As winter gives way to warmer breezes, a springtime escape to Asheville is the perfect way to wake from months of hibernation. Stretch your legs on mountain trails filled with the blossoming beauty of native wildflowers, drive the scenic route to find miles of amazing mountain vistas, and stroll through the streets of Asheville’s festive downtown as the community celebrates the welcome return of milder days.

Asheville’s scenic natural landscape is a mecca for all things green, with its favorable climate and diverse citizens instilled with a passion and respect for the land. From elegant grand estates to fun-meets-funky, this farm-to-table town is eager to educate.

Come join us! We think you will be pleasantly surprised!

Greetings! It’s that time of year, again. The 42nd Annual PCEA National Convention is just around the corner. This year’s event, to be held in the beautiful mountains of Asheville, NC, from April 27 – May 1, at the Renaissance Asheville Hotel, promises to be a grand destination.

Our convention hosts, the Triangle Chapter, have been hard at work planning informative seminars, providing spectacular meeting places, and offering up exciting tours for everyone’s tastes and pleasure. And, yes, there’s even golf at the spectacular Grove Park Inn. Check out the schedule of events inside and see for yourself. You won’t want to miss the Biltmore Estate tour or the Brewery and Trolley Tours. With the beautiful mountain backdrop and friendly atmosphere that Asheville offers, this year’s convention is a must.

I invite all of you to attend with spouse, guest or perspective member. Make sure you book early and sign up for all the wonderful activities and tours available. Plan to arrive early to take advantage of all that Asheville has to offer. Our National Board meeting will kick off the convention activities on Thursday morning and conclude Saturday night with the awards banquet and the passing of the gavel.

I encourage all of you to make plans to attend. It’s a great time to make new friends, and re-kindled old acquaintances. There is plenty of time to relax, network and re-charge.

See you in Asheville!

Welcome
From the National President

Asheville Discovery, inside and out
Welcome everyone to the 42nd Annual 2016 PCEA National Convention in scenic Asheville, North Carolina at the Renaissance Asheville Hotel from April 27 through May 1. This year marks the 60th Anniversary of the PCEA National Organization founded in 1956. The Triangle chapter has been working hard to make this a truly great and memorable convention. The golf tournament will be held at the Grove Park and there will be a historic trolley tour, Biltmore Estate and local brewery tours and tastings. Great restaurants and other attractions of downtown Asheville are within walking distance from the hotel. It will be a great time to visit with old friends from other chapters and make new ones. The convention is a great time for Networking, Education and Fun! Please make plans to attend this landmark convention and I look forward to seeing you in Asheville. Have a safe trip!

Glenn Hessee
National President-Elect
Professional Construction Estimators Association of America

Free Convention Registration!

Any PCEA Member* that personally generates $1,000.00 in sponsorship income receives a complementary convention registration!! That's a $450 Savings!!!

*Non Members qualify for free registration with $1,500 in sponsorships generated
Accommodations

Renaissance Asheville Hotel
31 Woodfin Street
Asheville, NC 28801

To reserve your room call:
Marriott Reservations
(800) 468-3571

Or Click Here for a direct link to reserve a room online

Costs:
Deluxe Room $169

(Does not include local and state tax)
Above group rate will be offered 3 days prior to and 3 days after the convention
On site complimentary parking for registered guests

Note: To receive the above rates, you must indicate that you are with Professional Construction Estimators Association.

*RESERVATION DEADLINE IS April 6, 2016*
A limited number of rooms have been blocked. When all blocked rooms have been reserved, reservations will be accepted on a space available basis at the hotel’s prevailing rates. Notice of cancellation must be received NO LATER THAN 72 HOURS prior to arrival.

Golf at Grove Park Inn

PLAY A HISTORIC GAME ON A TIMELESS COURSE
Tee off on a legendary course in full view of the Blue Ridge Mountains

For those that want to play golf, you will not want to miss the opportunity to play this beautiful course on Thursday afternoon.

Donald Ross originally designed this historic course in 1926, and it was overhauled in 2001 to keep the same feel and spirit. It has since earned nods from Conde Nast Traveler (Top 20 Southern U.S. Golf Resorts in 2011) and North Carolina Golf Panel (Top 100 Golf Courses in the State).

 Convention Kick Off Party

After our Thursday afternoon activities, we will travel to the Grove Park Inn to kick off the start of another great convention! We will join those that played an earlier round of golf and enjoy heavy hors d’oeuvres, libations and spectacular sweeping views of the Blue Ridge Mountains. Noted for its understated elegance and southern charm, ten U.S. Presidents and countless luminaries from the worlds of art, entertainment, sports and politics have stayed at this one-of-a-kind hotel.

