



TRANSPORTATION ESTIMATORS' ASSOCIATION

American Society of Professional
Estimators (ASPE) Presentation

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By

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Introduction – Chris Morton

- National President of ASPE (2021-2023)
- Joined Denver Chapter in 2001
- Fellow Certified Professional Estimator (FCPE)
- Retired – 50 years as commercial construction estimator
- LEED® AP
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Agenda

- Core Purpose
- Core Values
- Code of Ethics
- About ASPE
- Organization
- Certification programs
- Education programs
- 11th Edition Standard Estimating Practice
- Other Publications
- Why join ASPE?



ASPE Core Purpose

ASPE is the construction industry's leader and recognized authority in professional estimating through excellence in education, certification, and standardization.



ASPE Core Values

EDUCATION

ASPE educates and mentors professional estimators for the sustainability of the construction industry.

PROFESSIONALISM

ASPE promotes the lifelong pursuit of excellence and credibility in professional estimating.

FELLOWSHIP

ASPE develops a fellowship of professional estimators that connects and leads the construction industry.



Code of Ethics

1. Professional estimators and those in training shall perform services in areas of their discipline and competence.
2. Professional estimators and those in training shall continue to expand their professional capabilities through continuing education programs to better enable them to serve clients, employers and the industry.
3. Professional estimators and those in training shall conduct themselves in a manner that will promote cooperation and good relations among members of our profession and those directly related to our profession.

Code of Ethics (Continued)

4. Professional estimators and those in training shall safeguard and keep in confidence all knowledge of the business affairs and technical procedures of an employer or client.
5. Professional estimators and those in training shall conduct themselves with integrity at all times and not knowingly or willingly enter into agreements that violate the laws of the United States of America or of the states in which they practice. They shall establish guidelines for setting forth prices and receiving quotations that are fair and equitable to all parties.

Code of Ethics (Continued)

6. Professional estimators and those in training 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.
7. Professional estimators and those in training shall not engage in the practice of bid peddling as defined by this code. This is a breach of moral and ethical standards, and a member of this Society shall not enter into this practice.

Code of Ethics (Continued)

8. Professional estimators and those in training to be estimators shall not enter into any agreement that may be considered acts of collusion or conspiracy (bid rigging) with the implied or express purpose of defrauding clients. Acts of this type are in direct violation of the Code of Ethics of the American Society of Professional Estimators.

https://www.aspenational.org/resource/resmgr/bylaws/2018/2018_code_of_ethics.pdf



About ASPE

- Founded in Los Angeles in 1956
- Currently 52 chapters in U.S.
- Website <https://www.aspenational.org>
- Member classifications
 - Estimator
 - General Contractor or Subcontractor
 - Consultant
 - Design or owner firm
 - Affiliate – Employed in a construction related field
 - Student – Full time in construction related program
 - Corporate



Membership Pricing

- Currently \$295/year
 - Prorated when you join
 - January through August – prorated for months left in the current year
 - September through December – prorated for months left in current year plus \$295 for the following year
 - Renewals due by December 31st

Corporate Membership

- **Basic - \$1,200/year**
 - 1 transferable ASPE membership
 - Quarter page ad in Estimating Today magazine
 - 3 additional copies of Estimating Today magazine
 - Half page ad in Membership Directory
- **Bronze - \$2,250/year**
 - 1 transferable ASPE membership
 - Quarter page ad in Estimating Today magazine
 - 5 additional copies of Estimating Today magazine
 - Half page ad in Membership Directory



Corporate Membership

- Silver - \$4,250/year
 - 2 transferable ASPE memberships
 - Half page ad in Estimating Today magazine
 - 8 additional copies of Estimating Today magazine
 - Half page ad in Membership Directory
 - Website banner/logo ad for 1 year
 - 2 E-Blasts to members
- Gold - \$6,000/year
 - 3 transferable ASPE memberships
 - Full page ad in Estimating Today magazine
 - 10 additional copies of Estimating Today magazine
 - Full page ad in Membership Directory
 - Website banner/logo ad for 1 year
 - 4 E-Blasts to members



