules Country Club. Ed requested that all members make an effort to attend and provide a good representation from our Chapter.

The next meeting, October, will be held at the normal time & location (5:30, Hilton).

Ed introduced Sid Numeroff, past president of the Philadelphia Chapter, who addressed the membership regarding an on-line blue print reading class.

The course is being sponsored by ASPE National and is open to members & non-members. Sid will be working with all Chapters to introduce them to the

concept of on-line classes, and help with any questions or particular needs of the Chapters. A handout was distributed outlining pertinent information regarding the classes, as well as registration information.

Ed informed the membership that the first electronic printing/distributing of our Chapter newsletter was accomplished this month. Bruce Gollicker, newsletter chair, was recognized for his leadership role in making this a success.

Wayne Shannon, program chair, introduces this month's guest speaker, Richard Heffron, Senior Vice President, Delaware State Chamber of Commerce. Richard spoke about current labor trends and an update on Senate Bill 204, contractor pre qualification.

General Meeting was adjourned at 8:35 PM.

UPCOMING EVENTS

Don Logan, Tighe, Contrell, & Logan, will be our guest speaker for October's meeting. He will be speaking on Delaware State Bidding Laws.

IMPORTANT Location Change!!! **November Meeting!!!!**

The November meeting will be held at Hercules Country Club, on Hercules Road, off Route 48 – Lancaster Pike, west of Wilmington. The meeting will be a joint meeting with CSI, the Construction Specification Institute. 'Attitude Adjustment' will be from 6:00PM to 6:30 PM. Dinner will be from 6:30 PM to 7:20 PM. There will be a short business session of about 10 minutes and then the speaker. The speakers will be Scott Schmidt and Paul DiCaprio from Buildpoint.com who will speak on e-commerce, and how it can be used to streamline the Bid Management and Contract Procurement processes. The meeting is expected to finish about 8:30 PM.

ASPE SEPTEMBER BOARD MEETING MINUTES

The September meeting of the Board of Directors of the American Society of Professional Estimators, Delaware Chapter 75, was held at the Bancroft Construction Company 4th street Office in Wilmington, Delaware on Monday, September 18, 2000. The meeting was called to order at 6:00 PM. A quorum was recognized.

Meeting Attendees:

Ed Alexander - chairman	Ed Lupinek
Wayne Shannon	Buzz Kingsley
Bruce Gollicker	Jeff Coopersmith
Jim Connell	

Review of Previous Meeting Minutes

1. Minutes of the September ASPE board meeting were published and distributed in the **REALITY CHECK** newsletter. No changes were proposed.

New Business

1. Each board member must submit a report to Bruce Gollicker even if there is no new information, copy to President, within one week after the board meeting.
2. Committees and Chairpersons will now be listed in the newsletter.
3. Discussion has been held with John DiMattias of Delcollo Electric concerning a web site for the Delaware Chapter. Ed Alexander will continue to follow up.
4. A joint meeting with the local chapter of the CSI will be held on the third Monday, November 20th, at 6:00 PM, at Hercules Country Club in lieu of the regularly scheduled meeting.

Committee Updates:

Nominations

No activity is planned until March 2001 elections.

Public Relations Committee

No report.

Membership:

We would like to welcome Fred Gschweng of Wayman Fire Protection, Al Krushenski of Bancroft Homes, and Sean Wolf of Miken Builders as new members to the Delaware Chapter. This brings our chapter total to 75 members. We have had a hand full of members that have not renewed their memberships, but we are close to getting our numbers back to where we were this time last year. I would appreciate receiving names of individuals that may be interested in joining ASPE.

Anyone needing a membership application can contact Jim Connell @ 302-326-1401. All applications should be returned to Jim Connell at 10 Corporate Circle Suite 104, New Castle, DE 19720. Please contact Jim Connell with any questions related to membership.

Certification/Continuing Certification

CPE certificates for new CPEs are currently missing; Ed Lupinek will continue to follow up with National to

locate them. Ed Lupinek will also look into getting National to release test results even if the candidate has completed the paper. Ed Alexander will follow up.

The Certification Committee is happy to inform the following candidates from the 2000 Certification Program that they have successfully completed the requirements for Status as a Certified Professional Estimator.

Robert A. Anderson, CPE
Joseph J. Connelly, CPE
Edward H. Ide, CPE
Tony Ricciardi, CPE

Additionally, the Certification Committee is happy to inform the following candidate from the 2000 Re-certification Program that has successfully completed the requirements DST Certification.

Edward T. Alexander, CPE

Please note that the certificates in recognition of the successful candidate's hard work and dedication will be presented at the October dinner meeting.

In reference to Candidates from the 2000 Certification Program who did not complete all of the requirements for certification, formal notice as to why our status will be provided from the National Certification Board within the next few weeks. After notification is received the Certification Committee will set up a meeting to discuss the additional requirements and schedule the tests.

For interested perspective candidates for the Certification Program and Continuing Certification Program the key dates to remember are as follows:

Certification Registration Workshop and Fee
October 15, 2000

Continuing Certification Application Submittal
October 15, 2000

A Certification Workshop Registration Form has been provided at the end of this publication. If you have any questions in reference to submitting the application contact Ed Lupinek at the JAED Corporation (302) 653-5844.

Program Chair

Wayne Shannon passed out an updated program list. A joint meeting with ASHRAE is tentatively scheduled for February 2001.

Golf Outing Committee

No Report.

