

THE ESTIMATOR

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

Summer 2022



Bill Helms Award

PCEA Charlotte

Congratulations to PCEA Charlotte Chapter #1 for bringing home the "Chapter of the Year" Award!



Lee Edwards, Delvis Febo, Ben Carter, Pete Martinez



Jim & Geneva Cormany

Rudolph James Barnes Award

Congratulations to Jim Cormany, of PCEA Columbia Chapter, for earning the "Estimator of the Year" Award. We are so thankful for your commitment and service to our association!

[Read more on page 5](#)

Special Points of Interest

Meet our National President

A Word from Adam Blalock

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Member Company Highlight

Sitting Down with Patrick Murphy of Toga.AI

[Read more on page 3](#)

Congratulations to our Ted G. Wilson Memorial Foundation Scholarship Recipients!

[Read more on page 6](#)





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PARTICIPATION • CONTRIBUTION

MISSION STATEMENT

EDUCATION • ACHIEVEMENT

To promote and improve the construction industry through education of the Association's membership and education of young people.

The Association will work to define and encourage high ethical standards of conduct among its members and will promote the fraternity of the construction industry through social interaction.

A Word from our National President



Members,

Thank you all for electing me as President of the Professional Construction Estimator Association of America. I am honored to be entrusted with this responsibility and look forward to a productive year ahead.

We have a great group of people on the National Board this year. With the help of the National Directors, Committee Chairs, and individual members we will expand upon our association's mission. "To promote and improve the construction industry through education of young people, construction professionals and the association's membership." We can achieve this mission by collaborating with all our chapters to help raise awareness about our organization and express the value of the PCEA. Remember to bring guests and invite potential members to all our events because without them we cannot grow this organization.

I look forward to working with each of you to make this mission a reality. If you ever need anything or just want to chat, please do not hesitate to call me anytime. Thank you again for this opportunity.

Adam Blalock
2022 - 2023 National President

US Department of Labor, American Staffing Association sign Ambassador Alliance to continue protecting temporary workers' safety, health

August 9, 2022

WASHINGTON – An eight-year alliance between the U.S. Department of Labor's Occupational Safety and Health Administration (OSHA) and the American Staffing Association (ASA), established to improve the workplace safety and health of temporary workers, continues to be valuable and productive. OSHA and ASA signed an Ambassador document on August 9, 2022, in recognition of ASA's demonstrated commitment to collaborating with the agency to improve safety and health practices and programs in American workplaces.

The goal of an Ambassador is to continue the longstanding relationships between OSHA and Alliance participants through ongoing outreach and information-sharing, and training.

OSHA and ASA first signed an alliance in 2014 and it was renewed in 2016. Their collaboration has resulted in several successful initiatives and activities, including:

- Promotion of OSHA's Temporary Worker Initiative to raise awareness among host and staffing employers of safety and health issues that impact immigrant and vulnerable worker populations across multiple industry sectors (General Industry, Shipyards, and Construction).
- Free webinars that discuss a series of OSHA Temporary Worker Initiative Bulletins, including a recent webinar about the agency's newest bulletin on outdoor/indoor heat prevention. Other webinar topics include respiratory protection, noise exposure and hearing conservation, and communicating with workers about hazardous materials.
- An ASA safety committee that works with companies to ensure temporary workers' voices are heard and to identify workers interested in safety and health careers.

"Temporary workers are, by law, afforded the same workplace protections as permanent employees," said Assistant Secretary of Labor for Occupational Safety and Health Doug Parker. "We are grateful for ASA's continued dedication to helping OSHA educate temporary workers about their rights and train host employers and staffing agencies on their responsibilities to protect the safety and health of this vital part of the workforce."

ASA, founded in 1966, is the voice of the U.S. staffing, recruiting and workforce solutions industry. ASA and its state affiliates advance the interests of the industry across all sectors through advocacy, research, education, and the promotion of high standards of legal, ethical, and professional practices.

Through the Alliance Program, OSHA works with organizations such as trade and professional associations, labor unions, educational institutions, community and faith-based groups, and government agencies to share information about OSHA's initiatives and compliance assistance resources with workers and employers, and educate workers and employers about their rights and responsibilities.

