

Pre-Conference Workshop Day: Monday, May 14, 2018

09.00 – 12.00

Let's Fix This

Workshop Leader:

Stewart Carroll, Chief Operating Officer, Beck Technology

Speakers:

Matthew Verst, VP Cost Planning & Estimating, Messer Construction

Matt Hammer, Chief Estimator, Haselden Construction

Jeff Ratcliff, Director of Preconstruction, The Beck Group

Andy Leek, Director of VDC, PARIC Corporation

Estimators are tasked with more than just estimating projects. Today's preconstruction professionals are facing challenges that they have not been asked to take on before. This pre-conference workshop will consist of four 15-minute presentations from audience peers discussing Estimators' issues. They will pose the challenges they are facing and how their company is creating a solution. After each presentation, the audience will have small group discussions as well as share insights from the entire audience.

12.00 – 13.00

Networking Lunch

WORKSHOP A 13.00 – 15.00	WORKSHOP B 13.00 – 15.00	WORKSHOP C 13.00 – 15.00
Preconstruction Collaboration	Embracing the New Generation of Estimators	Scheduling & Estimating Integration
<p>Workshop Leader: John Reich, Preconstruction Manager, Beck Group</p> <p>Workshop Leader: Jennifer Cull, Project Manager, The Beck Group</p> <p>Workshop Leader: Levi Schmidt, Senior Project Manager, Facilities Development, Texas Health Resources</p> <p>The speed of the estimating and bidding process is reliant on strong collaboration between clients, contractors and designers. This workshop will explore how contractual methods such as IPD,</p>	<p>Workshop Leader: Cecilia Kucharski, VP Preconstruction & Estimating, Balfour Beatty</p> <p>Workshop Leader: Bill Brady, Chief Estimator – North Texas, Bartlett Cocke General Contractors</p> <p>With a significant portion of estimators nearing the end of their career, a major shortage of qualified staff is a major risk for preconstruction departments. While the younger generation tend to be more tech-savvy and eager to leverage BIM, they also lack critical 'common sense'</p>	<p>Workshop Leader: Liang Gong, Virtual Design & Construction Estimator & Engineer, Clayco Construction</p> <p>The cost of a project is directly related to the schedule. How many man-hours of work are required for each step? How will design changes and delays impact the cost? Meanwhile, there is continued pressure to consolidate schedules from owners and GCs. This workshop will explore how scheduling and estimating can be further integrated within your project team to ensure</p>

<p>team culture and technology can help coordinate efforts between designers and estimators to ensure all stakeholders have the data and insight they need to perform their role quickly and accurately.</p>	<p>awareness and experience. This workshop will explore how a new generation of estimators can be hired and supported to become new corporate leaders, without losing the experience of your mature staff.</p>	<p>costs are accurate, while leveraging the latest 4D BIM and CPM methods.</p>
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15.00 – 15.30 Networking Break

<p>WORKSHOP D 15.30 – 17.30</p>	<p>WORKSHOP E 15.30 – 17.30</p>	<p>WORKSHOP F 15.30 – 17.30</p>
<p>Design Drawings & Model Planning</p>	<p>The Power of Automation, Trust, & Collaboration</p>	<p>Leveraging Data Analytics</p>
<p>Workshop Leader: Dave Green, Estimating Manager, Mortenson Workshop Leader: Tom Philippi, Design Principal, SmithGroupJJR</p> <p>Contractors often receive BIM models that lack the details they need for estimating. Architects aren't contracted to provide these details, and many owners are inexperienced in resolving the issue. This workshop will explore how early planning between stakeholders can provide clarity on what data will and will not be included in BIM models and design drawings, enabling estimators to streamline their take-off processes.</p>	<p>Workshop Leader: Steve Watkins, Director of Preconstruction, The Walsh Group Workshop Leader: Gayane Aghazarian, Construction Tech Manager, The Walsh Group</p> <p>As our industry moves more toward integrated project delivery systems, collaboration on a single platform for creation and visualization of building data becomes both essential and possible. With automation the power of a single platform can be cultivated to its maximum potential.</p>	<p>Workshop Leader: Bob DuBois, Lead Estimator, SSOE Group Workshop Leader: Douglas Furia, Project VDC/BIM Manager, SSOE Group</p> <p>As the construction process becomes increasingly digital, more data is now available to analyze. Revit data cannot just be 'taken off' but also extrapolated to determine preliminary costs. New tools can help you visualize cost breakdowns. Bids can be analyzed and compared like never before. This workshop will provide an introduction to these cutting-edge methods, with instructional demos and other interactive ways of learning.</p>

17.30 – 18.30 Networking Drinks hosted by InEight

Conference Day One: Tuesday, May 15, 2018

08.00 – 08.10 Chair’s Opening Remarks
Cecilia Kucharski, VP Preconstruction & Estimating, Balfour Beatty

Plenary: Optimizing Bidding & Buyout for Project Success

08.10 – 09.00 Balancing Value & Cost: Leveraging Strong Buyout Negotiation to Create a Win-Win Situation for GCs, Subs & Clients
Rory Tihinen, SVP Preconstruction & Estimating, Leopardo Companies Inc.

