

# THE ESTIMATOR

The official newsletter of the National Professional Construction Estimators Association of America, Inc.

WINTER 2023



**Orlando Chapter members enjoy their Holiday festivities at Quantum Leap Winery**



## Special Points of Interest

A Word from our National President – Adam Blalock

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### Member Highlight

National sits down with CSRA Chapter Member, Mark Stephens

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### OSHA Recordkeeping for PCEA Members

Fellow Member, Steve Munn, presents an offer you shouldn't refuse!

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# A Word from our National President

**Adam Blalock**  
Triangle Chapter



Dear PCEA Members and Construction cohorts,

HAPPY NEW YEARS!!! I want to wish you all good health and success in your personal and professional lives.

2022 was an interesting year. We had the pleasure of estimating jobs with inflation rates higher than the 1980's and most of us lost 20% in our 401K's. Queen Elizabeth passed, and Charles became King, all while Russia invaded Ukraine. These events and common trials may have define the year, but I can also look back at friendships made, and completing successful projects.

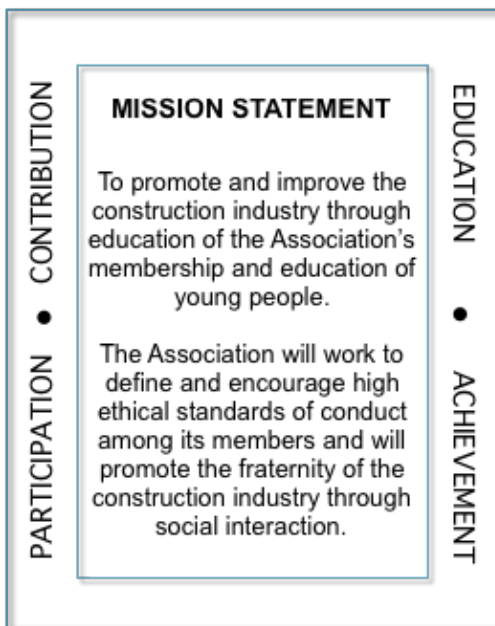
So far in 2023, we have a republican Speaker of the House and the USA won Miss Universe! With this momentum, 2023 is destined to be everyone's "Jordan" year. Keep up the good work and remember our purpose at PCEA:

- Promote and improve the construction industry.
- Continue to educate young people, construction professionals, and craftsmen.
- Encourage high ethical standards in the construction industry.

Lastly, the PCEA National Convention is a great way to treat yourself after all the hard work. It's the one time a year all the chapters get together for fellowship and to celebrate our achievements. I look forward to seeing you all in Knoxville, TN in just a few short months!

Best Regards,

Adam Blalock  
PCEA National President



# US Department of Labor resumes regular enforcement activities in 18 Florida counties affected by Hurricane Ian

January 24, 2023

Who: U.S. Department of Labor's Occupational Safety and Health Administration

What: OSHA has resumed normal enforcement throughout Florida after suspending most programmed enforcement actions in the hurricane's aftermath. With these actions on-hold, OSHA provided compliance assistance and outreach to employers and workers involved in the clean-up and recovery operations in 18 counties affected by the storm, namely Brevard, Charlotte, Collier, DeSoto, Flagler, Hardee, Hendry, Highlands, Lake, Lee, Manatee, Okeechobee, Orange, Osceola, Polk, Sarasota, Seminole and Volusia.

Background: During the enforcement pause, OSHA offered technical assistance to protect the safety and health of thousands of crews and individual workers. This assistance included 950 interventions where OSHA removed more than 3,800 employees from hazards. In addition, the agency educated more than 8,000 recovery workers on how to protect themselves from the hazards they faced. To reach the greatest number of workers, OSHA collaborated with the National Day Laborer Organizing Network to provide worker training in Spanish, conducted an OSHA 10-hour course, and handed out personal protective equipment and publications in the hardest hit areas. While programmed enforcement was delayed, OSHA retained its right to inspect fatalities, catastrophic accidents, employee complaints and employers who repeatedly exposed workers to serious hazards during clean-up and recovery.