Learn more about OSHA.

<https://www.osha.gov/news/newsreleases/trade/08092022-0>



Member Company Highlight

tógálaí [to-gah-LEE] *noun*

(origin: Irish Gaelic)

- builder
-

The Murphy Family has been operating Coastal Construction in Florida for five generations and is a significant contributor to the growth of their communities. Having been brought up in the family business, Patrick is no stranger to the intricacies of the industry. He is, however, a bit of an anomaly when it comes to his experience and approach.

Patrick rejoined the family business in 2017, yet before that he worked as a CPA and then spent time as a U.S. Congressman. While in Congress, he thought a lot about the advancement of technology, the growth of the sharing economy, and how AI could affect the evolution of our country. He also grew frustrated with the pace of change.



“We’re in the middle of a technological revolution, in many ways similar to the industrial revolution; there’s a lot of disruption happening, a lot of very frustrated people that are uncertain about the future.”

Faced with a fresh start upon returning to home, he embraced his leeway to be creative and began to question how he could apply his ideas in ways that could improve the family business. Tasked with boosting efficiency, he focused his attention on streamlining one of the largest drivers of overhead in the construction process: pre-construction. Considering this, Patrick set out to develop software that automated the take-off process so that estimators could focus on higher value tasks, and thus Togal.AI was born.

Having developed and launched software that simplifies the take-off process, he is now turning his attention to refining the program’s interface and expanding its cloud-based sharing and collaboration capabilities in addition to expediting importing features of plan sets. In addition, Togal.AI is developing automation for the mechanical, electrical, plumbing, and structural aspects of pre-construction analysis, develop code compliance information. They recently launched a new exporting feature in addition to a drawing revision comparison tool.

“Nothing slips through the cracks and it creates that transparency.”

The past few years witnessed the impetus that forced many people outside of their comfort zone: zoom meetings, remote work, and the use of cameras and drones to monitor progress. In light of this, there has been an increase in productivity that points to the potential for even more efficiencies to be found.

Even though Togal.AI’s software can be utilized by large and small contract purposes, it can be particularly valuable for smaller subcontractors, trade partners, and general contractors. They will be able to gain access to, and bid on 10 times more work than they would have been able to before. In addition, they won’t have to rely on trade partners to do pricing and quantity checks. That “go-no go” scenario is made easier. With a click of a button, they can view all the build project’s needs and discern whether or not the bid is worth chasing in the first place!

Togal.AI

Patrick Murphy

www.togal.ai

info@togal.ai

Despite Residential Slowdown, Construction Adds 13K Jobs in June

Buoyed by continued gains among nonresidential specialty trade contractors, overall construction employment increased by 13,000 jobs during June, the Bureau of Labor Statistics reported. The industry's unemployment rate decreased slightly, to 3.7%, from May's 3.8% rate.

One industry economist believes that the latest data shows that contractors will continue to be challenged to find enough workers to staff current and future projects.

"With industry unemployment at a record low for June and openings at an all-time high for May, it is clear contractors can't fill all the positions they would like to," Ken Simonson, chief economist for Associated General Contractors of America, said in a statement.

As was the case in May, specialty trade contractors provided the greatest job gains in June. The sector added 11,800 positions overall during the month, with 11,400 new jobs coming from the nonresidential sector, while residential contractors added roughly 400.

Also showing gains during June was the heavy and civil engineering construction category, which added 4,500 jobs overall.

While all construction sectors reported jobs gains in May, that was not the case in June. According to BLS, overall employment in the building construction sector declined by an estimated 3,900 jobs. That overall decline was the result of a loss of 4,500 jobs in the residential construction sector, combined with a modest gain of 600 positions among nonresidential building contractors.

"Although nonresidential contractors were able to add employees in June, the industry needs more as demand for projects is outpacing the supply of workers," added AGC's Simonson.

The Associated Builders and Contractors noted that, altogether, nonresidential construction employment increased by 16,500 positions overall as a result of gains in the nonresidential specialty trade, nonresidential building and heavy and civil engineering construction sectors.

