Welcome to the Professional Construction Estimators Association of America, Inc.

Professional Construction Estimators Association of America, Inc. (PCEA) was chartered in 1956 with 35 members from various construction disciplines in Charlotte, North Carolina. Some of the Charter members remain active today. During our early years, members rallied together to exchange ideas, promote educational endeavors and high ethical standards, while simultaneously developing new friendships. Under the leadership of Charlotte’s early presidents, the members set forth many goals to promote and support the industry while expanding the voluntary association. As a result of these efforts, a second chapter was formed during 1958 in Greensboro, North Carolina (now called the Triad Chapter). The Raleigh-Durham Chapter (now called the Triangle Chapter) followed behind in 1963. Subsequent chapters were formed in Virginia, North Carolina, South Carolina and Georgia and Florida. Vern W. "Bill" Helms of the Charlotte Chapter was elected as our first National President in May 1975 during the first annual convention at Myrtle Beach, South Carolina. Since then, PCEA has grown to almost 1,000 members with twelve chapters in five states. Current goals include active expansion to other market areas.

PCEA members have always been active in the promotion of construction education for the betterment of the industry. Each chapter individually coordinates, develops and establishes programs to assist and enhance the educational endeavors in their community while pursuing the educational goals of membership. PCEA Chapters support educational programs ranging from, but not limited to, scholarships to local students, endowed scholarships at several Universities, providing construction instructors, purchasing equipment for use in technical training and introducing construction as a trade to "at risk" students.
Monthly meeting was held as a Membership Event and Regular Chapter Meeting at SOCA Cocina Latina Restaurant at Cameron Village in Raleigh, NC. Event started at 6 PM and lasted until approximately 8:30 PM. A total of 12 people were present (9 members + 3 Guests). Guests were:

Jacob Kraut (Barton Contracting)
Patty McCaffey (McDonald York)
Derek Harwood (StormTrap) – brought his completed membership application to meeting

The Guest Speaker was Chris Powers, from Trophy Brewing, in Raleigh. Discussed how they went about launching their brand in the area and its growth.

Membership plaque was presented to Ryan Plankenhorn (Resolute Builders) at this meeting. Kevin Sherron reminded everyone that the 2018 Convention will be a cruise this year and the Call will be going out in a couple of days, since deposits and reservations need to be made earlier this year.

Upcoming Event is the Sporting Clays on October 20th at Drakes Landing. Emails were sent out to membership and previous guests. Registration is now available online.

All normal meeting reports were suspended.

Respectfully submitted,
Chris Kelley
Chapter Secretary
Officers and Board Members for 2017-2018

Members Corner
Dedicated to our members and family
If you, or you know of someone having personal or health issues please let me know, so their needs can be noted.

Please keep the following members in your thoughts and prayers;

Our Soldiers and Sailors near and far
2017 Hurricane Harvey and Irma Victims

PCEA Triangle Chapter 3 Scholarships:

PCEA recognizes that one of the greatest problems facing our industry is a shortage of interested and well qualified employees at all levels. To that end, our mission is to extend Scholarships to persons interested in pursuing a career in the construction Industry.

The following Scholarships are funded by the PCEA Triangle Chapter fundraisers and events. (Please see a Faculty Representative at these schools to receive an application).

**PCEA Member Dependent Scholarship**

The PCEA Member Dependent Scholarship is available to immediate family members of PCEA members in good standing. The recipient of this Scholarship does not have to be pursing a degree in the Construction Industry.