09.00 – 09.45 Panel: Built on Tech, the Future of Preconstruction
Dustin DeVan, CEO, Building Connected
Doug Ballou, Project Executive, Preconstruction Manager, NOVO Construction
Justin Davis, VP Preconstruction, Walker Engineering
Peter Sosnowski, Construction Manager, WeWork

09.45 – 10.05 Speed Networking
10.05 – 10.30 Morning Refreshments

TRACK A: Conceptual Estimating	TRACK B: BIM Take-Off	TRACK C: Electrical Estimating	TRACK D: Mechanical Estimating
10.30 – 10.40 Chair’s Remarks: How to Leverage Big Data in the Preconstruction Process Nick Papadopoulos, CEO, Eos Group	10.30 – 11.00 Chair’s Remarks: How to Efficiently & Accurately Perform Take- Offs from BIM Models Mickey Carr, CTO, RIB Americas Richard Taylor, COO, RIB Americas	10.30 – 10.40 Chair’s Remarks	10.30 – 10.40 Chair’s Remarks
10.40 – 11.20 Improving the Efficiency of Gathering & Managing Historical Data to Inform Conceptual Estimating Jim Brain, Chief Estimator, Webcor	11.00 – 11.40 Hearing the Latest in How BIM Is Being Integrated into the Estimating Process Raul Gomez, Director of Operational Technology, Robins & Morton	10.40 – 11.20 Reducing the Time Taken to Perform Electrical Estimating in the Context of Consolidated Schedules from GCs Justin Davis, VP Preconstruction, Walker Engineering	10.40 – 11.20 Reducing the Time Taken to Perform Mechanical Estimating in the Context of Consolidated Schedules from GCs Justin Pollard, Senior Estimator, Murphy Company Jeff Peterson, Senior Estimator, Murphy Company

<p>11.20 – 12.00 Mapping out the Lessons Learned from Conceptual Estimating: Taking Inaccuracies from Past Projects to Continuously Improve Marcene Taylor, President, American Society of Professional Estimators</p>	<p>11.40 – 12.20 Audience Discussion: Structuring Your Estimating Process So You Know What's Included & Not Included in the Model</p>	<p>11.20 – 12.00 Hearing How Electrical Contractors Have Leveraged BIM to Improve the Speed & Accuracy of Cost Estimating Joe Ehlers, VDC Director, Prism Electric</p>	<p>11.20 – 12.00 Hearing How Mechanical Contractors Have Leveraged BIM to Improve the Speed & Accuracy of Cost Estimating Lumin Abraham, BIM Estimating Manager, Limbach Company Timothy Ward, President of LEDS, Limbach Company</p>
<p>12.00 – 12.30 Panel Discussion: Conceptual Estimating Darrell Torres, Preconstruction Executive, Clark Construction Peter Muench, Director of Preconstruction Estimating, LeChase Construction Taylor Hale, VP Preconstruction, Muckleroy & Falls</p>		<p>12.00 – 12.30 Audience Discussion: Sharing Experiences with Processes & Technologies to Speed up Electrical Estimating</p>	<p>12.00 – 12.30 Audience Discussion: Sharing Experiences with Processes & Technologies to Speed up Mechanical Estimating</p>

12.30 – 13.30 Networking Lunch

<p>TRACK A: More Efficient Bidding</p>	<p>TRACK B: Managing Design Changes</p>	<p>TRACK C: Design Assist & Subcontractor Collaboration</p>
<p>13.30 – 14.00 Become the 'General Contractor of Choice' for Subcontractors by out Performing Your Competition Ed Haege, Director of ONETEAM, The Blue Book Building & Construction Network Amy Hewis, Preconstruction Coordinator, The Austin Company</p>	<p>13.30 – 13.40 Hearing How Technology Such as Cloud Solutions Can Connect Project Teams & Ensure Everyone Is Aware of the Details of a Design Change Brian Langhorst, Regional Marketing Manager, Procore Technologies</p>	<p>13.30 – 13.40 Chair's Remarks</p>

<p>14.00 – 14.40 Exploring What General Contractors Are Doing to Optimize Their Subcontractor Relationships & Improve Bidder Responsiveness Chris Jackson, Director of Preconstruction Services, The Austin Company</p>	<p>13.40 – 14.20 Revealing the Latest Advances in Aligning Design Iterations & Cost Estimates in Real-Time Stuart Lange, VDC & Preconstruction Manager, Clark Construction Group Darrell Torres, Preconstruction Executive, Clark Construction</p>	<p>13.40 – 14.20 Assessing the Benefits & Risks of Design Assist on Estimating & the Preconstruction Workflow Greg Williamson, VP Preconstruction Services, Bond Brothers</p>
<p>14.40 – 15.10 Audience Discussion: Optimizing the Bidding Process</p>	<p>14.20 – 15.00 Audience Discussion: Managing Design Changes</p>	<p>14.20 – 15.00 Outlining How Subcontractors Can Improve Estimating & Preconstruction When Brought onto a Project Early John Smith, President, Dallas Mechanical Group</p>

*Please reconvene in the main conference room for the last plenary sessions.