Employers and employees working in these areas may continue to call OSHA's toll-free hotline at 800-321-OSHA (6742) or visit the agency's website to reach Florida representatives who can provide on-site assistance.

Under the Occupational Safety and Health Act of 1970, employers are responsible for providing safe and healthful workplaces for their employees. OSHA's role is to ensure these conditions for America's working men and women by setting and enforcing standards, and providing training, education and assistance.

Learn more about OSHA.

Quote: "While OSHA has resumed regular enforcement operations in areas affected by Hurricane Ian, we will continue to assist employers and workers in those isolated areas that suffered the brunt of the storm," explained OSHA Regional Administrator Kurt Petermeyer in Atlanta. "As these areas continue their recoveries toward normal operations, we will monitor these areas closely."

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Release Number: 23-113-ATL (14)

<https://www.osha.gov/news/newsreleases/brief/01242023>



### Mark Stephens CSRA Chapter

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Three years ago, Mark Stephens walked into a chapter gathering with Steve Munn, a friend and rising CSRA Chapter member. He was surprised to see so many other professionals he had met in other industry-related forums. With that initial gathering, he recognized the opportunity he had to educate others about something he had become so familiar with: the financial benefits of cost segregation.

Mark spent a good portion of his early career in various facets of financial services. While working in an unrelated field, he was introduced to the cost segregation industry and became intrigued by its uniqueness. His background in finance and ability to build independent relationships with his clients lent to any easy transition to cost segregation. He had to learn a new language, but the structure of the business was second nature to him.

**“I feel very fortunate to work with CSSI because they are such a good quality company that operates with a lot of integrity.”**



As an independent contractor with CSSI (Cost Segregation Services Incorporated), Mark works with commercial building owners and the network of advisors that surround them. By combining an engineering analysis of a building with an accounting application, cost segregation creates tax savings and positive cash flow for building owners. CSSI performs cost segregation studies on commercial buildings, which identifies specific building components eligible for accelerated depreciation. Not all parts of a building wear out at the same rate of time. Cost Segregation puts certain parts of a building in shorter asset life, so they can be depreciated faster and used to reduce taxable income.

As someone who isn't a construction guy but exists on the periphery of the industry, being able to socialize with other members who are either in, or on the edge of, the construction industry has been greatly beneficial to his growth.

**“I'm really encouraged with where we (CSRA) are headed. I think we are going to grow with intention. Bringing people seems like a simple thing to do, but it takes some intention...to see if it's a good fit for them.”**

Outside of his involvement in the CSRA Chapter, Mark is active in the Augusta Metro Chamber of Commerce and Business Network International. He and his wife, Karen, have two daughters currently attending the University of Georgia (Go Dawgs!).

# How Technology Bridges the Construction Trade and Talent Gap

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The construction industry is experiencing an ongoing hiring drought, and the challenge of hiring has led to a loss of business for many general contractors.

The construction industry is experiencing an ongoing hiring drought, and the challenge of hiring has led to a loss of business for many general contractors. A recent report from the U.S. Chamber of Commerce Commercial Construction Index indicated that 92 percent of contractors reported difficulty finding construction workers. Of those, 42 percent said that this has caused them to turn down work.

According to the Associated Builders and Contractors, the second half of 2022 will expand the construction hiring issue due to inflation, federal spending, an aging workforce, and persistent shortages. As we combat these obstacles, it becomes necessary to prioritize recruitment, retention, employee training, and workplace safety. Investing in technology solutions is key to the construction industry's success.

## Technology Positively Impacts Worker Retention

Construction is known to be a physical profession, which creates real workforce problems as individuals age out of the work. According to the Bureau of Labor Statistics, the average age of a construction worker is about 42 years old, and 36 percent are between the ages of 45 and 64. Advanced technology solutions help to elongate the careers of construction workers and retain this crucial segment of aging talent.

