



PCEA TODAY

Professional Construction Estimators Association
CSRA Chapter

July
2023

Mark Stephens, President

Message from the President

I am excited to serve our Chapter as President for this term. Our Board (Kat, Sara, David, Steve, and Scott) recently met to establish goals for Education, Scholarship, Networking, and Growth.

During our first meeting at T-Bonz this Thursday the 13th, please be ready to give input on how we will expand in these areas. We have a talented group of people in our Chapter, representing many fine companies and organizations in our community. Working as a team, we can grow our Chapter and build value for our members.

I am certain that we can have an exceptional year, where we have fun and see our Chapter flourish. Let's be focused and intentional about how we use our time together. Thank you for your commitment to PCEA!

Our national PCEA convention will be held in Augusta next year, so don't miss it! Please mark your calendars for April 24th through 28th, 2024.

HAPPY INDEPENDENCE DAY!



We hope everyone enjoyed their July 4th celebrations and were able to spend the time with loved ones. The Fourth of July is a federal holiday, commemorating the Declaration of Independence, which was ratified by the Second Continental Congress on July 4, 1776, establishing the United States of America.



Vic Markwalter and David Eller present Rico Castillo and Katherine Seifert with Ted G Wilson Scholarships. Winners not pictured are William Darley, Joseph Hudson, and Tom Riley. The Ted G. Wilson Memorial Scholarship is available to all students (High School seniors and above) that plan to further their education in the construction industry. Only those that are a resident of or plan to attend a school or university in the states where PCEA has an established Chapter will qualify. At present, those states are North Carolina, South Carolina, Georgia, and Florida. The Scholarship is funded, in part, by the Order of Isosceles Fellowship.

Business Challenge

Q3 is upon us. What should your small business be doing?

The first and fourth quarters get major attention from business owners, but what are you doing to prepare in the middle quarters? Q3 is a great time to review your processes, plans, and resources. Check out the tips below to keep your summer months productive.

Cash - Your cash reserves and cash flow need a mid-year check. Build an asset and revenue hedge that can protect you in a crisis. Create an inventory of the assets that you can sell in an emergency.

Team Alignment-Check in with your team leaders to ensure that you're providing the tools they need to meet annual and quarterly goals.

Year-End Goals-Q3 begins halfway through the year, so take time to review the goals you made in the beginning of the year to make sure you're on track. Make adjustments and communicate any changes to your team.

Admin Optimization - Ask your administrative staff about tasks that take the most time. Explore automating time-consuming tasks. Is there a new software or technology update that would enhance productivity or performance? Check in on your tech-savvy employees for suggestions.

Sales Pipelines - Review your current leads, prospects, and current pipeline. What pivots can you make to ensure that you meet your goals?

Attention General Contractors!

We are currently in our early planning stages for a General Contractors' Roundtable. Use your contact list and let Kat Sanders know if you have someone that may be interested: ksanders@cce-inc.com or 706-969-5054

2024 National Convention

PCEA Convention 2024

Planning phases are well underway for next year's PCEA convention. Please mark your calendars! Start making a list of potential sponsors and presenters!

April 24th through April 28th, 2024

Fun Fact

July was named after Julius Caesar in 44 BCE. Originally called Quintilis, Latin for the "fifth month," indicating its position in the early Roman calendar.



Summer Safety

Preventing and Responding to Heat Exposure

Learn more at the US DoL's Heat Illness prevention website: <https://www.osha.gov/heat>

Nearly 75% of heat illness fatalities occur during the first week of work. This is likely due to people not being acclimated to the intense heat conditions that occur in our region.

For a new employee's first week, plan to have work activities & training held indoors or in shaded areas. Ensure your employees' safety by easing them into work in the heat. You can do this by following the 20% rule. Only allow them to work for 20% of the day's shift in full-intensity heat. Increase this by 20% each day. By the week's end, your new or returning worker will be better and more safely able to perform their job.

Dehydration is another danger of working in the heat. Drink at least one cup of cool water every 20 minutes (even if you're not thirsty!) Take your breaks in a cool or shady area.

As you monitor your co-workers, check for headache, nausea, weakness, dizziness, abnormal thinking, and slurred speech. These indicators, along with seizures and loss of consciousness, are signs of a medical emergency. If major conditions are present, or if the worker doesn't improve once cooled off with ice or water, call 911 immediately. Stay with the worker until help arrives.

Sun exposure can also cause skin cancer, premature aging of the skin, and cataracts. Cover up. Wear sun-protective clothing when possible. Use sunscreen that has an SPF of at least 15 and apply often. Wear a hat to protect the neck, ears, eyes, forehead, nose, and scalp. Wear UV-absorbent shades. Many safety glasses come with UV protection.

Limit exposure when possible. Adjusting work times to avoid the most intense heat may be the best choice. Early morning or evening shifts may be necessary on the hottest days.

JULY 2023

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Members Only Meeting Thursday, July 13

Our next meeting will be at the new location. We will focus on goals and priorities of our group, and member attendance is highly encouraged!

- Tbonz - 2856 Washington Road. Thursday July 13th - 11:45 to 1:00 PM. Private room is on the front parking lot side of building.
- We will have a plated lunch that will be brought in after the meeting starts. They will take a headcount right before 12:00 and bring lunch out about 15 minutes later.
- We will not have a speaker or visitors at this meeting. Our agenda will cover our focus/goals for the upcoming year. Your input is needed!

The flow of the meeting will change without a buffet. We'll start then take a brief pause when food is served. A plated lunch should be quicker than the buffet line. With anything new, we will make adjustments if needed.

Board & Committee Meetings

The Convention Planning Committee will meet Tuesday, July 25th at 3:30 PM at MAI Risk Advisors.

The Board of Directors will meet Wednesday July 26th at 8:00 AM at Sunrise Grill, 3830 Washington Road, Suite 10 in Martinez to discuss chapter business.

PCEA of the CSRA 2023-2024 Board of Directors

President	Mark Stephens	Cost Segregation Services
1st Vice President	Kat Sanders	Centennial Contractors Enterprises
2nd Vice President	Steve Munn	MAI Risk Advisors
Secretary	Sara Lord	AllStar Tents and Events
Treasurer	David Eller	Georgia Drywall, LLC
National Director	Steve Munn	MAI Risk Advisors

PCEA Contact Info & Links

www.pcea-csra.org - CSRA Chapter Website

www.pcea.org - National Website

Contact Mark Stephens, 706-294-7989, mstephens@costsegregationservices.com, for general information.

Contact Kat Sanders, 706-969-5054, ksanders@cce-inc.com for more information about membership and advertising in our newsletter.


PCEA Supporters




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Client Advisor
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