<table>
<thead>
<tr>
<th>Contact</th>
<th>Position</th>
<th>Email Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ryan Degnan</td>
<td>President</td>
<td><a href="mailto:rdegnan@mapdoors.biz">rdegnan@mapdoors.biz</a></td>
</tr>
<tr>
<td>Evan Smith</td>
<td>Outgoing President</td>
<td><a href="mailto:esmith@floorscapenc.com">esmith@floorscapenc.com</a></td>
</tr>
<tr>
<td>Adam Blalock</td>
<td>1st Vice President</td>
<td><a href="mailto:adam@blairduron.com">adam@blairduron.com</a></td>
</tr>
<tr>
<td>Thomas Von Cannon</td>
<td>2nd Vice President //</td>
<td><a href="mailto:tavoncannon@vscfs.com">tavoncannon@vscfs.com</a></td>
</tr>
<tr>
<td>Chris Kelley</td>
<td>Secretary</td>
<td><a href="mailto:chrisk@jdbeam.com">chrisk@jdbeam.com</a></td>
</tr>
<tr>
<td>Kevin Sherron</td>
<td>Treasurer</td>
<td><a href="mailto:Kevin.sherron@hdsupply.com">Kevin.sherron@hdsupply.com</a></td>
</tr>
<tr>
<td>Kevin Sherron</td>
<td>National Director</td>
<td><a href="mailto:kevinsherron70@gmail.com">kevinsherron70@gmail.com</a></td>
</tr>
<tr>
<td>Glenn Hessee</td>
<td>At Large Director</td>
<td><a href="mailto:ghessee@talbertbuildingsupply.com">ghessee@talbertbuildingsupply.com</a></td>
</tr>
<tr>
<td>Wally Mills</td>
<td>At-Large Director</td>
<td><a href="mailto:wally@stwcorp.com">wally@stwcorp.com</a></td>
</tr>
<tr>
<td>Adam Blalock</td>
<td>At-Large Director</td>
<td><a href="mailto:adam@blairduron.com">adam@blairduron.com</a></td>
</tr>
<tr>
<td>Rick Embrey</td>
<td>At Large Director</td>
<td><a href="mailto:rick@mr-dirt.com">rick@mr-dirt.com</a></td>
</tr>
<tr>
<td>Marc Marotta</td>
<td>At Large Director</td>
<td><a href="mailto:marc.marotta@skanska.com">marc.marotta@skanska.com</a></td>
</tr>
</tbody>
</table>

North Carolina State University

University of North Carolina at Charlotte

East Carolina University

Wake Technical Community College

Vance Granville Community College
Hurricanes and Insurance

Tens of thousands of homeowners hit by Hurricane Harvey may soon find out they are on the hook for extra payments under their insurance policies, and that number could rise into the millions if Hurricane Irma sweeps through Florida.

The storms are expected to trigger widespread use of “hurricane deductibles,” little-known provisions that allow insurers to shift thousands of dollars of damage costs per home onto consumers.

Homeowners insurance policies in coastal states often allow insurers to charge consumers a higher deductible if certain catastrophes like hurricanes occur.

These deductibles were widely put in place after Hurricane Katrina in 2005 and have been standard in many states for years. But they have rarely been triggered on a large scale because few hurricanes have landed in the U.S. over the past decade.

Harvey made landfall as a Category 4 hurricane last month before weakening to a tropical depression as it moved inland. Irma, a Category 5 hurricane, made landfall in the northeast Caribbean on Wednesday and could reach the U.S. later this week. Florida Gov. Rick Scott on Monday declared a state of emergency in all of the state’s 67 counties.

Proponents say hurricane deductibles make insurers more willing to offer policies in high-risk areas and encourage homeowners to take steps to prevent storm damage.

But consumer advocates say hurricane deductibles can be confusing and prohibitively expensive for homeowners.

Unlike a typical deductible, which requires consumers to pay a flat amount to cover losses before the insurance company will pay out for a claim, these special deductibles are calculated as a percentage. Consumers can be required to pay anywhere from 1% to about 10% of the total insured value of the building or its contents, not a percentage of the claim amount. Insurers will only pay for damage that exceeds the deductible amount.

For example, a homeowner whose house is insured up to $200,000 with a 5% hurricane deductible would be responsible for the first $10,000 of hurricane-related damage to the building.

This type of deductible can be triggered by hurricanes, high wind speeds, earthquakes or other disasters. The triggers vary depending on region and insurer.
Technology is on the rise in the construction industry, with an increasing number of construction companies deploying an array of leading-edge technologies across the project lifecycle. While traditional construction software has failed to solve construction’s productivity problem, mobile technology solves the two primary pain points driving digital transformation in the construction industry. Mobile construction apps not only reduce risk and help construction professionals maintain their bottom line, but also help teams communicate and share documents both in the field and office.

- The high return on investment construction professionals can expect from mobile technology
- How to craft a strategy to increase technology adoption within your organization
- How to determine the ROI from your investment in mobile construction apps
Construction Technology

Technology is on the rise in the construction industry, with an increasing number of construction companies deploying an array of leading-edge technologies across the project lifecycle. While traditional construction software has failed to solve construction’s productivity problem, mobile technology solves the two primary pain points driving digital transformation in the construction industry. Mobile construction apps not only reduce risk and help construction professionals maintain their bottom line, but also help teams communicate and share documents both in the field and office.