The stress of making decisions on the fly that impact quality, schedule, and cost is alleviated when technology provides certainty via real-time data. For example, before pouring the concrete, digitally verifying installation progress, quality, and dimensional layouts would enable the identification of errors and omissions in the slab relative to the plans and shop drawings. Subcontractors can then use that data to make relevant corrections before concrete is poured and utilize it as a source of truth for the future. This precision eliminates decisions based on second-guessing inherent in today's manual quality control processes, leading to increased productivity and schedule acceleration.

Technology that increases construction accuracy and reduces mistakes will unlock the potential for a higher degree of communication, certainty, schedule, and cost. Accurate, real-time data equips teams to identify errors, gain heightened accountability, and collaborate better because the insights show where attention is needed now, rather than having to tell a team member that mistakes were made after the fact. This eliminates finger-pointing when an error is identified and creates a more positive environment that boosts morale and employee retention.

## The Key to Unlocking the Future Workforce's Potential

The early adoption of technology, such as plan verification software that provides real-time actionable insights on a project, will improve the construction work environment and potentially attract more professionals in the near future. A new superintendent typically needs up to six years of field management work to become fully trained in how to forecast errors. With technology-enabled data, contractors can cut that process down to as little as two years. The checks and balances provided by data-informed reports identify a variety of issues and alert field mistakes as they happen, equipping the superintendent with the knowledge of what to look for and getting them up to speed in the field quicker.

Trade schools were once seen as a "fallback" option in the 1980s and '90s but are now more attractive for those who graduated high school mid-pandemic. According to ECMC Group, a teen's likelihood of pursuing a four-year degree decreased 23 percentage points between May 2020 and September 2021, down to 48 percent from 71 percent. Given the tools to succeed, construction can become a more attractive job option for recent graduates.

When we equip trades with cutting-edge tools, the construction industry becomes a more attractive career path, especially for younger individuals who have an easier time adopting new technology. While we train the future workforce to use data effectively on the jobsite, we're teaching them how to adapt to new technologies and better prepare them for their future.

Accurate data-based technology allows management to accelerate lessons learned for employees before it's too late, showing them solutions rather than just problems. If a worker is repeatedly improperly spacing panels or installing crooked components, real-time documentation allows the project manager to identify where retraining is needed.

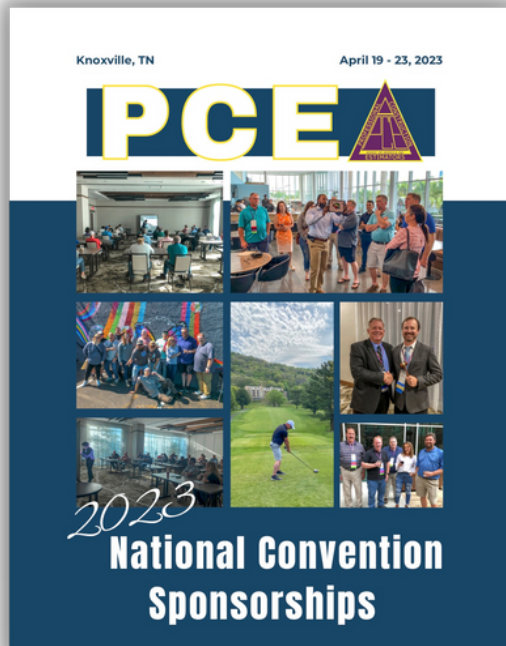
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# Mark your calendars!



## Call to Convention Coming Soon

**Don't miss out on the opportunity  
to participate in this year's conference**



For information about  
Company Sponsorship opportunities  
&  
Company Presenter opportunities,  
download our National Convention  
Sponsorships brochure

*Join this year's Convention Sponsor Companies:*



# OSHA Recordkeeping for PCEA Members

By Steve Munn, National Director – CSRA Chapter

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Contractors are used to meeting deadlines. You have to get the bid in on time. You have to perform the construction by the date agreed upon in the contract. Accounts payable and receivable deadlines can make or break a contractor. Deadlines are just a part of doing business in construction.

