



Professional Construction Estimators Association

Orlando, FL

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Balfour Beatty



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May 2022



PCEA PRESIDENT



Don Rolfe
*Balfour Beatty
Construction*

PCEA Orlando,
Chapter President

PCEA MISSION STATEMENT

The Professional Construction Estimators Association of America, Inc. has as its purpose to promote and improve the construction industry through education of the Association's membership, through the continuing education of construction professionals and craftsmen. 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.

www.pcea-orlando.org

UPCOMING EVENTS

to register visit our website
www.pcea-orlando.org

• Axe Throwing Social

May 19, 2022 – 6:30 PM - 8:30 PM
55 W Church St Suite 113, Orlando, FL 32801
Attendees must register in advance.

• PCEA May Membership Meeting

Advent Health Central Florida Development
May 24, 2022 – 5:30 PM - 7:30 PM
Citrus Club
255 S. Orange Avenue #1800, Orlando FL 32801
Attendees must register in advance.

• Summer Kickoff Social

June 9, 2022 – 5:30 PM - 7 PM
Broken Strings Brewery
1012 W Church Street, Orlando, FL 32805
Attendees must register in advance.

• PCEA Summer Golf Tournament 2022

June 17, 2022 – 7:30 AM - 4 PM
Mission Inn Resort & Club
Attendees must register in advance.

• PCEA June Membership Meeting

City Commissioner Jim Gray
June 28, 2022 – 5:30 PM - 7:30 PM
Citrus Club
255 S. Orange Avenue #1800
Orlando FL 32801
Attendees must register in advance.



**REGISTRATION
OPEN**

MAY SOCIAL EVENT AXE THROWING



May 19, 2022
6:30 PM

LIMITED TO 20 PEOPLE
PLEASE ARRIVE 15 MINS EARLY
Individual Axe Thrower – \$50.00
Bookings subject to a 2-week cancellation policy
CLOSED-TOE SHOES REQUIRED
Food & Beverage available onsite at your own cost



PCEA SUMMER GOLF TOURNAMENT 2022

June 17, 2022

Mission Inn Resort & Club

\$700 a Foursome

Shotgun Start 8:30 AM
Golf, Range Balls, Breakfast
Lunch Buffet & Awards

Stay and Play Rates available/ Contact Mission Inn Directly

4 DANGERS OF UNREALISTICALLY LOW ESTIMATES

A QUESTION OF QUALITY

When a price seems too good to be true, in all likelihood it probably is. Perhaps the person behind the impractical estimate is inexperienced. On the other hand, if the low estimate was purposeful, requested materials may be swapped out for cheaper alternatives. Either way, an estimate that's far too low will most likely result in a poorly constructed project.

PRICE DISPUTES

When an estimate comes in too low, it sets up the project for pricing problems down the line. This improper planning will affect nearly everyone involved in the project - at the end of the day, someone will end up paying. The low estimate may be due to miscalculations, omissions or even deliberate misrepresentation. When the initial estimate is unrealistically low, the final cost usually ends up much higher. This happens because additions and other modifications to the original scope of work must occur for the project to be completed. The change orders subsequently cause even more headaches as they are identified. Negotiating change order costs is a frustrating practice for all parties involved, often with no one feeling a fair price has been reached.

RELATIONSHIP FALLOUT

When pricing disputes or dissatisfaction with quality arise, friction is the inevitable result. This friction will reverberate, leaving behind a negative taste capable of soiling once thriving relationships. The discord from these disputes and dissatisfactions can echo from the initial planning stages all the way through construction and even post-construction. Success is practically impossible without trust and collaboration - this is a reality that's unavoidable.

TIME DELAYS

All of the above consequences increase the chances of delays and setbacks. Work comes to a standstill while prices are negotiated, construction quality is inspected and disagreements are resolved. As timelines fall by the wayside, the seeds of distrust are sown, opening projects up to unintended errors that cost more money that should've never been spent in the first place.

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THANK YOU FOR ATTENDING OUR ANNUAL EVENT **SEAFOOD ON THE LAKE**

