



A Health Care Come Back?

With Reform Settled, Contractors Could Benefit From a Revived Market

By Debra Wood, www.southeast.construction.com

Health care remains one of the Southeast region's stronger markets, with new projects starting up now that some of the uncertainty surrounding national health-care reform has abated.

"The Southeast has more work in the health-care sector than other parts of the country," says Mike Noli, president of NoliWhite Group of Brentwood, Tenn. "And it's stronger than commercial or residential."

NoliWhite is building the \$109-million, 245,000-sq-ft John D. Archbold Memorial Hospital's new North Tower in Thomasville, Ga. The 112-bed, eight-story project is the last component of a multiphased modernization initiative.

"We have a lot of health-care work," adds Dave Johnson of Perkins+Will in Atlanta. "There is a lot of pent-up demand."

Alan Scoggins, senior vice president for Skanska USA Building's Healthcare division in Atlanta, says his firm is seeing smaller projects and renovations because hospitals continue to worry about increasing numbers of unemployed patients without insurance.

Skanska recently completed a \$6.9-million ICU addition and renovation at Coliseum Medical Center in Macon, Ga., and a \$5-million stroke and neuroscience center for Grady Hospital in Atlanta.

Skanska started a few major projects during the recession, including the \$380-million Nemours Children's Hospital in Orlando, which broke ground in June 2009 and topped out in August. The 630,000-sq-ft facility is scheduled for a 2012 finish.

The company also has started work on a \$75-million, 400,000-sq-ft bed tower and medical office building at St. Francis Hospital in Columbus, Ga.

Johnson adds that although there are fears about the economy, those institutions with the financial resources are moving ahead with construction plans, and they're paying about 15% less than they would have a couple of years ago.

Perkins+Will designed the \$260-million, 620,000-sq-ft, seven-story Duke Medicine Pavilion in Durham, N.C., which will have 160 ICU beds in six units; 18 additional operating rooms; 20 imaging rooms; and 20,000 sq ft of medical research space.

BE&K Building Group of Charlotte, N.C., is building the hospital expansion, scheduled for completion in 2013, as well as the Duke Cancer Center, a seven-story facility to house its comprehensive oncology programs.

James A. Brownrigg, vice president and director of health care for Turner Healthcare in Brentwood, Tenn., says Florida has been a relatively busy market.



Perkins+Will of Atlanta designed the Moses H. Cone Memorial Hospital North Tower Expansion project in Greensboro, N.C.
Image Courtesy Perkins+Will

Turner is in preconstruction on an expansion project at Miami Children's Hospital and building a portion of the new Orlando VA Medical Center. In Georgia, the company is

working on the design and construction of a new \$333-million, 745,000-sq-ft hospital at Fort Benning, Ga., for the U.S. Army Corps of Engineers, Savannah District. Designed by Ellerbe Becket of Washington, D.C., the Martin Army Community Hospital will have 70 beds and parking for 2,000 vehicles. The team aims for LEED-Silver certification.

Financial and Federal Effects

The bond market has improved, and hospitals are having an easier time securing money.

"The double impact of the financial crisis and the credit tightening and the economic conditions created a bigger slump to health-care capital development than you would typically see during a recessionary period," Brownrigg says. "That market began returning in late 2009."

Maintenance work is moving forward as are some ambulatory facilities, which are less costly to build.

"We're expecting to see more of that due to health-care reform," Adams says. The act includes an emphasis on primary care and

President's Corner

By Randall Williams, National President



Dear Friends,

2010 is finally over! I hope that everyone had a very Merry Christmas and my best wishes for the New Year.

As we begin this New Year, membership continues to be the main focus within our association. Membership Chair, Cebert White, will be hosting a webinar to discuss the challenges facing our membership. We need each of the chapters to participate in

this webinar so that we can learn from each other and strengthen membership again.