Unfortunately, a lot of contractors are unaware of two important and fast approaching OSHA deadlines. For several years now OSHA has required employers to keep track of injuries and illnesses in what is often called an “OSHA Log”. On February 1st employers have to post their 2022 300A summary in a place employees can see it at every ‘establishment’ (place of operation of 1 year or more) and it must remain posted until April 30th. Additionally, if you have over 20 employees, you are also required to electronically submit that data to OSHA by March 2nd every year. Failure to submit this data can result in a fine of up to \$15,625 for each year you are not in compliance. Ouch.

First things first, if you are not currently keeping your OSHA Logs you need to start today. If you are not sure where to start, there is information on the bottom of the page which will help you get organized and in compliance.

But first, below are some common mistakes contractors make with their OSHA Logs:

## 1) Keeping One OSHA log for Multiple Locations

Employers must keep a separate OSHA log for each establishment that is expected to be in operation for a year or longer. If your company has operations in different locations, each must maintain an OSHA 300 log, post the 300A summary and complete accompanying 301 incident reports.

## 2) Not Properly Certifying the Log

The 300 and 300A have to be certified by an owner, officer or the highest ranked company official per establishment.

## 3) Not all Work Comp Claims are Recordable

As with anything to do with regulations and work comp, there are some grey areas. It is important to only record and report those injuries if one of more of the following occurs:

- Death; Days away from work; Restricted Work; Transfer to another job; Medical treatment beyond first aid; Loss of consciousness; or Diagnosis by a health care professional of a significant injury/illness.

## 4) Not Recording Temp Workers Injuries

If you are supervising the temp worker’s day-to-day activities, it is up to you, not the staffing firm, to record their incidents on your logs.

## 5) Counting the Day of the Injury As Days Away

“Rub some dirt on it and take the rest of the day off and we’ll see you tomorrow.” In this case, it is a recordable but you wouldn’t record it as a “day away”. If they miss subsequent days, that is when you count the days away.

## 6) Failing to Post 300A if No Recordables

You did a great job, kept your employees safe and went the year without a recordable incident. Just because there is nothing to report, does not mean you do not have to post your 300A on February 1st or report it to OSHA by March 2nd.

(article continued on page 8 ...)

# How Technology Bridges the Construction Trade and Talent Gap

(...article continued)

Documenting errors along the way equips the team to improve work processes and instruct workers on how to succeed moving forward when reporting mistakes.

## Leveraging Technology to Improve Worker Safety

Over 40 percent of American workers report experiencing increased mental distress due to the pandemic, and over 85 percent say that work impacts their mental health, according to the National Safety Council. Prolonged workplace distress causes fatigue and impacts worker safety. The risk this presents extends to construction trades. According to the U.S. Occupational Health and Safety Administration (OSHA), decreased alertness from worker fatigue has factored into industrial disasters, prime examples being the 2005 Texas City BP oil refinery explosion, the 2009 Colgan Air Crash, the explosion of the space shuttle Challenger, and the nuclear accidents at Chernobyl and Three Mile Island.

The most significant contributor to construction workplace safety incidents is unplanned work, with an estimated 70 percent of safety incidents happening during rework. When workers aren't in a planned workflow, like during the rework process, they are contending with heightened risk and stress. The uncertainty leaves them more vulnerable to making mistakes that can cause financial losses within the project or, even worse: increase the likelihood of injury. With the proper tools and actionable data insights that catch problems before they happen, general contractors avoid rework and improve the well-being of trades.

## Technology Improves Productivity and Accuracy

Contractors orchestrate a project according to a schedule, and when a schedule slides, it affects costs and penalties and limits their teams from moving on to the next project. By leveraging technology and data, industry professionals will streamline the construction process by speeding up tasks, ensuring better quality, and protecting budgets.

