Pete Fowler CONSTRUCTION Services, Inc.

Audience Handout Package

Date:	10/18/2024
To:	
From:	Pete Fowler Construction Services, Inc.
Project:	Evaluating & Estimating Water Damage Restoration and Mold Claims Webinar 10/24/2024 (PFCS 23-1170)
Regarding:	Audience Handout Package

Meet the Panel

Parker Anderson

CONSULTANT - PETE FOWLER CONSTRUCTION

Parker Anderson is an accomplished General Building Contractor with a Class B license serving as a Technical Consultant with Pete Fowler Construction. Parker provides evaluation and testing on physical building performance, examines enormous volumes of project documentation, and renders professional opinions based on his findings that aid in moving projects to their conclusion. In this process, Mr. Anderson frequently estimates project costs and tenders projects for bid. With extensive experience in residential and commercial properties, Parker has worked closely with many large insurance companies and property management accounts.

Parker has over 9 years of dedicated industry experience, and is constantly adding to his areas his expertise through professional development and training. He is skilled in operating Matterport 3D Modeling Hardware, has completed both the 10-hour OSHA Construction Safety and Health certification as well as the OSHA 30 Hour Outreach Training for the Construction Industry, and is also certified as a Water Damage Restoration Technician (IICRC). Additionally, he has lent his knowledge to numerous projects and extensive reports, and he continually finds thoughtful ways to increase productivity, support team members, and improve project efficiency.

Karen Terry

DIRECTOR OF INDUSTRIAL HYGIENE SERVICES - RISKNOMICS

Ms. Terry has over 35 years' experience in industrial hygiene consulting, health and safety, Indoor Air Quality Assessment, expert testimony, and occupational health. Her qualifications include extensive experience in program development, field investigations, hands-on planning, project design and implementation, project management and litigation support. She has extensive experience in mold and water impacts within both residential and commercial properties. She currently serves in the capacity of Director of Industrial Hygiene Services for Risknomics and holds mold assessor licenses in Florida and Texas.

Mike Villalba

PRACTICE DIRECTOR,TECHNICAL CONSULTING SERVICES - PETE FOWLER CONSTRUCTION

Michael Villalba is an expert construction consultant and cost estimator with experience in virtually every role in the contracting and building industry including laborer, carpenter, superintendent, project manager, estimator, quality control inspector, operations manager, and owner of a general building contracting firm. Mike's experience is wide and deep with project types including single-family residences, multi-family projects, mixed use developments, commercial, institutional, industrial, low-rise, mid-rise and high-rise construction. Mike serves clients who are property owners and managers, developers and contractors, product manufacturers and suppliers, insurers and lawyers.

Mike is a seasoned leader having held management positions supervising, directing, training and evaluating the work of tradesmen as well as professional consulting staff at well-known firms. In his role as a building consultant Mike serves as a technical expert, evaluating and testing physical building performance, examining enormous volumes of project documentation, making repair recommendations, estimating project costs, tendering projects for bid, and rendering professional opinions that aid in moving projects to conclusion. As an expert witness Mr. Villalba is experienced in composing declarations, as well as offering deposition and trial testimony.

Robert Von Esch

PARTNER - VON ESCH LAW GROUP

Robert A. von Esch IV ("Rob") is a principal of the VON ESCH LAW GROUP and the chairman of the business, construction, and real estate department of the firm. Rob has obtained many multi-million dollar recoveries and defense results for his clients, and is a frequent author and lecturer on developments in the law and trial technique. He is AVVO rated 10/10 "Superb" and has been consistently recognized as being within the top 5% of attorneys in the State of California by the Super Lawyers peer group rating system.

Rob comes from a long line of attorneys, and members of his family have served the legal community with distinction since 1956. Rob's wife, Amy, is a practicing attorney as well, and is a principal of the firm. Rob and Amy have a son and daughter and reside in Orange County. Rob is an avid boater, angler, and surfer. This passion has taken he and his family all over the world, including Fiji, Indonesia, Mexico, Caribbean, Central & South America, and Hawaii.

Presentation Materials

1. Lesson Plan with links to referenced backup materials
2. Power Point Slides

Evaluating & Estimating Water Damage Restoration and Mold Claims



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TEXAS

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Pete Fowler CONSTRUCTION Services, Inc.

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Evaluating & Estimating Water Damage Restoration and Mold Claims

INTRODUCTION

Evaluating & Estimating Water Damage Restoration and Mold Claims is intended to help claims professionals understand water intrusion investigations, mold management, and estimating the costs of restoration. We handle a surprising number of these claims-gone-bad through the litigation process.

Investigating building leaks is a well-developed profession with its own collection of professional consensus standards governing best practices, and we will explain them.

Mold is a health concern for immunocompromised people. When found in the built environment it means there is a moisture problem that needs to be professionally diagnosed, solved, and remediated. There are professional standards for water mitigation... making sure mold does not grow when water has suddenly been introduced into a building, and for remediation when it is found.

Cost estimating is a profession with specialized skills, training, education, and certifications; but it is not rocket science. There is some math, so it is scary to many people. There are many moving parts to a remediation estimate, including one from Xactimate, but the idea is simple: What does it take to restore the building? We will explain all of this as simply and clearly as possible.