It is exciting to be making plans to attend the first ever Professional Construction Estimators Association Convention Cruise. I am pleased to see many of the familiar faces signed up but even more excited to see some new names on the list. Convention Chair, Gail Chapman, is promising some great times, and with this group I am certain that will be

the case! I look forward to seeing each of you in April aboard the Carnival Fantasy Cruise Ship.

I would again like to thank my officers, board of directors and all of our committee members who give many hours of their time to serve and invest in their profession and community through the PCEA. My appreciation goes out to all the businesses that connect through the PCEA to promote and support each other. I challenge you to join your fellow professionals through networking events and educational programs and to invest in each other to strengthen our construction community.

Sincerely,

Randall Williams
PCEA National President

Goal Setting for the Rest of Us

From www.mygoals.com

When it comes to planning their futures, many people drift aimlessly from day to day, year to year, with little focus or long-term direction. Other people—a small minority—meticulously set goals and ruthlessly conform to a never-ending regimen of daily planners, color-coded to-do lists, sticky notes on the bathroom mirror, and time-management seminars.

Most of us fall somewhere in-between. We certainly do look ahead and contemplate the future. We either set specific goals or we have some notion of what we'd like to do, even if we haven't written down exactly how we intend to do it. For major decisions, we think things through carefully. Small decisions, such as how to spend each hour, are largely guided by an intuitive sense of what's important at that moment, meaning our daily decisions are not completely random. Nor are they always planned and executed with the precision of a military mission.

If you fall into this category of being "goal-oriented" but not "goal-obsessed," then here are a few tips to help you accomplish more without becoming a slave to the process:

1. Choose the Right Goal (or Goals)

Setting difficult goals improves overall performance, even if the goals are only partially obtained. That said, it is crucial that you believe your goal is attainable, otherwise you won't even try. Most importantly, spend time clarifying why you want the goal, what you may have to give up in the process, and whether the tradeoff is true to your deepest values.

2. Make Your Goals Official

It's fine to have wide-ranging ideas about what you'd like to do, but it takes a personal commitment—a decision—to make a true goal. It need not be a blood oath, but the more ceremonious, the better. At a minimum, write it down or enter it into your myGoals.com account. Also consider personally committing to one or more people whom you trust.

3. Create a Plan

Most people who set goals fail because they never make a plan. Often, people simply don't know where to begin. There are many good books on the subject. For best results, use the online goal-setting tool here at myGoals.com, which walks you through a clever, step-by-step process that makes it very easy to create a solid plan of attack.

4. Keep to the Plan...

Once you have a plan, the biggest challenge is to stick with it. It's easy to procrastinate or get distracted by the responsibilities of daily life. Daily planners can help, but myGoals.com goes a step further by sending you automatic reminders via email. Sometimes the difference between success and failure is just a periodic nudge from an external source.

5. ... But Stay Flexible

Life throws surprises at us, so any good plan allows for contingencies. The need to make periodic adjustments is another good reason to manage your goals using the computer, as opposed to paper-based systems. Most of all, periodically review each goal to make sure it's still something you really want.

Chapter Reports

CSRA Chapter

Alva Gaskin reports that business is up in their area. They have been making a concerted effort to bring guests to the meetings in hopes of adding them to the membership. They held their annual Scholarship Golf Tournament and raffle on October 8th at The River Club in North Augusta, SC. National President Randall Williams was in attendance for this event. They raised a little over \$1,000 for their scholarship fund. A small birthday celebration was held for Randall following the tournament.



Charlotte Chapter

National Director Roger Chrismon says the current economy is to blame for the Charlotte Chapter's struggling efforts to recruit new members. But on a brighter note, Helene Palmowski has been working hard on their website and it is now up and functional. Roger also reports that 2010 Scholarship Golf Classic was a success. In November their speaker was Sarah Corbitt (LEED, AP, Assoc. AIA). Sarah spoke with them about the planned International Green Construction Code (ICC). National Vice President Cebert White was in attendance at their November meeting as well.