For example, façade installation is complicated to inspect and ensure quality control. Any unseeded gasket and missing coupling bar will cause structural issues and warranty concerns if unattended. Digital verification platforms enable confirmation of every square inch of the exterior without superintendents having to do it from the ground level and balconies manually. By shifting the weight of this obstacle to data-informed technology, general contractors can reduce risk and eliminate errors, saving time and resources through greater efficiency. This process allows general contractors to more precisely understand how to budget for contingency time, which should be reserved for unavoidable circumstances like weather delays. Through this heightened efficiency, industry leaders maximize the productive time of workers, freeing them from endless hours of manually checking every detail and allowing them to focus on more significant parts of the work.

Data-driven processes better equip construction decision-makers to combat the prevalent labor shortage through tools that improve worker retention, training, and worksite safety. Whether improving workplace morale by providing certainty and eliminating errors or streamlining the construction process by freeing up the team to complete more meaningful tasks, technology is the key to bridging the construction trade and talent gap and accelerating the industry forward.

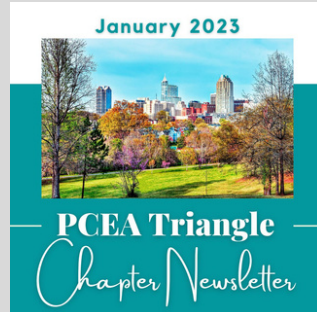
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<https://www.forconstructionpros.com/business/labor-workforce-development/article/22486086/siteaware-how-technology-bridges-the-construction-trade-and-talent-gap>

# Chapter Happenings



Catch up with what's been going on in some of our chapters!

## OSHA Recordkeeping for PCEA Members

(...article continued)

### 7) Failing to Maintain Logs for 5 Years

If OSHA pops in on your workplace, you have 4 hours to produce your current year's logs AND the past 5 years of OSHA logs, as well. The ability to respond can set the tone for the rest of their inspection. Failure to produce will land you a fine and they will want to see the past 5 years, not just the current year.

### 8) Failing to Update Previous Years Logs

If you discover incidents from the previous year which went unrecorded, you must update the logs to reflect them. Or if the description or outcome changes, you must make those amendments as well.

### 9) Failing to Electronically File 300A

The current administration has exempted construction sites from their Site-Specific Targeting Program but that does not mean they will not come by your office. They are taking random samples of employers who have not electronically reported their 300A by March 2nd and their SST inspections are comprehensive and grueling. Fines are almost guaranteed.

**As a fellow member of the PCEA, my agency, MAI Risk Advisors, is offering a complimentary service to help you keep up with your OSHA Logs and stay in compliance. We are offering this in appreciation of the fellowship within PCEA and a token of appreciation to those of you in construction. You can check out the software here at [www.oshalogs.com](http://www.oshalogs.com) and if you're interested in getting your company on the platform, you can reach out at [steve@mairiskadvisors.com](mailto:steve@mairiskadvisors.com) or 706-722-8338.**



#### About the Author

Steve Munn is a client advisor at MAI Risk Advisors, where he helps protect businesses with Workers, Widgets & Wheels through risk management, insurance and surety strategies. He enjoys working with blue collar construction and industrial contractors across the Southeast and, as a Master Work Comp Advisor, he specializes in rehabbing poorly managed work comp programs and implementing alternative strategies like High Deductible Plans and Group Captives.

### Triangle Chapter

Greetings from the Triangle Chapter.

Since the last national board meeting, we have had some great membership meetings. In September, we didn't have a speaker but enjoyed a good meal. In October, We had Advanced Drainage Systems give a program on their underground detentions systems, StormTech, and their HP Storm drainage pipe. In November, we had a program from Professional Restoration Services on restoration of sites after a disasters like fire or water damage.

We had a sporting clays event on October 14th at Drake's Landing in Fuquay-Varina, NC after it was postponed for 2 weeks due to a hurricane. We had a nice day and a great lunch afterward.