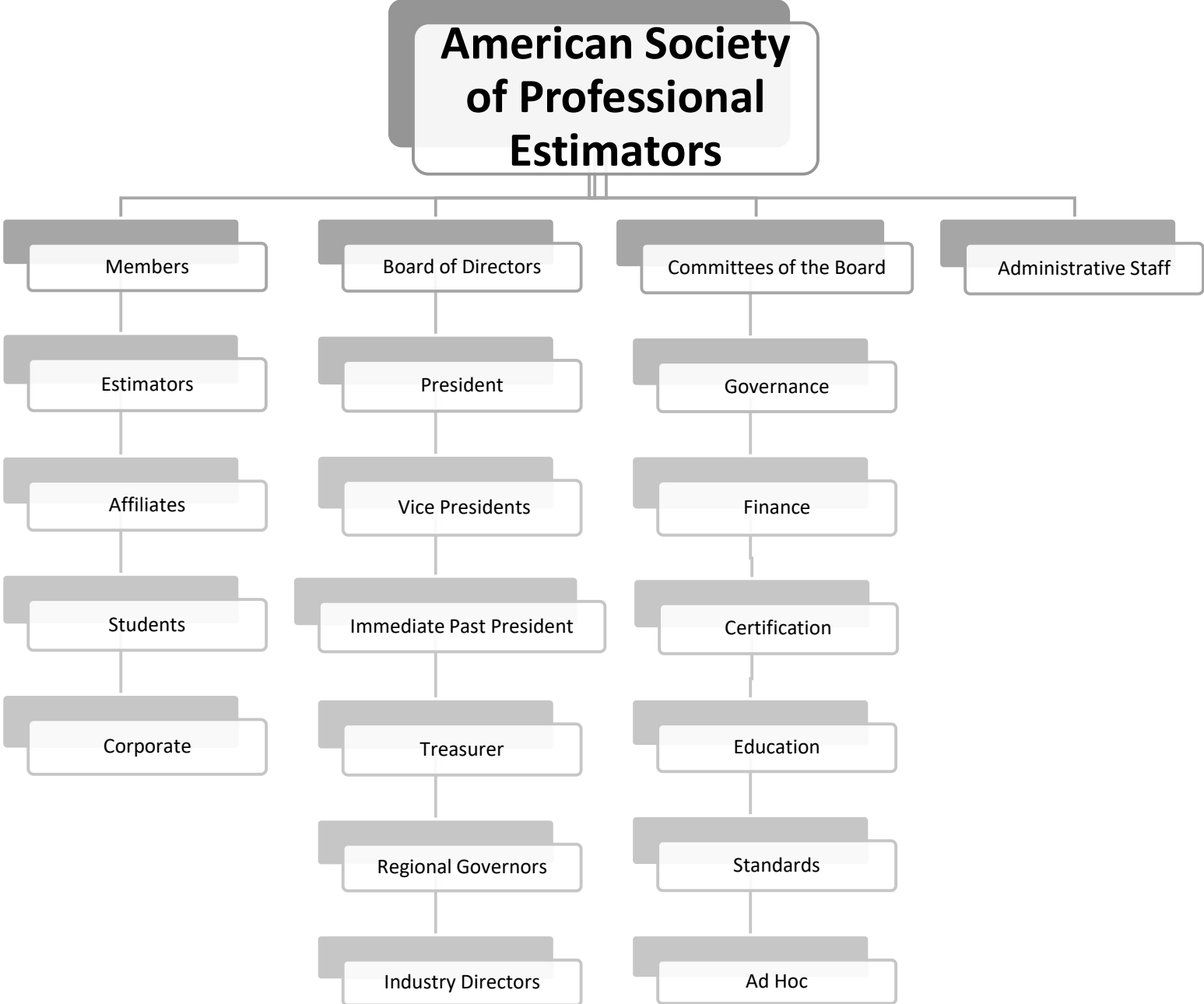
Corporate Membership

- Platinum - \$8,500/year
 - 5 transferable ASPE memberships
 - Full page ad in Estimating Today magazine
 - 12 additional copies of Estimating Today magazine
 - Full page ad in Membership Directory
 - Website banner/logo ad for 1 year
 - 8 E-Blasts to members

<https://www.aspenational.org/page/CorporateMembership>



Organization



Certification

- Certification program started in 1976
- Certified Professional Estimator (CPE) Program accredited since 2008 by the Council of Engineering and Scientific Specialty Boards (CESB)
- Certified Professional Estimator (CPE) Program recognized since 2014 by the American Council for Construction Education (ACCE)
- Two certification levels
 - Associate Estimating Professional (AEP)
 - Certified Professional Estimator (CPE)

https://www.aspenational.org/page/Apps_Forms



Why Should I Become Certified?

- Grants you professional credentials
- Demonstrates your commitment to the industry, and to the estimating profession
- Enhances the image of Estimators
- Reflects personal achievement
- Builds self-esteem
- Improves opportunities for advancement
- May provide for greater earning potential
- Confirms and advances your skills and knowledge
- Prepares you for greater on-the-job responsibilities

Associate Estimating Professional (AEP)

- Program for estimators with less than 5 years experience
- Steps to earning the AEP designation
 - Submit application and fees
 - Currently \$165 for members
 - Currently \$180 for non-members
 - Fees include application fee, General Estimating Knowledge (GEK) Study Guide and GEK exam fees
 - Review the AEP Program Handbook



Earning the AEP Designation (continued)

- Pass the General Estimating Knowledge (GEK) test
 - 4-Hour on-line proctored exam
 - Minimum passing grade is 70%
 - One re-take (within 10-15 business days) included in fee



Maintaining the AEP Designation

- Submit renewal application and annual renewal fee (Due by December 31st Each Year)
 - Currently \$50 for members
 - Currently \$350 for non-members
 - Late renewal fees currently \$50/month
- Earn and record 12 Professional Development Units (PDUs) annually

Certified Professional Estimator (CPE)

- Program for estimators with at least 5 years experience
- Steps to earning the CPE designation
 - Submit application and fees
 - Currently \$615 for members
 - Currently \$750 for non-members
 - Fees include application fee, General Estimating Knowledge (GEK) Study Guide, Standard Estimating Practice Manual Volume 1, GEK exam fees, Discipline Specific Test (DST) exam fees, and administrative fees