Triangle Chapter

The Triangle Chapter held their Fall Golf Tournament on November 12, 2010 at the Preserve at Lake Jordan in Chapel Hill, NC. Although the outcome was not known at the time of his report, National Director, Matt Solomon, said that they were expecting a good turn out. Matt also reports that their membership is struggling but they have plans to kick it up a notch in the new year. The Annual Vocational Educators Appreciation Night will be held in February.

Central Virginia Chapter

The Central Virginia Chapter held a social BBQ for their September meeting at Oakwood Country Club. In October they learned about the build-block wall system using styrofoam forms and concrete walls. National Director Gene Moore reports that it was a quite interesting. The product is quite versatile and labor saving on many projects, not to mention energy efficient. The November program was a demonstration on the new website and how to use it effectively and in December they held their Christmas Party. Gene reports that their membership is holding steady and they have some new member interest. The Central Virginia board of directors recently voted to offer a \$1,000 local scholarship for someone connected to PCEA and studying in the building trades or engineering.

Piedmont Chapter

National Director Chad Bolt reports that the past few months have been interesting for PCEA members in the Upstate of SC. They held their annual golf tournament at Smithfield Golf Club on October 22nd, and though attendance was down, the tournament was still a success. The money raised will benefit scholarships that will be given in the Spring. A big thanks to all the volunteers that helped and to Tom Smith and Skip Hendrix for the food and organizing. Business in the upstate

seems to be increasing. Their members are slowly seeing more contracts coming in and more job sites appear to be popping up. It is their hopes that this growth in the construction industry will help build their membership. All in all, their year has been tough but they see nothing but brighter days ahead.

Fayetteville Chapter

Ben Taft, Fayetteville National Director reports that things are very busy in Fayetteville. With the emphasis of BRAC soon approaching the Greater Fayetteville and Fort Bragg area, they have seen an increased amount of construction beginning. The industry appears to be getting back on track. They currently have a social event on Tuesdays from 6-8 and their monthly meetings are held at Highland Country Club. Ben reports that they are planning a golf tournament for June 2011 to raise money for a scholarship at Fayetteville Technical Community College. This is historically their biggest fund raiser and they hope to raise a lot of money. Their membership is holding steady and have had new prospects attending their meetings.

Columbia Chapter

Jim Cormany reports that it's been business as usual in Columbia. Their monthly meetings have been well attended and featured enlightening speakers. In October they held their annual membership drive at Congaree Hunt Club. A good crowd of members and guests enjoyed steamed oysters and Beaufort Stew prepared by Chef Chris Chapman. The Friday following the membership drive was the date for their annual Golf Classic at Crickentree Golf Course. Chris Royster did a great job putting the tournament together and the funds raised will go toward their scholarship. The Columbia Chapter is hard at work ironing out the details of the first ever PCEA Convention Cruise.

Catawba Valley Chapter

Our friends in the Catawba Valley Chapter held their 24th annual Golf Tournament on September 10th at Lake Hickory Country Club. The tournament was followed by a BBQ dinner, at which time they handed out trophies and some great door prizes. This event netted them \$7,000 for their scholarship fund. In October, Bobby Barnes with Unifor Engineering spoke with them about special inspections as detailed in the building code. In November, Nan Lacey from Sipe's Orchard Home, a local non-profit serving the needs of children, was their guest speaker. The chapter has supported their foundation for many years now and a representative updates the chapter at least once a year. Their Christmas Party was held in December. They ask guests to bring presents and/or a cash donation to Sipe's Orchard Home so they can make Christmas a wonderful time for the children and youth living in the home.

Orlando Chapter

National Director Rob Bauer reports their recent meetings have included a presentation from the Orange County Comprehensive Planners about upcoming local code revisions. They also had their fall Steak on the Lake outing. Their annual Randy Welch golf tournament did much better than they had budgeted, raising \$12,000 for the Orlando Chapter Scholarship fund. Rob also reports that this year has been difficult for them; but with higher hopes for 2011, they are looking forward to a New Year and new opportunities.