We have been holding our monthly meeting every third Thursday of the month at Casa Carbone at 6019 Glenwood Avenue, Raleigh, NC. Social starts at 6:30 PM. Come visit with us if you are in town.

Respectfully submitted,

Kevin Sherron  
National Director

### Orlando Chapter

Hello and welcome from the State of Florida. Please see below a list of activities that the Orlando chapter has kept busy with since the last report.

Unfortunately due to a double booking we had to cancel a Bowling event in early September.

In mid September we had our annual Steak on The Lake event at the Orange county Sportsman's Association - In the midst of torrential down pours and some heavy seasoning we managed to eat some steaks and fixins - This event not only acts our regular meeting but also is used to drive membership (we use beer and food as a motivator) - Attended by 85 folks with 16 guests it was a good turnout regardless of the weather.

In late September we visited another local brewery - Tactical Brewing for a on your own quick social -- We ended up arriving on cross dress trivia night which made the beer even more important - Attended by about 20 folks.

October saw us back at the Red Tail Country Club for our annual Randy Welch Memorial Golf Tournament and Fund Raiser - Trevor Hamilton put together a wonderful tournament raising upwards of \$17K to fund this years local scholarships - 24 foursomes attended and multiple sponsors had tents at the holes for our enjoyment as well as several fun contest were had - Due to Scheduling this was considered our November member meeting.

October also saw us back at the citrus club for our regular meeting - Unfortunately our speaker backed out last minute do to a family emergency but we made up for that by celebrating the 20th anniversary of the Orlando Chapter with several charter members attending and an overall turnout of 40 folks coming out for a nice social hour and our typical diner.

As I write this report early we have another meeting / social event set for Thursday 11/17 at Bottles & Bitters a whiskey bar in Orlando -- set for a casual on your own get together we anticipate a good turn out.

Looking ahead we have a Christmas party upcoming on December 8th, A Bourbon (Rye) tasting in early January with Templeton Distillers at one of our members local product show room (Ferguson Supply) - Late January has us scheduled for Skeet shooting at Black Jacks outside of Orlando, always a good time - Also scheduling Meetings for January and beyond as we move through the Holidays.

We still meet the 4th Tuesday at the Citrus Club in downtown Orlando on the 18th floor from 5:30 PM to around 8:00 PM for our official meeting but you can probably find a member or 2 warming up after 3:30 PM and winding down till 10ish at a local establishment nearby

Respectfully submitted,

Rob Bauer  
National Director

### Columbia Chapter

Good morning from beautiful Columbia, South Carolina. Columbia Chapter had one fumble and did not put together a meeting for September, but we have things back on track now and are ready to roll into 2023. Our October meeting was held on the campus of Midlands Technical Community College. Director Robbie Sharpe of the Building Construction Programs at Midlands Tech conducted a tour of their facilities where our next generation of construction estimators, project managers, and skilled laborers are being trained to take our places in the future. He also spoke at length about their program and how we can interact with the college to help provide real-world situations that those students will be seeing. Columbia Chapter has funded a scholarship at Midlands for many years, so this was a great opportunity to see where our money is going.

In November, we had a program on Specialty Concrete Mixtures presented by our own Whit Suber of Argos Companies. Whit is featured in the "Member Highlight" section of the Fall 2022 "The Estimator", and provided lots of interesting information on the wonderful world of ready-mix concrete. Upcoming program topics for the coming months will include Repurposing of Historic Structures, Columbia City Planning, and Continuing Supply Chain Issues in construction.

We are also proud to welcome 2 new members who joined in recent months. At long last, it appears that we are on the rebound, and are striving to get our membership and growth back on track.

Come see us when you are in South Cackalacky..

Respectfully submitted,

Jim Cormany  
National Director

### Charlotte Chapter

Greetings from the Queen City where we don't know which way we are heading.

Our September meeting was hosted by World Stone Fabricators where we enjoyed some BBQ and toured their stone fabrication facility.