Calling the June employment report "a welcome respite from a sea of bad economic news," ABC Chief Economist Anirban Basu noted in a statement that "inflation has induced many people back into the labor market in order to offset elevated costs for essentials and luxuries alike."

Still, Basu added, "This does nothing, however, to dim the risk of recession," with the Federal Reserve likely to continue increasing interest rates.

"Higher borrowing costs working in conjunction with lofty materials prices and rapidly rising worker compensation mean that the threat of significant numbers of project postponements and cancellations remains firmly in place," he said.

Construction's 3.7% unemployment rate reported for June 2022 is less than half that of the 7.5% rate reported back in June 2021.

Overall, the U.S. economy added 372,000 jobs in June, with the unemployment rate staying steady at 3.6%.

Authored by Scott Judy
July 8, 2022

Engineering News-Record

<https://www.enr.com/articles/54400-despite-residential-slowdown-construction-adds-13k-jobs-in-june>

Rudolph John Barnes Estimator of the Year Award

Perhaps the most coveted award given by PCEA is the Rudolph John Barnes National Estimator of the Year Award. This award is given annually to a person that has gone above and beyond on the National Level to contribute to the success of PCEA.

Jim has been a long standing member of the Columbia Chapter. Throughout his tenure, he has willingly served multiple terms as Chapter President, 1st Vice President, 2nd Vice President, Secretary and Board Member. He has carried out the duties of each office with exemplary leadership, passion and drive.

Jim has always been first to volunteer for all of his Chapter sponsored events. From the annual fundraising golf tournaments and membership drives to promoting the Chapter and Association at various educational events; Jim

has always been ready to jump in. He helped develop and deliver a presentation on "Estimating As A Profession" for the local Midlands Education and Business Alliance symposium. He is an active advocate for the promotion of estimating as a profession.

On the National level Jim has served as National Director, Secretary, Vice President, President-Elect and President. These offices have placed him as Chairman of various National committees throughout the years where he has always served with due diligence. His most recent accomplishment has been the development of a very comprehensive five year Long Range Plan for the Association. A template for years to come.

As a sole proprietor of Bamastone Corporation, Jim wears many hats as a manufacturer's representative of cast stone and architectural precast concrete, FRP fabrications and glass fiber reinforced concrete. He still manages to carve out large chunks of time to serve his Chapter and National. Jim is supported by his wife Geneva and two grown sons, and resides in Lexington, SC.

Jim is an ardent University of Alabama fan.

We thank you for your tireless and dedicated commitment to our Association!



Jim Cormany – Bamastone



Thank you, Alva!

Alva Gaskin, Jr has been a member of PCEA for several decades and has diligently served on the CSRA Chapter Board, National Board, as well as Chaired numerous National Committees of the years. He is a past Rudy Barnes Award Recipient, Past National President, Order of Isosceles Fellow, and has held so many other titles within the Association that they can't be listed on one page!

Congratulations on your newest title, Member Emeritus!

Columbia Chapter

Good morning from famously hot Columbia. Anyone sweating yet? We are pleased to report that we are on somewhat of a roll, with consecutive meetings in April, May & June, something that has not happened since those long ago days before the emergence of the Fauci virus. The April meeting was mentioned in our Convention meeting report, and had a speaker from Seawright Roofing, who enlightened us about solar power options with new roofing. The May meeting saw us scrape the bottom of the talent pool, as we enjoyed a very informative presentation on everything you ever wanted to know about precast concrete by our own Jim Cormany. For June, it seems everyone who had anything to say about anything was unavailable, so we went without a speaker program. We do have programs lined up for July and August.

We are also looking to resurrect our annual fall golf classic for October, and will have information for the group available soon for that. After carrying a number of ghost members during the extended covid shutdown, we are culling out those whom have not renewed their memberships, so our numbers will fall a bit. Those still standing are the core that keep everything going. We will be rebuilding membership in the coming months and are aiming for members who will actually show up rather than wasting their/their employer's money paid in membership dues.

Finally, we were thrilled to have the big silver Rudy Barnes trophy return to Columbia for a second consecutive year as it was awarded to Jim Cormany at the 2022 Convention in Greenville. Speaking for myself, I am highly honored to have been recognized by the National PCEA for that award, and I consider it one of my highest achievements. Thank you again for making me this year's Estimator of The Year, and I look forward to being a part of that selection process going forward.

