



TRIANGLE TAKE-OFF

Professional Construction Estimators Association - Triangle Chapter #3
www.PCEA-Triangle.org

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.

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Letter from the President—Anthony Luise

Members of the Triangle Chapter PCEA, I hope everyone is doing well and your business is booming.

Re-capping our July Chapter Meeting/Social at the Durham Bulls Park as we all watched the Durham Bulls slaughter the Charlotte Knights 12-2. It was a good event, as we watched the Bulls play and had some BBQ Chicken, BBQ Pork, Mac & Cheese, Hot Dogs and Potato Salad. The beverages were flowing freely if you liked water or Soda, but the temperature was a force to be reckoned with. One of our members and his wife had a little heat exhaustion, but we are glad all went well, and they are healthy and happy again! My suggestion for next year is to have it up under the Canopy where we held the event a few years ago at the Tobacco Road Sports Café.

Meagan Carothers, 2nd Vice President discussed our Future Programs. Starting with the On-Point Gun Range in August, with our speaker to from [Togonal AI](#). The September Meeting at Casa Carbone, will feature speaker from Jordan Price Law Firm. The October meeting is shaping into a develop into a social at either Top Golf (if opened) or Drive Shack, details to follow. Planning stages are in effect for the Christmas Party as well, this year it looks like we will be at Tribeca Tavern in Cary. Kevin Sherron noted that there will



be a National PCEA Board Meeting in August and will be reporting the details at the next General Meeting in September.

Rounding out the June Board Meeting, we discussed the Wake Tech Scholarship Recipients, David B. Styron III, Shelton Hankins and Elmer Mateo-Estrada. As well as a few other topics including a Membership Drive, Corporate Sponsorship Program, Silent Auction, and a virtual Golf Tournament. The Board also welcomed onto the board Wayne Embrey III as our new member at Large taking on the duties of the Education Chair.

In closing, let's make the Triangle Chapter of PCEA grow by leaps and bounds in 2023. We still have a ways to go to beat last year's numbers, let's get someone you know that could be a potential member and invite them to the Gun Range Meeting in August.

Remember, stay safe and hug the ones you love! See you at OnPoint!



August 2023

Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

This Months Events:

- **August 3rd:** Triangle Chapter Board Meeting location is J. D. Beam Office. Meeting starts at 6:30 pm.
- **August 17th:** Triangle Chapter Meeting at On-Point Gun Range. Information to come. Speaker will be from TOGAL AI. Togonal AI is a National Sponsor of PCEA. Togonal AI is an Estimating AI Takeoff Software.
- **August 18th:** National Board of Directors Meeting in Charlotte.

Upcoming Events:

- **September 4th:** Labor Day Holiday!! Enjoy time with family and friends.
- **September 11th:** Triangle Chapter Board Meeting location is J. D. Beam Office. Meeting starts at 6:30 pm.
- **September 21st:** Triangle Chapter Meeting at Casa Carbone. The Speaker is Weldon Jones from Jordan Price Law Firm.
- **October 2nd:** Triangle Chapter Board Meeting location is J. D. Beam Office. Meeting starts at 6:30 pm.
- **October 13th:** Annual Sporting Clay Fundraiser at Drake Landing. Information about registration and sponsorship is forthcoming.
- **October 19th:** Triangle Chapter Meeting at TBD. The Speaker will be the new director of construction program at Wake Tech.
- **November 6th:** Triangle Chapter Board Meeting location is J. D. Beam Office. Meeting starts at 6:30 pm.
- **November 16th:** This month Chapter Meeting will be a Membership Drive / Social Event. Please bring potential members!!

September 2023

Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

October 2023

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

Membership Meeting Speaker

This month's speaker is Nicholas Braun, with Togonal AI. Togonal AI is a National Sponsor of PCEA and has presented at several of the recent National Conventions.



