



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

I hope each of you are doing well and are continuing to be busy. The growth that this area is seeing continues to soar. Hopefully you and your business are able to capitalize on its opportunities.

As we move out of January, we would like to thank Milton's Pizza and Pasta for hosting our Membership Meeting as well as Dylan Mains with TOGAL AI for another, advanced look into their system and the benefits of its use. I would also like to thank each of you that brought a guest in to help push the Membership Drive forward, Anthony Vellozzi with Barnhill Construction and John Witcher with Bordeaux Construction. We also approved 3 new members this past month, Nick Snell with Paving Professionals, John Witcher with Bordeaux Construction and Justin Thomas, Blue Horizon Interiors. Gentleman, someone is working very hard to get that free meal from Capital Grill and the Hotel stay at the Renaissance. Keep the invitations and applications coming.

Looking into February, we will be having our Lunch Meeting, scheduled for February 15th, 2024, at 11:30 located at the Cantina 18, 433 Daniels Street, Raleigh. This is a restaurant that one of our General Contractors has built and we are looking to promote. We will see you there. If you have an opportunity, bring a potential Member with you, we want to keep them coming. One last reminder about the General Meetings, each of you should have received a new Magnetic Name Badge (if you have not, please reach out to Joshua Reeder at joshua.reeder@salisburymoore.com) in which

the new 50/50 will be based off. If you have your Badge at the Meeting, your cost for the 50/50 will be \$5.00, if you do not, your cost will be \$10.00, this is an effort to grow the 50/50 and encourage more participation and a healthier win, which will start this meeting. If you do not have your new badge, you may still wear your old one which will suffice for the meantime!

In closing, I look forward to seeing each of you at the lunch meeting. Our Presentation will be delivered by Kenneth Bowers serves as the Deputy Director of the Planning & Development Department with the City of Raleigh, should be a great presentation. Most importantly, let's make the Triangle Chapter of PCEA grow by leaps and bounds in 2024. Stay safe and remember to hug the ones you love!

Thank you,

Anthony Luise

President, PCEA, Triangle Chapter

Recent New Members:

Please welcome our newest members to the Triangle Chapter and contact for projects; (See membership page for contact information):

Nick Snell—Paving Professionals

Justin Thomas—Blue Horizon Interiors

February 2024

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		

This Months Events:

- **February 5th:** Triangle Chapter Board Meeting @ J. D. Beam's Office. Meeting starts at 6:30 pm.
- **February 15th:** Triangle Chapter Membership Meeting. This meeting is a lunch meeting at Cantina 18 at the Village District. Meeting will start at 11:30 am. Our speaker is Ken Bowers, City of Raleigh Planning Director. Don't forget to bring potential members for our Membership Drive.
- **February 16th:** National Board of Directors Meeting at Carolinas AGC in Charlotte.

Upcoming Events:

- **March 4th:** Triangle Chapter Board Meeting @ J. D. Beam's Office. Meeting starts at 6:30 pm.
- **March 18th:** Annual Don Mizzelle Golf Tournament at MacGregor Downs. See insert .
- **March 21st:** Triangle Chapter Meeting at Wild Wing Café @ Brier Creek. This meeting will be our Annual NCAA Basketball Social. This is an excellent event to bring potential members.
- **March 29th:** Good Friday
- **March 31st:** Easter Sunday
- **April 1st:** Triangle Chapter Board Meeting @ J. D. Beam's Office. Meeting starts at 6:30 pm.
- **April 18th:** Triangle Chapter Membership Meeting. Location to be confirmed.
- **April 24th–27th:** PCEA National Convention in Augusta, GA. See Page 4 for more information.
- **May 6th:** Triangle Chapter Board Meeting @ J. D. Beam's Office. Meeting starts at 6:30 pm.
- **May 16th:** Triangle Chapter Membership Meeting. Location to be confirmed.

March 2024

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						

April 2024

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				

Membership Meeting Speaker

This month's speaker is Ken Bowers, Deputy Director with the City of Raleigh, Planning and Development Department.