Columbia is still here, diminished a bit in numbers but still keeping it going. Come see us when you are in the Palmetto State.

Respectfully submitted,

Jim Cormany
National Director



Ted G Wilson Memorial Scholarship Recipients of 2022

South Carolina

William Randall Zueger, Western Carolina University, Construction Management

North Carolina

Abel Contreras Ramirez, East Carolina University, Construction Management

Florida

Victor da Silva, University of Central Florida, Civil Engineering

Georgia

Kenneth W. Glaze, Georgia Institute of Technology, Civil Engineering

Adam Blalock

Ted G. Wilson Memorial Foundation Chair

Triangle Chapter

Greetings from the Triangle Chapter. Glad to see everyone present today was able to get here with gas prices going through the roof. I hope everyone enjoyed their time at the national convention in Greenville in April. I was good to see a fair amount of students from Greenville Tech on that Friday attending the seminars. I hope we can continue this at future conventions.

Since the convention, we have had 2 great membership meetings. In April, we had a speaker from CTS Cement. Israel Capo talked about polished concrete self-leveling concrete toppings. In June, we had speakers from Hilti. They demonstrated their battery-operated rotary hammer drill, cordless vacuums & dust management, and cordless epoxy dispenser. Their epoxy dispenser will dispense the correct amount of caulk for the size and depth of hole without overfilling the hole and wasting epoxy.

We will have a membership meeting at Onpoint Range in July and enjoy firing a few rounds down range (if we can afford the ammunition).

We will have a sporting clays event in October at Drake's Landing in Fuquay-Varina, NC. Rick Embrey will set a date with Drake's Landing and send out registration forms.

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

Charlotte Chapter

Greetings from the Queen City where both the temperature and the construction market remains en fuego.

In our April meeting Scott Meyer with Trimble demonstrated the latest technology in drone surveying. It was very informative of a cutting edge technology.

In May we held our annual member appreciation event at Latta Plantation. This was our second year at that venue and we repeated our cornhole tournament with a new set of winners. Fortunately the rain held off for us and a fun time was had by all.

We also held our second annual Sporting Clays tournament fund raiser at Rocky Creek in Richburg SC. The competition was fierce requiring an overtime shoot off for both the individual and team competition but in the end the true champions prevailed.

In June Joey Rowland with Tindall Precast demonstrated their innovated TSLAB product. This new licensed technology from overseas promises to open up new possibilities in building construction.

Our July meeting has not yet been determined as we are working to get some of our key board officers to recommit to their mission.

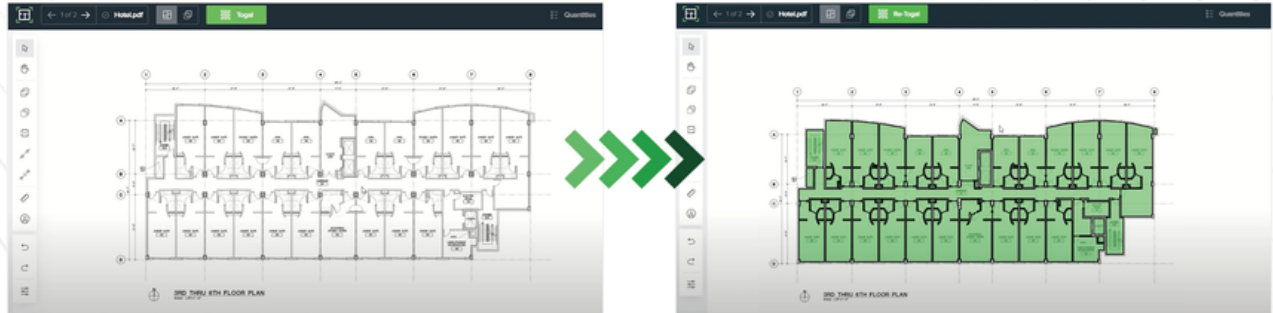
That sums it up for the Charlotte Chapter. If you are ever in town on the 2nd Wednesday of the month stop in and see us at the Dilworth Neighborhood Grill – 911 East Morehead starting at 5:30 PM. We'd love to have you as our guest.