Earning the CPE Designation (Continued)

- Review the Certification Program Handbook
- Pass the General Estimating Knowledge (GEK) test
 - 4-hour on-line proctored exam
 - Minimum passing grade is 70%
 - One re-take (within 10-15 business days) included in fee
 - GEK test requirement is waived if applicant is an AEP and has passed the GEK exam within five (5) years of applying for the CPE designation

Earning the CPE Designation (Continued)

- Write a technical paper
 - Topic usually chosen from a list of approved technical paper topics, or
 - Applicant can submit three (3) proposed topics with abstracts for approval by Certification Committee
 - At least 2,500 words
 - Eight (8) week deadline for submitting paper
 - Paper reviewed by two (2) CPEs
 - A third CPE will review the paper if one of the reviewers does not pass the paper

Earning the CPE Designation (Continued)

- Pass the Discipline Specific Test (DST) or write questions and problems
- Discipline Specific Test (DST)
 - 8-hour on-line proctored exam
 - Test given in two (2) parts. Each part is four (4) hours
 - Minimum passing grade is 70% on each part
 - One re-take (within 10-15 business days) included in fee
 - Current DSTs: General Construction, Concrete, ACM Wall Panels, Drywall Panels, Electrical, and Earthwork

Earning the CPE Designation (Continued)

- Write questions and problems if no DST available for your discipline
 - Minimum of 120 verifiable multiple-choice questions
 - Minimum of 2 problems with each problem containing a minimum of 25 multiple-choice quantity, cost, production rate, etc. calculation problems

Maintaining the CPE Designation

- Submit renewal application and annual renewal fee (Due by December 31st Each Year)
 - Currently \$50 for members
 - Currently \$350 for non-members
 - Late renewal fees currently \$50/month
- Earn and record 24 Professional Development Units (PDUs) annually

Education

- Estimating Academy Courses
- Certificate in Construction Estimating
- On-Demand Webinars
- Scholarships

Estimating Academy Courses

- Developed by ASPE and subject-matter-experts
- Up-to-date estimating education
- Pre-recorded video instruction
- Downloadable learning materials
- Self-paced facilitated courses
- Weekly virtual office hour with facilitators

<https://www.aspenational.org/page/EA>

Estimating Academy Courses

- Basic Estimating Math
- Construction Materials & Processes I
- Construction Materials & Processes II
- Construction Procurement Methods
- Estimating & Bidding
- Fundamentals of Heavy Civil Estimating
- Introduction to Construction Estimating I
- Introduction to Construction Estimating II
- Plan Reading for Estimating
- Advanced Estimating Math

Estimating Academy Courses

2022 class dates:

- October 17 - December 16, 2022 - Registration Open

2023 class dates:

- January 23 - March 16, 2023
- April 17 - June 8, 2023
- July 10 - September 8, 2023
- October 9 - December 8, 2023

Current pricing per course

- \$510 for members
- \$555 for non-members



Certificate in Construction Estimating

Six (6) required courses:

- Basic Estimating Math
- Plan Reading for Estimating
- Introduction to Construction Estimating I
- Introduction to Construction Estimating II
- Construction Materials & Processes I
- Estimating & Bidding

<https://www.aspenational.org/page/EstimatingAcademyCertificates>



On-Demand Webinars

- Videos of presentations at ASPE Summits
- Nineteen (19) currently offered
- More to follow soon
- Pricing:
 - \$35 for members
 - \$45 for non-members

<https://www.aspenational.org/page/onDemandWebinars>



Scholarship

- Must be currently enrolled as full-time student in a college or university program
- Must minor or major in a construction related field
- Must be a second semester college sophomore, a junior or a first semester senior
- Have no relationship with any member of scholarship committee
- Up to \$25,000 in total scholarships may be awarded annually
- <https://www.aspenational.org/mpage/FoundationInc>

11th Edition Standard Estimating Practice

Print and digital copy included

- Volume 1 - Principles of Estimating
 - \$79.99 + \$10.00 shipping
- Volume 2 - Trade Estimating
 - \$99.99 + \$15.00 shipping
- Volume 3 - Conceptual Estimating
 - \$99.99 + \$15.00 shipping

11th Edition Standard Estimating Practice

Print and digital copy included

- 3-volume set
 - \$199.99 + \$25.00 Shipping
 - Also includes digital download of 2022 BNI General Construction Costbook

<https://www.aspenational.org/page/11SEP>



Other Publications

- *Estimating Today* magazine
 - Recommended Bidding Procedures
 - Annual Membership Directory (Electronic)
- <https://www.aspenational.org/page/Publications>

In Conclusion

- Core Purpose
- Core Values
- Code of Ethics
- About ASPE
- Organization
- Certification programs
- Education programs
- 11th Edition Standard Estimating Practice
- Other Publications

Why Join ASPE?

- Fellowship
- Networking
- Professionalism
- *Estimating Today* magazine
- Member pricing for
 - Certification programs
 - Education programs
 - Annual Summit

Questions

www.ASPEnational.org