Ken Bowers joined the City of Raleigh, NC in 2006, became Planning Director in 2015, and now serves as Deputy Director within a consolidated Planning & Development department. In 2022 he led a reorganization to create and lead a new Urban Projects division focused on plan and project implementation through internal coordination and external partnerships. Prior to joining the City of Raleigh, Mr. Bowers was a consultant and Principal with the firm of Phillips Preiss Shapiro Associates in New York City, where he prepared plans, market studies and economic strategies for public, private and nonprofit clients in the New York-New Jersey-Connecticut region and beyond. He has a Masters in Regional Planning from UNC-Chapel Hill and a BS in Physics from NC State University.



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 principal 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

Save the Date!!

Stay tuned for registration and event information coming soon.



Convention Title Sponsorship - \$2500 (1)

Title Billing on all Convention Content!

- Share the header with PCEA logo on all mailers
- Speaker slot on Friday morning
- Registration for ONE + guest at all Convention Inclusive events and outings (golf outing not included)
- Three night hotel stay included
- Company logo on all mailers, logo and website link on online notifications, and recognition on site during the event

Eagle Sponsorship - \$1500 (3)

- Speaker slot on Friday morning
- Registration for ONE + guest at all Convention Inclusive events and outings (golf outing not included)
- Company logo on all mailers, logo and website link on online notifications, and recognition on site during the event

Birdie Sponsorship - \$1000 (unlimited)

- Registration for ONE + guest at all Convention Inclusive events and outings (golf outing not included)
- Company logo on all mailers, logo and website link on online notifications, and recognition on site during the event

Past Presidents' Sponsorship - \$1000 (1)

- Special recognition in honoring our National Past Presidents on Friday evening
- Registration for ONE + guest at all Convention Inclusive events and outings (golf outing not included)
- Company logo on all mailers, logo and website link on online notifications, and recognition on site during the event, special recognition at the Dinner

Swag Bag Sponsorship - \$500 (1)

- Dominate the swag! Custom bags with your company logo filled with goodies for all our attendees
- Company logo on all mailers, logo and website link on online notifications, and recognition on site during the event

Mulligan Sponsorship - \$250 (unlimited)

- Advertise your company on the national stage!
- Company logo on all mailers, logo and website link on online notifications, and recognition on site during the event

Should you have any questions or you are interested in providing sponsorship at a level that is not listed above, please contact us to customize a package that fits your needs.

Triangle PCEA Annual 2023-2024 Membership Drive November 17, 2023 thru May 16, 2024



PAID MEMBERSHIP

For the 2 Members that recruit the most New Members that have Paid their Application and Dues no later than May 16, 2024 will win a Night Out on Triangle PCEA.

- 1st Place will receive a Dinner Gift Certificate for \$250.00 at Capital City Grill and a 1 night stay at the Renaissance Hotel, your selected date, both located at North Hills Mall in Raleigh, NC.
- 2nd place will receive a Dinner Gift Certificate for \$200.00 at Capital City Grill located at North Hills Mall in Raleigh, NC.

Meeting Guests

For Each Member that invites a guest to the PCEA Membership Meetings between November and May will be awarded 1 Chip per guest, that will be entered into a drawing to win a set of Carolina Hurricanes Tickets to a game of your choice donated by Chris Kelley from Triangle PCEA.

- A specific guest may only be counted once even if they come to multiple meetings. This weighted average chip will be pulled and the winner will be delivered the tickets for a game of their choice during regular season.
 - Each Member who brings a Guest, will also receive a Visa Gift Card in the amount of \$10.00 for their efforts.

New Member Spotlight—David Fountain



Name: **David Fountain**

Company: **Faulconer Construction Company, Inc.**

Position: **Estimator**

Construction Experience: **30+ years**

How long with current company? **1 Year 2 Months**

Describe your experience in the construction industry? **All my experience has been in the civil side of the construction industry. I have held many roles from field laborer to division manager. I love playing in the dirt.**

What is the best career advice that you have received? **For me, the best advice that I have received is related to keeping a solid work-life balance. Family is a very important part of anyone's life, and you should spend every moment you can with them.**

Personal: **I love to duck and turkey hunt. Enjoy recreational shooting. Enjoy spending time with my family and close friends. Love the Lord with all my heart.**

Birthday: **10/15**

Family? **Been married 30 years to a beautiful and loving wife. Have 2 boys, the oldest is unmarried and 33 years old, and the youngest is married and 28 years old.**

How long have you lived in the Triangle area? **I was born and raised in Wake Forest.**

Been here my whole life, except the time I spent in the Navy.