"Young sales professional at Togonal.AI, the fastest estimating takeoff software in the world. For the last 3 years I have been on the front line with commercial construction companies, learning about what they need to consistently bid and win more projects. From bid management platforms to robust takeoff products, I've learned a great deal about all of the new technology being developed for the construction industry, one that is severely lacking much needed applications." (LinkedIn Profile)



The Most Innovative Takeoff Tool in the Market

- ✓ Takeoff construction projects in minutes, not weeks
- ✓ 98% accuracy on floor plans
- ✓ Cloud-based collaboration allows multiple team members to work on the same takeoff
- ✓ Analyze any drawing, no matter the file type
- ✓ Compare drawing sets and quantify changes made with a simple click
- ✓ Newly launched ChatGPT feature that allows you to talk to your construction plans for the first time ever.

PCEA Code of Ethics

This Association expects that the following rules shall guide the acts of each of its members.

Members shall...

- ◆ Be guided in all relations by high standards of integrity and fair dealing
- ◆ Uphold before the public at all times the dignity of the profession generally and the reputation of the Association
- ◆ Avoid and discourage exaggerated and unwarranted statements
- ◆ Refuse to undertake work believed to be unprofitable to the principle without first advising of the improbability of successful results
- ◆ Uphold the principle that unreasonably low prices frequently result in inferior and unreliable work.
- ◆ Refuse the loan of their name to any questionable enterprise
- ◆ Be conservative in estimates, reports, testimony, etc. in connection with the promotion of any business enterprise
- ◆ Not engage in any project which is contrary to law or public welfare
- ◆ Not falsely or maliciously injure directly or indirectly the reputation, prospects, or general welfare of another
- ◆ Not attempt to conceal oversights or errors to lessen responsibility of mistakes
- ◆ Present contracts that are sound and fair to all parties; contractor, principal and owners
- ◆ Treat with the strictest confidence the prices, sub-bids and other information furnished by sub-contractors and suppliers
- ◆ Not divulge any business secrets or confidential knowledge of principal's business affairs
- ◆ Under no circumstances be guilty of undignified or questionable professional conduct or behavior that could unfavorably reflect upon the Professional Construction Estimators Association and/or the Association's individual members

Name: Joshua Reeder

Company: Salisbury and Moore Construction, Inc.

Position: Project Estimator

Construction Experience: Have been in the construction business for around 6 years. Experiences are estimating, project management, and accounting

How long with current company? I have worked with my current company for a little over 3 years

Describe your experience in the construction industry? I started as a helper, to being a superintendent on job sites, to project managing and accounting to eventually being a full time project estimator. I enjoy estimating over all because the projects are always different, and you meet new subs and clients and love building relationships.

What is the best career advice that you have received? Always be humble and learn something new every day, the day you think you're the best is the day you will fail.



Personal:

Family? I have been married for about 11 years, I have a 3 year old daughter and a 7 year old son.

How long have you lived in the Triangle area? I have lived in Clayton most of my life and currently live in McGee's Crossroads in Benson.

School? I went to Clayton High, then went to college at ATI for automotive, recently obtained my associates in Construction Management at Wake Tech.

What is your favorite outside of work activity? Playing guitar, golf, corn hole, ping pong, fishing (I like being active and spending time with family)

What was the first concert that you ever attended? Newsboys

Are you a dog or cat person? Neither

What is your favorite movie or TV Show? I can't say, I don't get to watch much TV

What is your favorite sport to watch (if any) and what is your favorite team? If I watch any sports its Basketball and Football, I honestly don't watch much sports and don't have a team.



PCEA:

How did you hear about PCEA? Anthony from Army of Painters

When did you become a member? June 2023

What has been your favorite PCEA Event? First fun event is the Bulls game, I'm excited to go

and connect. The dinner meetings are always fun and educational

Have you ever attended the National PCEA Convention? No,

What areas of PCEA Triangle Chapter are you interested in getting more involved? I am always wanting to help in any way I can

On Point Shooting Range



After our regular chapter meeting this month, we will have the opportunity to fire some shots at the gun range. There are several items to make note of, so we have all have a fun and safe night.

Please feel free to bring your own firearms (anything up to but not including .50 BMG.)

The range has targets and also they have some guns available for rental if you do not have your own.

Everyone will be required to watch a safety video and sign a Waiver in order to participate in the shooting. The video and waiver can be completed in advance by clicking on the link. [Safety Video and Waiver](#).