Respectfully submitted,

Ben Carter
National Director

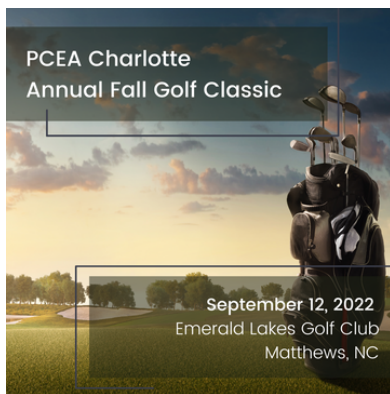


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**'Tis the Season
for Fundraising!**

*Support your
local chapters
as they raise
funds for their
scholarships!*

(and appreciate
their members
😊)



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
- National Director – Steve Munn, MAI Risk Advisors

Recent Speakers:

- May – Bobby Brown, Master Safety Solutions
- June – Andrew Tyson, Megah Softwash and Brighter Bins

Recent Social Events:

Had another great turnout at our Happy Hour at Doc's Porchside on 4/3/22. Had about 20 people come out again with several new faces.

Upcoming Social Events:

Mark Plunkett hosting our chapter, family and guests at his pond property again this Saturday, June, 18th for some fishing and a low country boil. We're expecting a great turnout after everyone had such a great time there last year.

Membership:

No new members

Scholarship:

We were proud to award our scholarship recipients their checks at our meeting on June 9th. Our recipient of the National Scholarship was Kenneth Glaze who will attend Georgia Tech to study Civil Engineering. He was awarded \$1500 from national and an additional \$500 from our chapter

We also awarded \$2000 to Sam Knight who will study Civil Engineering at UGA and \$2000 to Matthew Ruffin who will study civil engineering at Georgia Southern.

Golf Tournament:

Our scholarship fundraiser golf tournament will be October 10th at Bartram Trail and we want to invite anyone interested from our friends at other chapters to come on down to participate.

We will begin selling 50/50 raffle tickets next month and all National Board members must buy them from me this year, not Alva.

Great sponsorship packages are available for anyone interested, as well.

Board Meetings:

Our met on April 27th and May 25th and we have several fun social events in the works for 2022/23. Also, plans for hosting convention in 2024 are shaping up nicely, as well.

Respectfully submitted,

Steve Munn
National Director



National Board of Directors

2022 - 2023



Adam Blalock
National President

Brock Contract Services
Raleigh, NC



Lee Edwards
National Past President

AAPCO Group
Charlotte, NC



Trevor Hamilton
National President-Elect

Hensel Phelps
Orlando, FL



Anthony Luise
National Vice President

Army of Painters
Raleigh, NC



Chris Kelley
National Secretary

J.D. Beam
Raleigh, NC



Ben Carter
National Treasurer

Wood Partners
Charlotte, NC



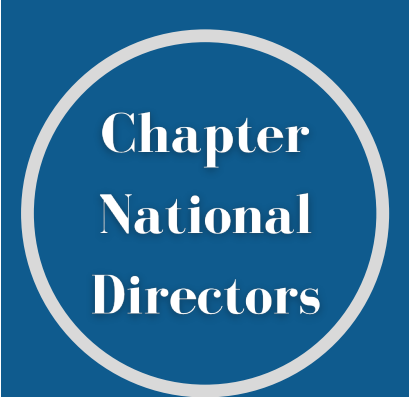
Randall Williams
Executive Director

Clayton Engineering & Design
Hickory, NC



Chris Kelley
Executive Director

J.D. Beam
Raleigh, NC



Randall Williams - Clayton Engineering
Catawba Valley National Director
Ben Carter - Wood Partners
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Jim Cormany - Bamastone
Columbia National Director
Steve Munn - MAI Risk Advisors
Central Savannah River Area National Director
Rob Bauer - Construction Cost Services
Orlando National Director
Wesley Ferree - Guaranteed Supply Co.
Triad National Director
Kevin Sherron - Core & Main
Triangle National Director



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