Technology in Construction

Resolute Building Company Utilizing Technology to Deliver a Better Product, Improve the Client's Building Experience

Simulator technology has enabled Triangle Veterinary Emergency Clinic representatives to virtually "walk through" their Raleigh, N.C., Veterinarian Clinic project-while it remained in schematic drawings.

Triangle Veterinary Emergency Clinic & Resolute Building Company used the 1:2:1 Analysis Simulator located at Duke University via a Partnership with FullCon Solutions,LLC.

"Our Full-Scale CAD Analysis experience, in addition to being really cool technology, allowed us to move forward with confidence, secure in the knowledge that our design was effective and attractive" said Sharon Zeigler, a TVEC representative.

Curt Carlson, Director of Business Development with Resolute Building Company said "By standing in the simulator, we got the sensation of actually being in the "yet to be constructed facility" with a sense of realism that is as close to the real thing as you can get. It was much more effective than simply viewing static perspective drawings or computer aided "fly-throughs". The stereoscopic glasses along with being able to literally walk through the building by using the "joy stick" was liberating. In the future, we see using this tool to not only help the owner's visualize their facilities but to help our superintendents and subcontractors analyze complicated details like window/wall/roof line details, etc."

Immediate Benefits and Feedback

FCS: How did this technology benefit your project?

TVEC: The DiVE technology allowed us to do a virtual "walk through" of our project, giving us the opportunity to address our concerns of traffic flow and functionality. We were able to confirm that our design was exactly what we had in mind, and that we were pleased with the results.

RBC: It confirmed our hunch that the Owner's would embrace the technology and appreciate the opportunity to visualize their facility in a more realistic way than simple 2 dimensional drawings.

FCS: Please explain the group/team benefits from using the simulator.

TVEC: Developing and designing our project has been a labor intensive and sometimes intimidating process. The DiVE experience has revitalized and reinforced our excitement about our new facility. It's also given our entire team the shared experience that allows us to know that our vision of the "big picture" coincides.

RBC: We got to see the technology used on a live project and how important it was to have an accurate 3D model.

FCS: Were there any cost or time saving benefits achieved?

TVEC: After our experience with the DiVE Simulator, we were able to make some adjustments to our design before the construction phase, eliminating the need for expensive "change orders".

RBC: Yes-for instance the Owners noticed that the glass vestibule at the main entrance was too close to the reception desk and decided to eliminate it long before order/fabrication thus saving over \$15,000. They also made changes to the waiting room seating area to improve pet control.

Fast & Simple

The benefits are immediate and impactful. This established, 20+ year old technology helps many industries operate more efficiently and communicate more effectively. This project took FullCon Solutions less than 2 days to prepare.

Collaboration Yields a New Construction Management Tool

The backend of most construction projects normally entails only 3 or 4 percent of the costs, but it can account for as much as 50 percent of the aggravation. It is not uncommon for a \$10 million project to generate \$300,000 in change orders across 19 contracts. Add to that the less formal notes, questions and other communications that can instill delay, inefficiencies and oversights that produce errors in a project's execution.

The accuracy of the paper trail assembled throughout the entire construction process inevitably leads to either profit or loss during a project's closeout.

EDiS Company, a construction management, design-build and pre-engineered metal building contractor in Wilmington, Del., collaborated with New York entrepreneur Justin Nolan to develop a new IT tool that streamlines the administration of a project's paperwork and facilitates the eventual closeout.

Nolan, a former document administrator for a construction consulting firm, was inspired to create his fledgling venture from the frustrating experience of compiling paper-based punch lists for major building programs involving sometimes 10,000 or more items generated (including some missing) by the many individuals associated with the project.