- 15.10 – 15.50** **Afternoon Refreshments**
- 15.50 – 16.00** **Collaboration Is Not a Four-Letter Word**
Michael Boren, Chief Technology Officer, Beck Technology
- 16.00 – 16.40** **Minimizing the Disruption Caused by Adopting a New Estimating Software**
Cecilia Kucharski, VP Preconstruction & Estimating, Balfour Beatty
Landon McQuestion, Senior Estimator, Balfour Beatty
- 16.40 – 17.10** **Effectively Predicting Building Construction Project Outcomes**
Cathi Hayes, Director of Business Development, HxGN SMART Build
- 17.10 – 18.40** **Networking Drinks Reception hosted by Building Connected**

Conference Day Two: Wednesday, May 16, 2018

08.20 – 08.30 Chair’s Opening Remarks
 Marcene Taylor, President, American Society of Professional Estimators

Plenary: Cost Forecasting Update

08.30 – 08.40 How Much is That Project Worth?
 Kyle Camp, Sales Director, Global Contracts & Services, Dodge Data & Analytics

08.40 – 09.20 Revealing How to Stay on Top of Cost Escalation & Forecast Critical Labor & Material Trends
 Ed Zarenski, Economics Analyst, Construction Analytics

09.20 – 09.50 Minimize Estimating Risk – It’s All About Informed Decision Making
 Steve Watt, Estimating Segment Manager, Trimble Inc.

09.50 – 10.30 Morning Refreshments

TRACK A: Advanced Cost Forecasting	TRACK B: Alternative Project Delivery	TRACK C: GC & Sub Collaboration	Track D: Big Data & Preserving Margin
10.30 – 10.40 Chair’s Remarks: Laying a Foundation for the Future Ray Diwakar, Head of Data Innovation, Gordian	10.30 – 10.40 Chair’s Remarks Katie Willis, VP Preconstruction & Estimating, The Howard Hughes Corporation	10.30 – 10.40 Proactive and Efficient Systems for Subcontractor Qualifications Karen Herrera, SVP – Director of Qualifications, Pantera Global Technology, Inc.	10.30 – 10.40 Chairs Remarks: How to Harness Your Project History & Integrate Technology to Achieve Profits in Real Time Walt Davis, Estimating Market Manager, Sage
10.40 – 11.20 Hearing How Technology Is Helping to Manage Cost Data & Streamline the Process of Keeping Forecasts up to Date	10.40 – 10.55 Working Groups: Getting the Most Out of Preconstruction & Estimating with Alternative Contract Types	10.40 – 11.20 Hearing How a General Contractor Reviews Bids from Subcontractors: What Are They Looking For? Navneet Agrawal, Chief Estimator, Hathaway Dinwiddie	10.40 – 11.20 From Data to Wisdom: Using Our Past Experience to Inform Future Projects Nick Papadopoulos, CEO, Eos Group

Chris Reeder, Preconstruction Technology Manager, Brasfield & Gorrie		Bunna Ching, Estimator, Hathaway Dinwiddie	
11.20 – 12.00 Audience Discussion: Outlining Cutting Edge Methods to Keep Track of Regional Cost Trends & Improve Accuracy of Forecasts	10.55 – 12.00 Outlining the Estimating Process on an Integrated Project Delivery Contract: How Collaboration Can Deliver a Measurable Impact on Cost George Watts, Leadership in Program Management, Hoar Program Management Grant Mendeljian, Chief Estimator, Turner Construction	11.20 – 12.00 Audience Discussion: Dealing with Staff Shortages	11.20 – 12.00 Integrated BIM Technology: Form a Contractor Perspective Rich Creveling, Estimating/BIM Solutions Manager, Swinerton

12.00 – 13.00 Networking Lunch

TRACK A: Target Value Design	TRACK B: Procurement Cost Tracking
13.00 – 13.10 Jacob Keith, Director of Preconstruction, Layton Construction	13.00 – 13.10 Todd Fisk, Senior Estimator, Alberici Constructors
13.10 – 13.50 Assessing the Target Value Design Process & the Benefits over Traditional Estimating Methods Jacob Keith, Director of Preconstruction, Layton Construction	13.10 – 13.50 Efficiently Tracking Costs through Preconstruction & Procurement Todd Fisk, Senior Estimator, Alberici Constructors
13.50 – 14.30 Panel: Benchmarking Experiences with Target Value Design Gary Giglio, Director of Design & Construction, University of Utah Jacob Keith, Director of Preconstruction, Layton Construction Paul Martin, Preconstruction Executive, XL Construction	13.50 – 14.30 Audience Discussion: Procurement Tracking
14.30 – 15.00 Afternoon Refreshments	14.30 – 15.00 Afternoon Refreshments

15.00 – 15.40 Working Groups: Discussing the Challenges that Remain Unaddressed by the Conference



15.40 – 15.50 **Closing Remarks from ASPE**

16.00 **End of Conference**