Biltmore Estate Tour

Also on Thursday afternoon a tour of the grand and majestic Biltmore Estate is on the agenda. It’s a stunning combination of architecture, pristine scenic grounds, and fascinating history. Spring is right around the corner and Biltmore's gardens are celebrating its arrival with burgeoning blossoms of color. The luxurious family home of George and Edith Vanderbilt is a marvel of elegance and charm, as magnificent today as it was more than a century ago.

All excursions & events taking place outside of the Renaissance Hotel include transportation, except as noted
Asheville is considered the “Napa Valley of Beer!” Their beer scene features an amazing selection of bars, brew pubs, micro craft breweries, cideries, and restaurants. Asheville, per capita, has one of the highest rates of craft brew consumption in the Southeast. Accolades include being named Beer City USA for four years in a row, Forbes Travel Guide 5 Beer Cities to Hit, and CNN 8 Best Beer Towns in the USA.

Join us Friday afternoon for a tour of many of the local Asheville breweries where you will not only sample some of Asheville’s greatest craft beers, you will also get to immerse yourself in the eclectic ambiance that is the local beer scene of Asheville. Each of the downtown Asheville breweries on our beer tour has a distinct style in their brewing and in their incredibly varied atmosphere. Excursion prices includes one beer at each location.

Whether you are a history enthusiast or just want to explore the diverse nature of the city, you will want to join us on Asheville’s most popular sightseeing tour- featuring unlimited hop-on/hop-off privileges at 10 stops, Trolleys depart every 30 minutes. Hop aboard one of Gray Line’s nostalgic trolleys for a fully narrated journey, highlighting the history, homes and hot-spots of this “City of Surprises.”

The Gray Line Trolley Tour includes major points of interest such as the diverse Montford Historic District, legendary Grove Park Inn, Art Deco-rich downtown, the artsy and edgy River Arts District and quaint Historic Biltmore Village. Remain on board for a comprehensive 1.5 to 1.75 hour tour, or hop-off at any of Gray Line’s trolley stops along the route to shop, dine and explore, then re-board the next trolley to continue your tour.

When it comes to shopping, each of Asheville’s unique neighborhoods offers something a bit different, from downtown’s eclectic boutiques and galleries to funky shops and collections farther afield. Open-air markets and independent boutiques mix together with favorite national brands to provide a unique character for Asheville’s diverse retail scene. Stroll through our many tree-lined shopping districts to discover independent bookstores, vintage apparel, craft galleries and other special places.

This informative program is being presented for the benefit of all Chapter Officers and Directors. It will be broken down into the different offices and led by members that have served in the respective office.

This program has proven to be very helpful for incoming officers to familiarize themselves with the duties and responsibilities that come with each office. Each attendee will receive the Officer Orientation Manual on CD to take with them.

All excursions & events taking place outside of the Renaissance Hotel include transportation, except as noted.
For the past several years, debate about the value of formal Total Quality Management (TQM) programs has filled the pages of business periodicals. Some companies swear by it while other companies swear at it. Some consider their quality programs as having made a strong contribution to productivity, customer and employee satisfaction. Others have abandoned these programs, feeling their investment of time and money was largely wasted. Where does the truth lie? And more so to the point, should your company consider diving into the murky waters of TQM?

Bob Pringle is the Vice President of Evans Roofing Company, Inc. located in Elmira, New York. Evans Roofing Company, Inc. is nationally recognized full envelope contractor licensed and registered in 46 states. An Industrial Engineer, Bob graduated from University of Miami. He proudly participates on several boards including CAGC, ASSE, CIRCA, ABC of the Triple Cities, Inc., and NSA. Bob is a member of the National Roofing Contractors Association, RCI, GBC, VPPPA and LEED. With several nationally recognized board certifications, Bob’s responsibilities include managing Sales and Marketing and overseeing Environmental Health and Safety for Evans Roofing Company, Inc.

The construction industry continues to rebound and many business owners are hiring new workers at a rapid rate. Finding skilled labor can be challenging in today’s market. In the rush to capitalize on this recovery, hiring decisions and training may not receive the attention they deserve. By attending this seminar, you will be able to learn how to hire workers who are best suited for your company and the role they will be performing; understand the importance of new hire orientation programs; protect your business with a comprehensive safety program that teaches new workers the basics before they step foot on the jobsite; train your workers to recognize & avoid jobsite hazard and protect others from harm; and increase accountability with checklists and acknowledgement forms.