- The high return on investment construction professionals can expect from mobile technology
- How to craft a strategy to increase technology adoption within your organization
- How to determine the ROI from your investment in mobile construction apps

Our October Speaker Will be presenting a learning session on one of the many Construction Software platforms “Procore.”
Your data will be so smart, you can count on it.

Gain insight into your business and make informed decisions on the matters you need to, with centralized and standardized Procore data aggregation. Utilizing the Procore COS's flexible and digestible data visualizations, easy-to-create reporting, and complete visibility into every crucial business process, you can see leading and lagging indicators, determine key business trends, and make more accurate projections.
Procore isn't a story of overnight success. It's a story of trial and error and perseverance.

I've always been a builder at heart. From a young age I was fascinated by construction. My father always seemed to have a construction project underway. Watching those projects take shape, I learned that I was drawn to people who value hard work, and who see building as their craft and calling.

In the eighth grade I started working in a cabinet shop after school sweeping the floors. I worked construction jobs while in high school and college, and I ended up choosing to swing a hammer full-time on job sites in the San Francisco Bay Area rather than complete my last two years of school.

In 1993, my life and career took a turn into technology when I met a man who would become my mentor for the next decade. He introduced me to creating software, another form of building that became a new passion.

I found myself at the center of the technology boom in Silicon Valley, learning to code and solving enormous engineering challenges. In 1996, I started my own software development company focused on web applications. The timing could not have been better. That company grew, and by 1999 I found myself working like crazy and also married, with a newborn son.

The need for Procore came from actual problems I was having as the owner on a construction project to build a new home for my family. Phone calls and fax machines were the default communication modes with my contractor. When I looked at the sheer complexity of coordination, and the lack of streamlined communication, I was shocked that anything ever got done on my own construction project.

My first step to improve this situation was to build a web-based collaboration tool around our Microsoft Project schedule for the job. This tool made it possible to gather feedback from team members as to what was actually going to happen against the plan. We began to avoid mistakes on the job site by just getting everyone on the same page. My construction experience, combined with my knowledge of software development, seemed to be solving a big problem. That's when Procore was born.

I decided to take a year off from my software development company and focus on discovering the needs of the construction market. I visited job sites and learned about the inefficiencies that Project Managers faced on a daily basis. A daily job log, two week look-aheads, a system for managing RFIs and a way to share project schedules were the first tools that I built into a new web-based application that I called Procore.

Procore didn't take off right away. After a few years of building the company, I almost lost my shirt, my home, and just about everything else. Back in 2002, most people working in construction didn't use email for work tasks. Only a handful of my target customers had any Internet access at the job site. Smart phones and tablets were still years away—and widespread adoption of these devices by project teams was more than a decade in the future.

So I saw the opportunity, but the market I wanted to serve wasn't ready yet. We had to show most of our early customers how a project management software application was going to make their work—and their lives—better. If it wasn't for a few early adopters and the steady partnership I found in Steve Zahm, Procore would have gone out of business many times in the early days.
In the years since, Procore has grown to be the most used construction software application on the planet. And it's my sincere intention, and that of the hundreds of Procore employees with whom I have the pleasure of working, to continue that growth. We are always focused on making Procore better, faster, and more useful. My passion has always been in construction. I still value hard work, and the rewards of building something from the ground up.

When people ask me what my goal is for the future of Procore, it's simple. I never want to stop providing people in the construction industry with tools that make their lives easier.

Tooey Courtemanche
CEO
It is that time of year when we offer a great Health Food for our Fall Fund raising event. For a very small and reasonable price you can have the main ingredient for some of Mom’s Famous Pecan Pie. Ask you Mom, Aunt, Sister, Dad, Uncle or your Brother to use our fresh and delicious Pecans in your favorite Pastry.

They are good in a pie or by the handful!
Benefits of Pecan Nutrition

1. Helps Maintain High Energy and Lose Weight

Contrary to what many popular figures may tell you, eating a diet low in dietary fat is actually not very beneficial to you at all. One reason for this is the way a diet high in fat helps keep you feeling full, but the complex answer is even more encouraging. For example, healthy fats (like those found in pecan nutrition) impact the grehlin hormone, which is a vital part of weight maintenance. High levels of grehlin in the brain are associated with elevated stress levels and a constant feeling of the “munchies,” or the desire to eat a lot. (1)

In addition to its standing as a food high in healthy fats, pecan nutrition contains more than half the daily required amount of manganese, which is useful in a variety of ways, including in weight loss efforts. While it’s not completely clear why, manganese, especially combined with other supportive nutrients, helps reduce the weight in obese or overweight men and women.