School? **Will finish my Masters in Construction Management this Fall.**

What is your favorite outside of work activity? **Spending time with my family**

What was the first concert that you ever attended? **Van Halen**

Are you a dog or cat person? **Dog**

What is your favorite movie or TV Show? **The Godfather**

What is your favorite sport to watch (if any) and what is your favorite team? **NC State – College football.**

PCEA:

How did you hear about PCEA? **I was a member years ago, but was inactive. I have decided to get back involved.**

When did you become a member? **I can't remember the exact year, but I think it was around 2000.**

What has been your favorite PCEA Event? **Clay shooting at Drakes Landing was my favorite event.**

Have you ever attended the National PCEA Convention? If so, what was your favorite part of the convention? **I have not had the pleasure of attending the National Convention.**

What areas of PCEA Triangle Chapter (Social / Education / Fundraising / Membership / Etc.) are you interested in getting more involved? **I love teaching what I know to others. I would be interested in getting involved in educating those who are looking to be a part of the construction industry.**

FAULCONER
 CONSTRUCTION COMPANY



**36th ANNUAL PCEA
DON MIZELLE SPRING GOLF TOURNAMENT
MacGregor Downs Country Club, Cary, NC
March 18, 2023**

The Triangle Chapter of the Professional Construction Estimators Association (PCEA) proudly hosts our 36th Annual Don Mizelle Spring Golf Tournament at MacGregor Downs Country Club, in Cary, NC on Monday, March 18, 2024. A boxed lunch, snacks, soft drinks and other beverages will be provided to all of the attendees.

Check-in/Registration will begin at 10:00 AM with an 11:00 AM Shotgun start for this Superball format golf tournament. It would be greatly appreciated if all golfers are checked-in by 10:30 AM, so that we can receive course instructions and get started on time. Additionally, there will be a Putting Contest for all those interested that will start at 10:30 AM.

The proceeds from this tournament are used to support the PCEA and our Education Funds and Scholarships that are offered at NC State University, East Carolina University, UNC Charlotte, Wake Technical Community College, and other Community Colleges. The PCEA Triangle Chapter offers approximately \$8,000 in scholarships every year to students that are pursuing education for construction related careers.

By choosing one of the following sponsorships, you continue to support the PCEA and the Construction Industry:

- **BEVERAGE CART SPONSOR - \$1,300.00**
 - 1 Hole Sponsorship, 4 Golfers, 4 Mulligans, 8 Red Tees, and 4 Entries into Putting Contest.
 - Sponsorship will cover water, soft drinks, sports drinks, beer and snacks on the beverage carts.
 - Your Company Name will be proudly displayed on the Sponsor Board
- **GOLD SPONSOR - \$950.00**
 - 1 Hole Sponsorship, 4 Golfers, 4 Mulligans and 4 Entries into Putting Contest.
 - Your Company Name will be proudly displayed on the Sponsor Board and on a Tee Box.
- **HOLE SPONSOR - \$150.00**
 - Your Company Name will be proudly displayed on the Sponsor Board and on a Tee Box.
- **INDIVIDUAL GOLFER - \$250.00**
 - Entry for 1 Golfer into the Tournament

Course Rules: Only soft spike golf shoes are allowed on the golf course and driving range. All golfers must wear collared shirts. Golf carts must remain on the cart paths on all par 3 holes.