John brings over 20 years of experience in the Risk Management field. As a prior safety NCO for the United States Air Force, John easily translates his expertise into loss reduction, thereby maximizing builder profitability. John earned his Undergraduate and Master’s in Occupational Safety from East Carolina University in 2007. He is recognized as a construction risk management authority.

This presentation will review the rapidly expanding field of UAV’s (drones) and their use in construction mapping and inspection applications. We will discuss the benefits to the use of drones and what are the capabilities and limitations. Also, we will share our best practices in mission planning, workflows, and methods to attain rich, on-demand data sets that produce eye-popping, detailed deliverables like never before.

Gounmanned (A division of Benchmark Tool & Supply) is a North Carolina based distributor that began operations in February 2004 with the mission to provide quality professional products & supplies to the Construction, Surveying & Engineering industries while providing unmatched customer service at the best available price to our customers. We have quickly become a recognized industry leader offering: Sales, Service, Rentals & Training for Laser Equipment, Surveying & Optical Instruments, Software, GPS, Machine Control, Drones & Field Supplies & Tools.
Premier Title Sponsorship - $5,000 (1 Available)
- Your Corporate Logo on all convention literature and conference signage beginning immediately
- Listing in the National PCEA Newsletter and Convention Program
- Sponsor of the Construction Showcase and Free Booth - Friday, 9:00 AM to 4:00 PM
- 45 Minute Seminar to highlight your Company on Friday morning.
- Special recognition at the Past Presidents Reception and Awards Dinner
- Coffee with the Leaders: Exclusive networking opportunity to meet the National Board of Directors and the Individual Chapter leaders on Saturday, 8:15-9:00 AM
- Opportunity to supply any promotional items to be handed out with Registration Packets
- Complimentary Admittance for Two to the Past National Presidents Reception on Friday evening and the Awards & Passing of the Gavel Dinner on Saturday evening of the Convention
- Complimentary (2) Night Stay at the Renaissance Hotel in Asheville during the convention.

Awards Dinner & Passing of the Gavel Sponsorship - $2,500 (1 Available)
- Your Corporate Logo on all convention literature and conference signage beginning immediately
- Listing in the National PCEA Newsletter and Convention Program
- Booth at the Construction Showcase: Friday, 9:00 AM to 4:00 PM.
- 45 Minute Seminar to highlight your Company on Friday morning.
- Special recognition at the Awards Dinner & Passing of the Gavel.
- Coffee with the Leaders: Exclusive networking opportunity to meet the National Board of Directors and the Individual Chapter leaders on Saturday, 8:15-9:00 AM
- Opportunity to supply any promotional items to be handed out with Registration Packets
- Complimentary Admittance for Two the Awards Dinner & Passing of the Gavel on Saturday evening of the Convention
- Complimentary (1) Night Stay at the Renaissance Hotel in Asheville during the convention

Past National Presidents Reception Sponsorship - $2,000 (1 Available)
- Your Corporate Logo on all convention literature and conference signage beginning immediately
- Listing in the National PCEA Newsletter and Convention Program
- Booth at the Construction Showcase: Friday, 9:00 AM to 4:00 PM.
- 45 Minute Seminar to highlight your Company on Friday morning.
- Special recognition at the Past Presidents Reception
- Coffee with the Leaders: Exclusive networking opportunity to meet the National Board of Directors and the Individual Chapter leaders on Saturday, 8:15-9:00 AM
- Opportunity to supply any promotional items to be handed out with Registration Packets
- Complimentary Admittance for Two the Past Presidents Reception on Friday evening of the Convention
- Complimentary (1) Night Stay at the Renaissance Hotel in Asheville during the convention

Hospitality Suite Sponsorship - $1,500
- Your Corporate Logo on all convention literature and conference signage
- Listing in the National PCEA Newsletter and Convention Program
- Opportunity to supply any promotional items to be handed out with Registration Packets
- Recognition at Convention Registration Table
- Recognition at the Awards & Passing of the Gavel Dinner
- Special Recognition in the Hospitality Suite

Member Only Sponsorship Incentive - $1,000 (Unlimited Number Available)
- Sponsor Corporate Logo on all convention literature and conference signage beginning immediately
- Sponsor Listing in the National PCEA Newsletter and Convention Program
- Member who Obtains Sponsorship will receive Free Convention Registration ($450 Value)

Note: Also available to Non-Members obtaining $1,500 in Sponsorships
PCEA Partners Sponsorship - $800 (4 Available)
- Your Corporate Logo on all convention literature and conference signage
- Listing in the National PCEA Newsletter and Convention Program
- Opportunity to supply any promotional items to be handed out with Registration Packets
- Recognition at Convention Registration Table
- Recognition at the Awards Dinner & Passing of the Gavel