To streamline the process, he developed a Windows-based PDA punch list tool that became the cornerstone for a now commercially available web-based construction management system which makes innovative use of the iPhone.

The new iPhone app, called BuildingBlok, compiles a complete and current project status on a secure website where stakeholders can upload and access the summary either for simultaneous or independent review.

medical homes.

Jim Godfrey, managing director of Perkins+Will's Charlotte, N.C., office, says some health systems are planning more medical office buildings and outpatient facilities to accommodate primary care needs.

Perkins+Will recently designed an ambulatory-care operating room expansion for University of North Carolina Hospitals at its Chapel Hill campus.

In Orlando, Turner is busy with two design-build medical office building projects, a \$1.2-million, 7,500-sq-ft center for an orthopedic surgeon and a \$335,000, 2,000-sq-ft interior and exterior renovation job for a primary-care physician.

Turner also is working on the new 13,000-sq-ft Lillian S. Wells Foundation Women's Health Center at Broward General Medical Center in Fort Lauderdale and in a separate project for Broward Health, a catheterization lab at the same hospital.

The uncertainty surrounding health care during the national legislative initiative impacted the market, Noli says.

"The ticking legislation derailed a number of projects because hospitals were concerned about what could be passed in the bill," he says. "Since the legislation has passed, hospitals have gotten a more complete picture of reimbursement in the future, and that may be responsible for the release of jobs in the last number of months."

Hank Adams, a vice president and health-care principal at HDR in Dallas, agrees that private-sector hospitals continue to take a "wait-and-see" approach to how health reform will affect reimbursement. They are still master planning for the coming 10 to 15 years but are conservative about committing to construction projects, he says.

HDR is completing a master plan and design of a children's specialty facility at Pitt County Memorial Hospital in Greenville, N.C. Construction is scheduled to begin on the pediatric hospital in 2011.

Johnson at Perkins+Will also reports more master planning, including reviews of operations.

Greening in the Marketplace

Johnson says sustainability has become a standard in the industry.

"It's becoming an element in our construction programs that doesn't have a premium associated with it anymore," Johnson says.

Godfrey adds, "We've had clients doing major additions wanting them to be LEED certified or higher. We're getting more questions about it and the far reaches of green, like solar."

Some of Godfrey's clients want the sustainable features, even if they do not pursue LEED. However, he says that North Carolina is considering adding sustainability requirements to its certificate-of-need application.

Perkins+Will's \$131-million, 219,000-sq-ft, three-story Moses H. Cone Memorial Hospital North Tower Expansion Project in Greensboro, N.C., aims for LEED-Silver certification. The addition will add patient beds, replace the surgical suites and double the size of the emergency department.

Memorial Healthcare System's planned LEED-Silver Joe DiMaggio Children's Hospital expansion in Hollywood, Fla., topped out in May. ANF Group of Cooper City, Fla., is building the \$84.3-million, 160,000-sq-ft, four-story facility, and Stanley Beaman & Sears of Atlanta designed it. The project in total will cost \$135.6 million and bring the hospital's bed count to 204.

Brownrigg says bond buyers have become more interested in the long-term operational cost and lifecycle costs, contributing to more green building.

"Sustainability from an operational cost-benefit perspective is becoming more predominant because the financial markets are questioning the long-term viability," he says.

More Projects

Morette Co. of Pensacola, Fla., broke ground in July on a \$24-million expansion at Baptist Hospital of Pensacola. Designed by George Koper Associates of Pensacola, the new facility adds operating rooms, a progressive-care unit and waiting areas.

Baptist Health Care is also expanding its Gulf Breeze Hospital, with a \$5-million project to add intensive-care beds, private patient rooms and an inpatient physical therapy gym.

The Central Florida Health Alliance in Leesburg, and Moffitt Cancer Center in Tampa announced they would build two new cancer care facilities, one at Leesburg Regional Medical Center and the other at The Villages, also in Lake County.