A couple of things to remember:

- Bring your own firearms. All firearms need to be secured until you reach the firing range.
- Bring your own ammo. All ammo must be brass casing. You can purchase ammo from the range, but they are typically more expensive than you can buy elsewhere.
- Ear and Eye protection must be worn at all times when in the range. Again, these can be purchased at the range, if necessary.
- This event will not have any alcohol available during the dinner or after.





12TH Annual “Meat, Skeet, Greet” Fundraiser & Sporting Clay Spectacular Hosted by the PCEA Triangle Chapter



The Triangle Chapter of the Professional Construction Estimators Association (PCEA) proudly hosts our 12th Annual Sporting Clays Fundraiser and Social event at Drake Landing in Fuquay Varina, NC on Friday, October 13th.

The day will start with Check-in/Registration between 12:30pm and 1:00pm. During this time, you can warm up with some practice shots (5 for \$20). At 1:00 PM, there is a short mandatory safety presentation, then we will load up in carts and go out to the designated stations. Following the completion of the course, we will meet at dining hall for catered dinner and announcement of the scores.

The proceeds from this event are used to support the Triangle PCEA and our Education Scholarships that are offered at NC State University, East Carolina University, UNC Charlotte, Wake Technical Community College, Durham Technical Community College, and Vance-Granville Community College. The Triangle PCEA offers approximately \$9,000 in scholarships every year to students that are pursuing education in construction related careers.

By choosing one of the following sponsorships, you continue to support the PCEA and the Construction Industry (Unfortunately, prices have had to increase due to ammunition costs and other materials):

- ❖ Lunch Sponsor with 1 Shooter- \$500
- ❖ Station Sponsor with 1 Shooter - \$350
- ❖ Individual Shooter - \$250
- ❖ Lunch Sponsor (No Shooter) - \$375
- ❖ Station Sponsor (No Shooter) - \$150

*** Safety Glasses and Ear Protection must be worn at all times while on the course. All shells must be provided by Drake Landing. Please specify Shell Gauge on registration form

Please contact Chris Kelley at 919-755-7562 or chrisk@jdbeam.com with any questions

Please note: Professional Construction Estimators Association is a 501(c)(6) Non-Profit Organization. Contributions, Gifts, or Payments to the Professional Construction Estimators Association are not tax deductible as charitable contributions. However, they may be tax deductible as ordinary or necessary business expenses.

REGISTRATION FORM



OCT13th ~ DRAKE LANDING
12:30 – 1:00 PM ~ Registration & Practice
1:00 PM ~ Event kickoff
3:30 PM ~ Dinner catered by Drake Landing



Drake Landing: 3146 Chalybeate Springs Road
Fuquay Varina, NC 27526
For Direction go to www.drakelanding.net

- | | |
|---|---|
| _____ Lunch Sponsor with 1 Shooter - \$500.00 | _____ Lunch Sponsor Only - \$375.00 |
| _____ Station Sponsor with 1 Shooter - \$350.00 | _____ Station Sponsor Only - \$150.00 |
| _____ Individual Shooter - \$250.00 | _____ Practice Shots – 5 for \$20 |
| | _____ Mulligans – 1 for \$5 (Limit of 2 per person) |
- (Entry Fee includes Shells, Cart, Beverages, Snacks and Catered Dinner)

NAME ON SPONSOR BOARD/SIGNS: _____

Shooter #1: _____ Gun Gauge: _____
 Company: _____ Email: _____

Shooter #2: _____ Gun Gauge: _____
 Company: _____ Email: _____

Shooter #3: _____ Gun Gauge: _____
 Company: _____ Email: _____

Shooter #4: _____ Gun Gauge: _____
 Company: _____ Email: _____

Shooter #5: _____ Gun Gauge: _____
 Company: _____ Email: _____

Shooter #6: _____ Gun Gauge: _____
 Company: _____ Email: _____

Shooter #7: _____ Gun Gauge: _____
 Company: _____ Email: _____

Shooter #8: _____ Gun Gauge: _____
 Company: _____ Email: _____

- I would like to provide items for the Shooters (examples include hats, ear plugs, safety glasses, etc.)
- I would like to learn about PCEA Membership, Future Events and Sponsorship, and/or Website Advertising.