One such supportive nutrient is copper, also found in significant quantities in pecan nutrition. Copper is essential in more than 50 different metabolic enzyme reactions necessary for maintaining a fast metabolism, and in the creation of adenosine triphosphate (ATP), the body’s source of energy.

Copper isn’t the only necessary nutrient for the production of ATP. Your body also needs other nutrients to complete this task, including thiamine, also known as vitamin B1. Thiamine not only helps boost energy levels in ATP production, but also in the process of red blood cell production, which your body uses as energy fuel, too.

2. Prevents Oxidative Stress

Pecans, like many other foods rich in healthy fats, boast a very high antioxidant load. Because so many environmental and dietary issues promote oxidative damage within your body, it’s important to eat high antioxidant foods to counteract this damage. Damage due to oxidative stress is commonly paired with high incidence rates of cancers, heart disease and many other diseases in which cells mutate.

A study out of Loma Linda University in California found that eating pecans acutely increased the antioxidants in the bloodstream in the 24 hours after consumption. (2) These effects tend to build on one another, just like the opposite is true of free radicals building in the body, so pecans can be a helpful addition to a diet high in antioxidants.

Another study examined the effect of nut consumption, including that of pecans, and how it related to the formation of degenerative diseases. People who ate more nuts per week had notably lower instances of some common and often fatal diseases. (3)
In an assessment of the specific antioxidant loads of different nuts, pecan nutrition came in especially high in phenols, proanthocyanidins, hydrolysable tannins, flavonoids and phenolic acids. (4)

3. Contributes to a Healthy Heart

Due in large part to its plentiful list of antioxidants, pecan nutrition is a key ingredient in a diet for a healthy heart.

Pecans and other tree nuts have been known to reduce systolic blood pressure in patients without diabetes. They can be considered part of the high-fat Mediterranean diet that has long been known to significantly reduce blood pressure across the board, as well as decrease overall cardiac-related deaths. (5)

Another Loma Linda University study found that diets high in pecans were related to a reduction in “serum lipids,” or the amount of fat in the bloodstream. This is an indicator of risk and occurrence of high cholesterol. The scientists conducting this study specifically recommend a diet high in monounsaturated fat for those who are at risk for high cholesterol and other heart-related conditions. (6) This is why nuts like pecans are considered cholesterol-lowering foods.

Like I mentioned above, consistent nut consumption reduces many degenerative diseases, most specifically heart disease. In addition, the thiamine in pecans helps to improve heart function. (7)

4. Reduces Inflammation

Many functions in the body rely on a proper amount of inflammation as the body’s defense against damaged cells. However, chronic inflammation, when the body is no longer able to keep it under control, is at the root of most diseases as it leads to cell mutation and undue stress on various parts of functional systems.

While inflammation, reducing inflammation, the role of antioxidants and the processes that affect these conditions are extremely complicated, there are many parts of the puzzle that we can affect in small ways. For example, it’s understood that superoxide dismutase, an enzyme that controls the distribution of the superoxide radical, has a large part to play in inflammation and protection from oxidative stress. Superoxide dismutase production and function are important for a lowered risk of heart disease, as well as helping reduce inflammation in conditions like arthritis.

One of the forms of superoxide dismutase, or “SOD,” relies greatly on the high presence of manganese to operate, meaning pecans can help fulfill the manganese requirement necessary for this form of SOD.
The copper in pecans also contributes to its anti-inflammatory properties, especially for pain and stiffness common in arthritis. This is why pecan nutrition and other nutrients from **anti-inflammatory foods** make great additions to an **arthritis diet** treatment plan.

5. May Prevent Osteoporosis-Related Bone Loss in Women

In conjunction with other nutrients, manganese, copper and zinc (all found in pecan nutrition) have been used to help treat symptoms of **osteoporosis**. Early research has found these nutrients to be particularly helpful when treating women suffering bone loss by helping increase bone mass and decrease bone loss. (8)

6. Helps Improve and Maintain Peak Brain Function

Many of the minerals found in pecans contribute to the proper functioning of the brain. Thiamine is given to patients with **Wernicke-Korsakoff syndrome**, a brain disorder common in alcoholics due to **thiamine deficiency**, which afflicts between 30 percent and 80 percent of people who abuse alcohol. (9)

Copper is another nutrient necessary for good brain function, as it impacts brain pathways involving dopamine and galactose. It also helps stop **free radical damage** from occurring in the brain that contributes to degenerative damage and diseases like Parkinson’s and Alzheimer’s.