In October, we hosted Center City Partners at Dilworth Grille. James LaBar outlined the Charlotte Center City 2040 Vision Plan.

In November, we held our annual round-table discussion with a panel of three different manufacturers and Mecklenburg County. Our discussions revolved around where they view the market now and in the near future.

In September we held our annual Fall Classic Golf Tournament at Emerald Lakes. This year we raised nearly \$9,000 which we look to put into action for scholarships just as soon as we get our education chair to attend a board meeting.

This year, instead of taking a break for the month of December, we are moved our holiday party to that month to add an additional membership meeting in November (the month we have typically held the party). This year we are doing a dinner at Charlotte Beer Garden for members and their significant other.

That sums it up for the Charlotte Chapter. If you are ever in town on the 2nd Wednesday of the month stop in and see us at the Dilworth Neighborhood Grill – 911 East Morehead starting at 5:30 PM. We'd love to have you as our guest.

Respectfully submitted,

Ben Carter  
National Director

### Central Savannah River Area Chapter

#### Board for 2022-2023 Term:

- President, David Eller, Georgia Drywall
- VP: Membership, Mark Stephens, Cost Segregation Services
- VP Programs, Steve Munn, MAI Risk Advisors
- Secretary, Sara Lord, Portable Services
- Treasurer, Robert Stanvitch, Thomas Concrete
  - Robert has taken a new position where he travels a lot domestically and internationally so he's stepped down as Treasurer. David Eller is filling in on that role now.
- National Director, Steve Munn

#### Recent Speakers:

- September – Calem Millian, TradeUP Careers, Inc.
- October – Kaitlyn Donovan of Rumsey Restoration
- November – Lori Bryant, Lansing Building Products

#### Social Events:

- Scott Gunter is our new social chair and organized a great Axe Throwing event. We had ten people come out and so numbers weren't great but we all had a great time.
- Scott is planning our Christmas party for sometime in early December

#### Membership:

- Adding some additional members from recent guests and speakers.

#### Golf Tournament

- 2022 PCEA James Hutto Memorial Golf Tournament was a great success. Our teams sold out within a few days, as did our sponsorships
- We organized a Golf Tournament Committee which had regular meetings which really helped make this the best organized and most successful tournament we've had yet.

#### Newsletter

- Kat Sanders has taken over our newsletter and she's done a truly amazing job. If anyone wants to subscribe to our newsletter, please let Kat know at [ksanders@cce-inc.com](mailto:ksanders@cce-inc.com).

#### Chapter News

- Convention committee has been formed
- Almost settled on a site for the convention for 2024 but have hit a couple snags which have delayed things.

Respectfully submitted,

Steve Munn  
National Director



# National Board of Directors

## 2022 - 2023



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National President

Brock Contract Services  
Raleigh, NC



**Lee Edwards**

National Past President

AAPCO Group  
Charlotte, NC



**Trevor Hamilton**

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**Chris Kelley**

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**Ben Carter**

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**Randall Williams**

Executive Director

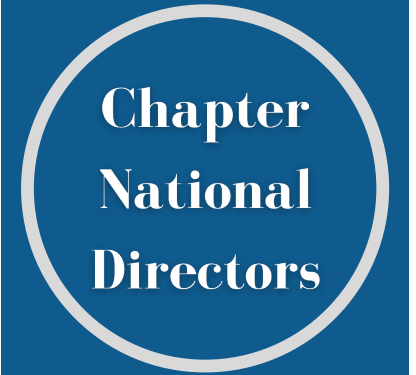
Clayton Engineering & Design  
Hickory, NC



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**Ben Carter - Wood Partners**

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Columbia National Director

**Steve Munn - MAI Risk Advisors**

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**Rob Bauer - Construction Cost Services**

Orlando National Director

**Wesley Ferree - Guaranteed Supply Co.**

Triad National Director

**Kevin Sherron - Core & Main**

Triangle National Director



Professional Construction Estimators  
Association of America, Inc.

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