Sponsorship Level (Lunch/Station): \$ _____
 Individual Shooters: \$ _____
 Practice – 5 Shots @ \$20.00/ea: \$ _____
 Mulligans – \$5.00/shot (Limit of 2 per person): \$ _____
TOTAL \$ _____

How to register and pay:

1. Follow this link to register and pay online at PCEA Sporting Clays Online Registration
2. Email registration form to Chris Kelley at chrisk@jdbeam.com.
 - a. Mail check payable to: **PCEA**
P.O. Box 18701, Raleigh, NC, 27619
 - b. Checks and/or Credit Cards will be accepted at the event.

DEADLINE FOR SPONSORS WITH SIGNAGE IS OCTOBER 6TH

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Professional Construction Estimators Association of America, Inc.

Chapter #3 Triangle Area
P.O. Box 18701
Raleigh, NC 27619
pceatriangle@gmail.com



APPLICATION FOR MEMBERSHIP

Applicant Name:			
Employer:			
Title:			
Nature of Business:			
Primary Duties:			
Education:			
Work Experience:			
Business Address: Street			
City	State	Zip	
Business Phone:	Fax No.		
Cell Phone:			
Email Address:			
Billing Address: (if different from Business Address) Street			
City	State	Zip	
Check Committees of Interest:	<input type="checkbox"/> Education	<input type="checkbox"/> Social	<input type="checkbox"/> Fundraising <input type="checkbox"/> Training
Applicant Signature:	Date:		

For this application to be considered, Sponsor must personally Sign, and present or mail application to Membership Committee.

SIGNATURES ONLY. DO NOT TYPE OR PRINT. SPONSOR AND REFERENCES MUST BE MEMBERS IN GOOD STANDING.

SPONSORED BY: _____

REFERENCE: _____

REFERENCE: _____

INITIATION FEE = \$165.00

TO BE SUBMITTED WITH APPLICATION

Make check payable to "PCEA Triangle Chapter 3

Tiered Dues Schedule

\$475 for first member, \$450 for second member,

\$425, for third member, \$400 for four or more members.

Dues are billed annually in May.

FOR MEMBERSHIP COMMITTEE

ACCEPTED AS MEMBER: YES

NO

Date: _____

CLASSIFICATION CODE: _____



Professional Construction Estimators Association - Triangle Chapter

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P.O. Box 18701
Raleigh, NC 27619

Email: pceatriangle@gmail.com
www.PCEA-Triangle.org

PCEA Membership Benefits

- Fellowship and interaction with Colleagues in the Construction Industry
- Industry related guest speakers and programs
- Recognition of Professional Excellence, Integrity, and Ethics
- National Membership Directory with Membership Contacts from All Chapters of PCEA
- Chance to connect with your colleagues and competitors.
- Your Opportunity to make a Contribution to the Construction Industry
- Training Seminars
- Leadership Training and the tools to excel as Professionals
- Promote Construction as a viable Career to Students in Construction Related Curriculums
- Fundraising activities & events that support our Scholarships at East Carolina, NC State, UNC Charlotte Vance– Granville Community College, and Wake Technical Community College to support the future of the Construction Industry

2023–2024 Triangle Chapter Board of Directors

President: Anthony Luise
estimating@armypaint.com

President-Elect: Jim Mattocks
jim@jdsprinkler.com

1st Vice President: Josh Reeder
Joshua.reeder@salisburymoore.com

2nd Vice President: Meagan Carothers
mcarothers@rileycontracting.com

Treasurer: Chris Kelley
chrisk@jdbeam.com

Secretary: Adam Blalock
ablalock@brockcontract.com

National Director: Kevin Sherron
kevin.sherron@coreandmain.com

At-Large Director: Wayne Embrey
wayne@mr-dirt.com

Non Voting Positions:

Education Chair: Anthony Luise

Newsletter Editor: Chris Kelley