Skanska is providing preconstruction services to UNC Hospitals for its new \$140-million Hillsborough Hospital and medical office building. The company expects to start work later this year on a central energy plant for Rex UNC Healthcare, the first project in a \$123-million construction and renovation program at the Raleigh, N.C., hospital.

In September, the Veterans Administration awarded the final \$260.3-million contract for construction of its 134-bed Orlando VA Medical Center to Brasfield & Gorrie of Lake Mary, Fla.

The \$665-million, 65-acre campus also includes an outpatient clinic, which Brasfield & Gorrie will build out; a parking garage and warehouse, also being constructed by Brasfield & Gorrie; a central energy plant by James A Cummings of Celebration, Fla.; and a 120-bed nursing home and a 60-bed domiciliary, under construction by Turner. The entire project is scheduled for completion in 2012.

Welcome New Members

Central Virginia

Mari Lynn Artman	The Floor Show
Michael Collier	Forest Foundations, Inc.
Ron Lee	The Floor Show
Scott Southerland	Forest Foundations, Inc.

Charlotte

Pamela Smith	AAA Environmental
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Hampton Roads

Elaine Arrieta	Arrieta Construction
Geoff Bambini	Homeland Contracting
Joe Bradshaw	Commercial Ready Mix Concrete
Wesley Bynum	MEB General Contractors
Roy Carroll	Warwick Plumbing & Heating
JoAnn Scott	Ladybug Concrete
Karl Seamster	Baker Roofing
Brad Smith	Sauer, Inc.
Ray Zanon	E. V. Williams, Inc.

Orlando

April Accor	The Blue Book
Beau Bullard	Herman Miller Workplace Resource
Bob Burbrink	Turner Construction Company
Dave Croson	JACroson, LLC
Carrie Dinger	ServiceMaster Drying & Recovery

Piedmont

Michael Morningstar	Able Constructors, Inc.
Gregg Thompson	Sherwin Williams Paint

Triangle

John Kozlowski	Skanska USA Building, Inc.
Jeff Sumrell	Ready Mixed Concrete Company

When I Think, I Fall Asleep

By Darren Baker

A few nights ago I dropped by a local restaurant to pick up some dinner to take home. While I waited patiently in the lobby for my food to finish being prepared, I noticed a sign on the wall. It said,

When I work, I work hard
When I sit, I sit loose
When I think, I fall asleep

I read it again...and again. Then asked myself, What on earth does that mean? This proverb may be familiar to some of you, but it was unknown to me prior to reading it. Below is the lesson I got from the sign on the wall.

When I work, I work hard
Lesson: Stay Motivated

Whatever you find yourself doing, you should do it with all of the energy and enthusiasm you can. Being able to work is a privilege. There may come a point when you are not able to do certain activities due to circumstances beyond your control. Take advantage of the opportunities you currently have.

Too often, when many of us work, we don't work hard, we work easy. This is why we don't get as much as we could get in return from our efforts. Instead of taking full strides, we "half-step". And when you half-step you get half-results. Interestingly, many of us half-step then blame other people or circumstances when we get "half results". The fact is it's your fault so quit blaming somebody else or circumstance. Go take control.

You don't need talent to work hard. You don't need intelligence to work hard. You don't need money or time. You just need to be motivated.

When I sit, I sit loose
Lesson: When it's time to relax, relax!

When you're not working, enjoy it. For those of you who are too busy to "not work", then schedule a time to work on relaxing. Even if it's just 15 minutes. Relax your mind and let your body rest. You need it. Personally, I find that when I work hard, I have no problem sitting loose. Why? Because I know I was focused and did the best I could at what I was working on.

When I think, I fall asleep
Lesson: Stop the analysis paralysis and go make it happen!

If there's one thing I was very good at it was over analyzing. I could think myself into a slumber! We must not be idle thinkers. We must use our thinking to generate action that will bring our ideas to life.