Gift Bag Sponsorship $600
- Your Corporate Logo on all convention literature and Gift bags handed out with the Registration
- Listing in the National PCEA Newsletter and Convention Program
- Recognition at Convention Registration Table
- Recognition at the Awards & Passing of the Gavel Dinner
- Provide 40 Gift Bags with promotional items to be given to all attendees

Seminar Sponsorship - $500
- Your Corporate Logo on all convention literature and conference signage
- Listing in the National PCEA Newsletter and Convention Program
- Opportunity to supply any promotional items to be handed out with Registration Packets
- Recognition at Convention Registration Table
- Recognition at the Awards & Passing of the Gavel Dinner
- Recognition at the Seminar that you Sponsor

Golf/Excursion Sponsorship - $500
- Your Corporate Logo on all convention literature
- Listing in the National PCEA Newsletter and Convention Program
- Recognition at Convention Registration Table
- Special Recognition at the Golf/Excursion that you sponsor
- Recognition at the Awards & Passing of the Gavel Dinner

Name Tag Sponsorship $400
- Your Corporate Logo on all convention literature and name tags distributed with the Registration
- Listing in the National PCEA Newsletter and Convention Program
- Recognition at Convention Registration Table
- Recognition at the Awards & Passing of the Gavel Dinner
- Provide 40 Lanyards for name tags with your corporate name and/or logo

Construction Showcase Vendor Booth - $300 with payment before March 31st ($375 after March 31st)
- Booth to Showcase your Company and the Products/Services that you provide – Friday 9:00 AM to 4:00 PM

Thank you to the following sponsors to date

<table>
<thead>
<tr>
<th>Member Sponsor</th>
<th>Excursion Sponsor</th>
<th>Seminar Sponsors</th>
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<tr>
<td>J.D. BEAM</td>
<td>Trex® Outdoor Living Products</td>
<td>Builders Mutual</td>
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<td>MiTek</td>
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Name Tag Sponsor

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<td>A Division of Benchmark Tool &amp; Supply, Inc.</td>
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</table>
Registration fees for members and guests include admission to all seminars, Kick Off Party, National President’s Ball, Breakfast Business Meeting, and Awards Dinner. Convention registration fees, tickets, and badges are not transferable. Request for refunds must be submitted to the Convention Committee in writing and postmarked no later than April 17, 2016. Refunds will be assessed a $100 cancellation fee.

<table>
<thead>
<tr>
<th>Registration Fee:</th>
<th>$450</th>
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<tbody>
<tr>
<td>Each PCEA member shall register independently (except married couples). Each paying member is entitled to one guest.</td>
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<th>Registration Information</th>
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<td>Chapter ____________________</td>
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<tr>
<td>Company Address ________________</td>
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<td>City, State, Zip ________________</td>
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<tr>
<td>Company Telephone ________________</td>
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<td>Registration Fee</td>
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<td>Member Sponsorship in Lieu of Registration</td>
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<tr>
<td>Non-Member Sponsorship in Lieu of Registration</td>
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Any PCEA Member* that personally generates $1,000.00 in sponsorship income receives a complementary convention registration. To receive free registration, sponsorship funds must accompany registration. If sponsorship funds do not accompany registration, a refund of the registration fee will be issued upon receipt of the qualifying sponsorship amount. *Non Members qualify for free registration with $1,500 in sponsorship income generated.

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<tr>
<th>Additional Fees:</th>
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<tr>
<td>Golf</td>
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<tr>
<td>Biltmore House Tour</td>
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<td>Historic Trolley Tour</td>
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<td>Brewery Tour</td>
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**Sponsorship Opportunities (See Pages 6 & 7 For Details)**

Sponsorship Level/Showcase Booth: (Please submit logo in JPEG format)

(Name of Sponsor/Sponsor level) ________________ Sponsorship /Booth Total

**GRAND TOTAL**

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<tr>
<th>Events/Seminars (Included in Registration Fee)</th>
<th>Please indicate the Number of People Attending Each Event</th>
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<tr>
<td>___ National Board Meeting</td>
<td>___ Kick Off Party</td>
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<tr>
<td>___ Past President’s Reception</td>
<td>___ Reception/Awards Dinner</td>
</tr>
<tr>
<td>___ Seminar: WorkSafe 101</td>
<td>___ Seminar: Drones in Construction</td>
</tr>
<tr>
<td>___ Seminar: Total Quality Management</td>
<td>___ Seminar: The Blue Book</td>
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