The brain’s synaptic processes also depend on manganese, which is crucial for quick reactions and brain signaling. Deficiencies in manganese are closely related to mood problems, trouble focusing, learning disabilities, mental illness and possibly epilepsy. (10) Given all these compounds are provided by pecan nutrition, it’s no surprise pecans and other nuts are considered **brain foods**.
Employment of construction laborers and helpers is projected to grow 13 percent from 2014 to 2024, faster than the average for all occupations. Laborers work in all fields of construction, and demand for laborers will mirror the level of overall construction activity. Repairing and replacing the nation’s infrastructure, such as roads, bridges, and water lines, should result in steady demand for laborers.

Although employment growth of specific types of helpers is expected to vary (see table below), overall demand for helpers will be driven by the construction of homes, schools, office buildings, factories, and power plants. Remodeling activity will also result in some new jobs. Roofer, electrician, and brick mason, block mason, stonemason, and tile and marble setter helpers are all projected to grow much faster than the average for all occupations. However, because roofer helpers is a small occupation, the fast growth will result in only about 1,700 new jobs over the 10-year period.

**Job Prospects**

Construction laborers who are able to perform a wide range of tasks should have the best job opportunities. Job opportunities for helpers will vary by occupation; for example, electrician’s helpers should have the best job prospects, while helpers for roofers will likely find fewer job openings. In addition, veterans are viewed favorably during initial hiring.

Employment of construction laborers and helpers is especially sensitive to the fluctuations of the economy. On the one hand, workers in these trades may experience periods of unemployment when the overall level of construction falls. On the other hand, shortages of these workers may occur in some areas during peak periods of building activity.
PCEA—Triangle Presents
5th Annual "Meat, Skeet, Greet" FUNDRAISER
& Sporting Clay Spectacular

Hosted by the Professional Construction Estimators Association - Triangle Chapter

OCT. 20th - DRAKE LANDING
1:00 - 2:00 PM - Registration & Practice
2:00 PM - Event kickoff
4:30 PM - Steak Dinner catered by Drake Landing

- $150 person - includes Ammo, Clays, Snacks and Dinner!
- All ammo and sporting days must be provided by Drake Landing. (Please include Shell Gauge with Registration)
- Prizes will be awarded individually
  - Fundraiser supports PCEA-Triangle Programs and Scholarships
- Can you offer more support? On site, you can Purchase Practice Tickets - $5 for five shots

Become a Sponsor!

Level 1 – Station Sponsor $100.00 Sponsor’s Name __________________________
Level 2 – Special Activity Sponsor $200.00 Sponsor’s Name __________________________
Level 3 – Lunch Sponsor $300.00 Sponsor’s Name __________________________
Level & Amount

Complete this Form and mail (along with payment) to PCEA-Triangle, PO Box 18701, Raleigh, NC 27619

Please make checks to PCEA-Triangle Chapter;
Registration and payment by credit card is also available online @ http://www.pcea-triangle.org

Questions, Call Rick Embrey @ 919-572-7102 or rick@mr-dirt.com
Money and form must be received Friday, October 7th

Name __________________________ Company __________________________ E-Mail __________________________
Have you ever wondered how a barrel "Choke" affects your shot pattern? Below you will see examples of a choke pattern.
Network Distributors, Inc.
Commercial Lumber & Plywood Supply
Fire Retardant, Pressure Treated & Untreated
NETWORKLUMBER.COM
177 Lake Wheeler Road, Raleigh, NC 27603
919-832-4443 networklumber@bellsouth.net
126 American Way, Fletcher, NC 28732
828-376-3727
331-2 Metro Circle, Wilmington, NC 28401
910-762-4002

Steve Newbern
Commercial Sales Manager
3101 Hillsborough Road
Durham, North Carolina 27705

Contact Info:
Office: 919-286-5561
Fax: 919-286-0103
Cell: 919-622-6493
Email: sneubern@talbertbuildingsupply.com
Web: www.talbertbuildingsupply.com

Space For Rent
Customers will not call
If they don’t know who to

With over forty years of professional experience in all types of Water Based Fire Sprinkler Systems, Gaseous Fire Suppression Systems, Fire Alarm, and Air Sampling Systems. One call will take care of all of your Fire Protection Needs. Let my experience work for you. No one will work harder to earn your business, than VSC-Fire & Security and Me!

Advertise your business card on this page for $100 per year. Contact Thomas VonCannon for information.