I'm sure we all know plenty of people who 10 years ago said they are going to do XYZ. Ten years later they still haven't done a thing. In many cases, these people started thinking too much and then fell asleep for a decade. They thought about all the things that could go wrong and all of the risks of XYZ. That is no way for us to live. Wake up and go to work!

Work AND think. It's not as hard as it sounds. Stop thinking about the things you fear and just go do it. Stop planning, writing down, and talking about what you're going to do and just get it done!

Editor's Notes

By Ceibert White, National Vice President & Newsletter Editor



It's hard to believe that 2010 has closed and 2011 is upon us. 2011 promises to be another great PCEA year. I closed out 2010 with a visit to the Orlando Chapter after making it to Charlotte in November. It has been great to have the opportunity to visit other chapters this year. Only a few more to go!

I am personally excited about the National Convention next year. It looks like the attendance for the convention should be increased from 2010 and the level of fun should be too. I see lots of familiar names on the list. What about yours?

Membership in PCEA continues to be the concentration for both National and each of the Chapters. A webinar to discuss the challenges facing PCEA will be scheduled in 2011. Plan to participate by forwarding the requested information and by participating in a live discussion on this topic. Membership growth begins with each one of the current members. If each current member could encourage just one potential member to become a part of the association, I am sure others would follow.

Please continue to send articles or requests for the newsletter. I hope to see you at Convention!

Health & Happiness

Past National President and Coastal Plains Chapter member **Wade Tippett** underwent surgery for prostate cancer on December 1st at Duke University Medical Center. The surgery went well and Wade is spending a few weeks recuperating at home.

Piedmont Chapter member **Brian Miller** and his wife have a new addition to their family! Ava Kathleen Miller was born on November 9, 2010. She weighed 7 lbs. and 3 oz. and was 20 1/2" long. Congratulations to the Miller family!



Dates to Remember

February 14, 2011	Deadline for the balance of Convention Cruise
February 18, 2011	National Board Meeting Carolinas AGC Charlotte, NC
April 29-May 4, 2011	PCEA National Convention Aboard Carnival Cruise Ship Fantasy Departs From Charleston, SC

Technology in Construction CONTINUED FROM PAGE 4

The website contains the project's ongoing status and a complete history of the normally paper-based flow of change orders, RFIs, submittals, payment applications, daily reports, schedule, logs, emails, blueprints and other communications. All eligible stakeholders on the project team, including owners, architects, engineers, managers and subcontractors, can refer to the same, continually updated page.

Because the exchanges and routine communications are engrained in any commercial construction project, EDiS wanted to preserve but replicate them digitally. The system also had to be readily understood by the authorized participants. EDiS's project activities offered a real-world basis on which to create a comprehensive but universally applicable system.

The use of the iPhone allows managers in the field to update, document and sync their input to the blueprints, daily reports, punch lists and photos. The application allows access even from remote locations lacking an Internet connection. In these situations, any changes input to the device are saved until a connection (wifi or

cellular) is reestablished, and that data then transmits automatically to the project webpage.

The use of this new tool has streamlined decision-making and overall communications, with reductions in completion time approaching 75 percent. The system maintains a paperless audit trail at closeout for every construction document related to a project.

Although the technology's typical users are small and medium-sized contractors, the system can be scaled to manage almost any building program, whether a \$50,000 or a \$200 million contract.

The technology also can save significant costs historically associated with paper: printing, faxing, shipping, courier services and blueprint duplications. A project that once required up to a dozen boxes for document storage can be reduced to a small box, and because project information remains online, customer questions can be readily answered years after completion.

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The only way PCEA can continue to grow and be of service to all members is through leadership. We have within our ranks a large amount of talent and we need to encourage our great members to get involved by serving their profession. With an Association like ours, just one person with fresh ideas and leadership ability can make all the difference in the world.

Consider volunteering your talents as a Chapter or National Officer or Committee chairperson!

ESTIMATOR

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