Newsletter Committee

The newsletter, **Reality Check**, was issued via e-mail in September for the first time. It was formatted for Adobe Acrobat, which members can download

without cost. Printer copies were distributed at the September meeting and members without e-mail were faxed copies.

Membership Chair

Jim Connell has been in contact with 14 people who didn't renew to see if they are still interested. He reports that about half of them have promised to renew. One of the 14, Stanley Chastain, has expressed an interest in a satellite chapter in Southern Delaware. Also, Jim will contact members who work for general contractors or construction managers about being on committees.

Anyone needing a membership application can contact Jim Connell @ (302) 326-1401. All applications should be returned to Jim Connell
10 Corporate Circle
Suite 1401
New Castle, DE 19720

Please contact Jim Connell with any questions related to membership.

Finance Committee

Jeff Coopersmith reports the chapter bank account at Wilmington Trust has a current balance of \$ 5,263.60, including \$ 22.00 from last month's 50-50 raffle. Bob Belifore won \$22 for September's 50-50 raffle.

Wanted: Additional raffle prizes. Wouldn't it be nice if we had 2nd, 3rd, etc. prizes for our monthly raffle? Some suggested items are sports tickets, shirts, and hats, booze, discount certificates, etc.

Awards

Ed Alexander reported for Mike Gioffre that, in the future, all certification test problems will be written in the form of estimates.

Education Committee

No report.

Planning Committee

No report.

Ethics Committee

No report.

Faxing Committee

Tony Ricciardi of Nason Construction is now the head of the Faxing Committee.

By Laws Committee

No By Laws are under consideration.

Two New Committees Formed **Welcoming Committee**

The Welcoming Committee, which is chaired by Wilson Davis of Polar Mechanical, has a goal: To insure every new person coming to an ASPE

meeting feels welcomed and included, to explain ASPE to the new person(s), to learn about the new person(s) and their interests, to collect information so ASPE can stay in contact. Thus far the members are Wilson Davis and Ron Deptula. Additional members are actively being recruited. If you are interested in joining the committee, talk to Wilson.



Standards Committee

The Standards Committee, which is chaired by Buzz Kingsley of JAED, has as its goal: To work on the chapter level to help the ASPE National Standards Board create new standards. This can be serving as an extra set of eyes to proofread proposed standards; helping collate several papers into a new standard; doing some research

The meeting adjourned at 7:45 PM.

Newsletter Committee

Please contact Bruce Gollicker, the Editor regarding advertising or articles for the newsletter.

Bruce Gollicker, Pyro-Tech Fire Protection
(410) 392-6609

Got Something to Say? We want to hear your editorials, comments, and stories. If you run across an interesting article that would benefit the membership, please submit it to: Bruce Gollicker, Pyro-Tech, fax (410) 392-8113. Deadline for submission is the last Friday of the month.

**Have Your Product/Service
Recognized by 76 Estimators in
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ASPE Delaware Chapter Advertising Rates

Size	(1) Month	(3) Mths	(6) Mths	(9) Mths	(1) Yr
Business Card	\$7	\$20	\$38	\$54	\$70
(2) Bus. Card	\$13	\$38	\$68	\$95	\$120
1/3 Page	\$20	\$60	\$105	\$150	\$190
1/2 Page	\$26	\$80	\$140	\$195	\$240

Notes:

Copy must be submitted in Windows 95, Word 6.0 or earlier format, by e-mail, hand delivered on disk or is ready to scan.

All submissions must be received on or before the first of the month.

We know you're busy, so as a reminder...

Unless otherwise noted, **Chapter meetings** are the **Second Wednesday** of each month. **Board Meetings** are the **Second Wednesday** of each month. Deadline for submission to the Newsletter is the last **Friday** of each month.

P.O. Box 351 281 W. Greenville St.
Wilmington, Delaware 19807
(302) 421-5700 • FAX (302) 421-5752

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Mailing Address:
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Greenville, DE 19807-0515

CERTIFICATION WORKSHOP REGISTRATION
American Society of Professional Estimators

NAME: _____

ADDRESS: _____

WORK PHONE: () _____ HOME PHONE: () _____

CHAPTER NAME: _____ CHAPTER NUMBER: _____

MAL: _____ REGION: _____

SIGNATURE: _____ DATE: _____

Signature of Registrant

CONSTRUCTION ESTIMATING DISCIPLINE NUMBER(S)		
Primary: _____	Description: _____	Years Experience: _____

Registrant must submit Workshop Registration to Chapter Certification Chair or Society Representative **no later than October 1st**. Registration must be signed by Chapter President, Chapter Certification Chair or Regional Governor in order to be processed.

\$50.00 (US) (Non-Refundable) Fee Enclosed _____ CHECK # _____

**Make checks payable to ASPE and mail to the Business Office at:
11141 Georgia Avenue, Suite - 412 * Wheaton, Maryland 20902**

VISA MASTERCARD AMERICAN EXPRESS

Card # - _____ EXP. DATE: _____

<p><i>The total cost for the Certification Workshop, General Estimating Knowledge (GEK) Exam and Discipline Specific (DST) Test is Three Hundred Dollars (\$300.00). Additional Fees may be accessed by each Chapter to cover the cost of Certification Workshop presentation.</i></p>

SIGNATURE: _____ DATE: _____
Signature of Society Representative

Society Representative must submit Workshop Registration to Business Office
no later than October 15th.