If you have any questions, please contact Meagan Carothers at 919-548-9320 or MCarothers@rileycontracting.com

Please email your registration form to Meagan Carothers or Chris Kelley (chrisk@jdbeam.com), and send a check to P.O. Box 18701, Raleigh, NC 27619. Registration and Payment is also available online at:

www.pcea-triangle.org/2024 Golf Tournament

**36th ANNUAL PCEA
DON MIZELLE SPRING GOLF TOURNAMENT
MacGregor Downs Country Club, Cary, NC
March 18, 2023**

_____ Beverage Cart Sponsor - \$1,300.00
 _____ Gold Sponsor - \$950.00
 _____ Hole Sponsor - \$150.00
 _____ Individual Golfer - \$250.00

Add-On Extras:
 _____ Mulligans – 1 for \$10.00
 _____ Red Tees – 1 for \$10.00
 _____ Putting Contest – \$10/Player

(Entry fee includes Greens Fees, Range Balls, Carts, Beverages, Snacks and Box Lunch)

NAME ON SPONSOR BOARD/SIGNS: _____

Team Captain: _____ HDCP _____

Company Name: _____ Phone #: _____

Address: _____

Email: _____

Player #2: _____ Company _____ HDCP _____

Email: _____

Player #3: _____ Company _____ HDCP _____

Email: _____

Player #4: _____ Company _____ HDCP _____

Email: _____

Non-Playing Guest: _____ Company _____

Email: _____

- I would like to provide items for the **golfer's** (examples include golf hats, golf balls, tees, etc.)
- I would like to learn about other sponsorships available; such as the Putting Contest
- I would like to learn more about future sponsorships and possible web site advertising

Sponsorship Level (Beverage Cart/Gold/Hole): \$ _____

Individual Golfers @ \$250.00/ea: \$ _____

Mulligans @ \$10.00/ea: \$ _____

Red Tee @ \$10.00/ea: \$ _____

Putting Contest @ \$10.00/ea: \$ _____

TOTAL \$ _____

How to register and pay:

1. Follow this link to register and pay online at www.pcea-triangle.org/2024 Golf Tournament
2. Or email your registration to MCarothers@rileycontracting.com or chrisk@jdbeam.com
 - a. Mail check payable to: **PCEA Chapter #3, P.O. Box 18701, Raleigh, NC, 27519**
 - b. Checks and/or Credit Cards will be accepted at the event.

**DEADLINE FOR SPONSORS WITH SIGNAGE IS MARCH 11, 2024.
 DEADLINE TO REGISTER GOLFERS OR SPONSORS WITHOUT SIGNAGE IS MARCH 18, 2024.**

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.

PCEA would like to recognize our National Sponsors:



New Member Spotlight—Marshall Elmore, Jr.

Name: **Marshall Elmore Jr.**

Company: **Faulconer Construction**

Position: **Estimator**

Construction Experience: **16 years**

How long with current company? **1 year here at Faulconer Construction**

Describe your experience in the construction industry? **The construction industry is home to me. I've been fortunate enough to travel all over the country and work with some of the best people in the world via this business.**

What is the best career advice that you have received? **Measure twice and cut once . . .**

Personal:

Birthday: **5/25/1984**

Family? **Parents (mom, dad) , 1 younger brother**

How long have you lived in the Triangle area? **For the last 7 years**

School? **North Carolina Agricultural and Technical State University**

What is your favorite outside of work activity? **Spending time with my family**

What was the first concert that you ever attended? **Best of Both Worlds Tour 2004**

Are you a dog or cat person? **Dog**

What is your favorite movie or TV Show? **Forest Gump**

What is your favorite sport to watch (if any) and what is your favorite team? **NFL Football; The Carolina Panthers**



PCEA:

How did you hear about PCEA? **Via member David Fountain**

When did you become a member? **End of 2023**

What has been your favorite PCEA Event? **Top Golf**

Have you ever attended the National PCEA Convention? If so, what was your favorite part of the convention? **I No, I have not**

What areas of PCEA Triangle Chapter (Social / Education / Fundraising / Membership / Etc.) are you interested in getting more involved? **I'm interested in all areas of PCEA as it is my 1st year.**

FAULCONER
CONSTRUCTION COMPANY

PCEA Triangle Chapter #3

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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

Volume 61, Issue 9

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 Curriculum
- 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@salisburyshire.com

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

Treasurer: Chris Kelley
chrisk@jdbeam.com

Secretary: Adam Blalock
adamblalock@icloud.com

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

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

At-Large Director: Ryan Walsh
rwalsh@precisionwalls.com

Non Voting Positions:

Education Chair: Anthony Luise

Newsletter Editor: Chris Kelley