PROGRAM OUTLINE

1. Introduction
2. Investigating Water Damage Claims
3. The Dangers of Mold
4. Understanding Estimating
5. Evaluating Estimates by Others
6. Conclusion

LEARNING OBJECTIVES

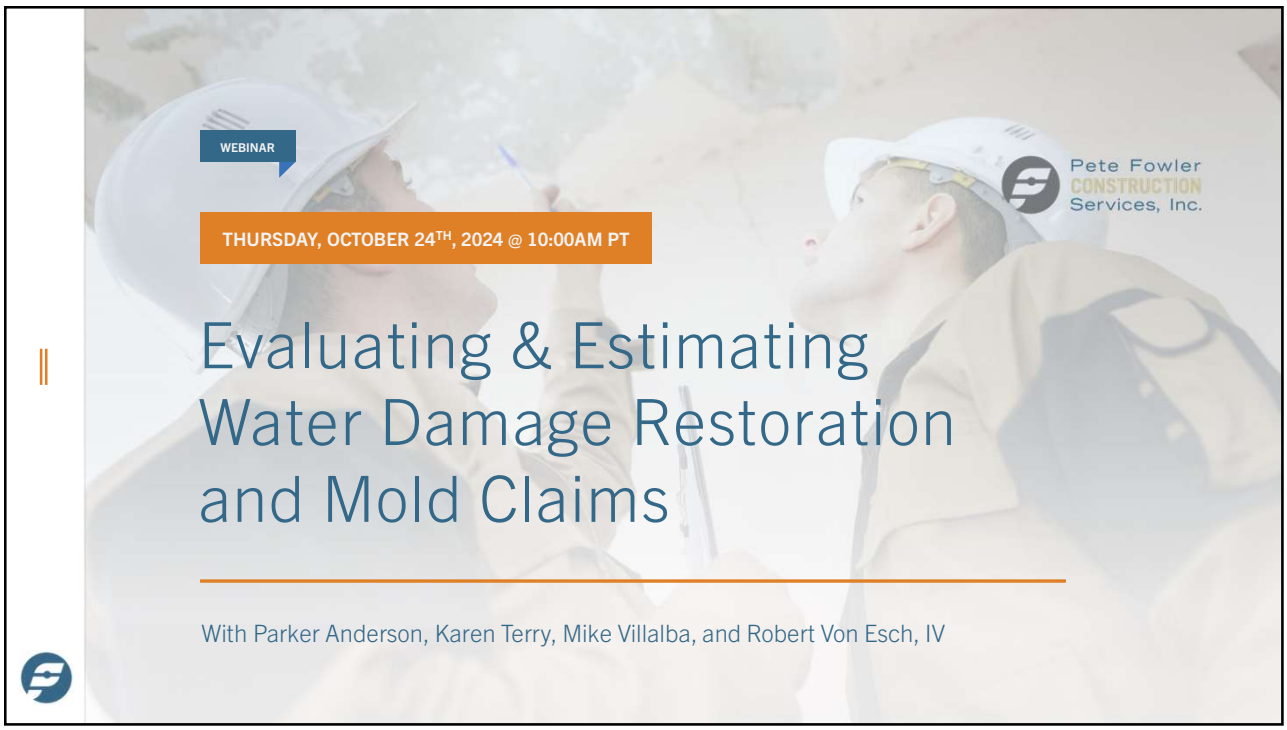
- Review the process of investigating water damage claims.
- Explain the dangers of mold and how they can be avoided.
- Understand the process of estimating restoration costs.
- Learn about evaluating cost estimates from other parties.
- Discuss the use of Xactimate.

BACKUP MATERIALS

1. Building Investigation Basics by Pete Fowler
2. The Dangers of Mold Lie in Ambiguity by Pete Fowler
3. Level 5 Estimating Matrix by Pete Fowler
4. Estimate Comparison Sample

PROGRAM CONTENTS

1. Introduction – 5 Minutes
    A. Who We Are
    B. Presenter Information
    C. Program Outline
    D. Introduction
    E. Learning Objectives
2. Investigating Water Damage Claims - 15 Minutes
    A. Onsite (Visual) Investigations
    B. Tools
    C. Interviews
    D. File Summary and Analysis
    E. Specifying Repairs
3. The Dangers of Mold - 10 Minutes
    A. What is Mold?
    B. How Does it Affect Us?
    C. Inspection & Testing
    D. Remediation
    E. Prevention
    F. Bodily Injury Claims
4. Understanding Estimating - 15 Minutes
    A. How We Estimate
    B. Pricing
5. Evaluating Estimates by Others - 10 Minutes
    A. How Do You Know?
    B. Communicating the Differences Between Estimates
6. Conclusion – 5 Minutes
    A. Continuing Education
    B. Backup Materials
    C. Feedback


WEBINAR
Pete Fowler
CONSTRUCTION
Services, Inc.
THURSDAY, OCTOBER 24TH, 2024 @ 10:00AM PT
Evaluating & Estimating
Water Damage Restoration
and Mold Claims
With Parker Anderson, Karen Terry, Mike Villalba, and Robert Von Esch, IV

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ABOUT US

Building Experts.

Helping Smart People
Make Smart Decisions



Construction Defects



Property Claims



Personal Injury Claims



Contract Claims



Quality & Construction Management

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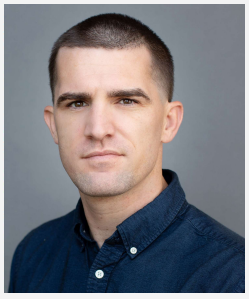
Meet our Presenters



Parker Anderson

Consultant
Pete Fowler Construction



Karen Terry

Director of Industrial Hygiene Services
RiskNomics



Mike Villalba

Practice Director, Technical Consulting Services
Pete Fowler Construction



Robert Von Esch, IV

Partner
Von Esch Law Group

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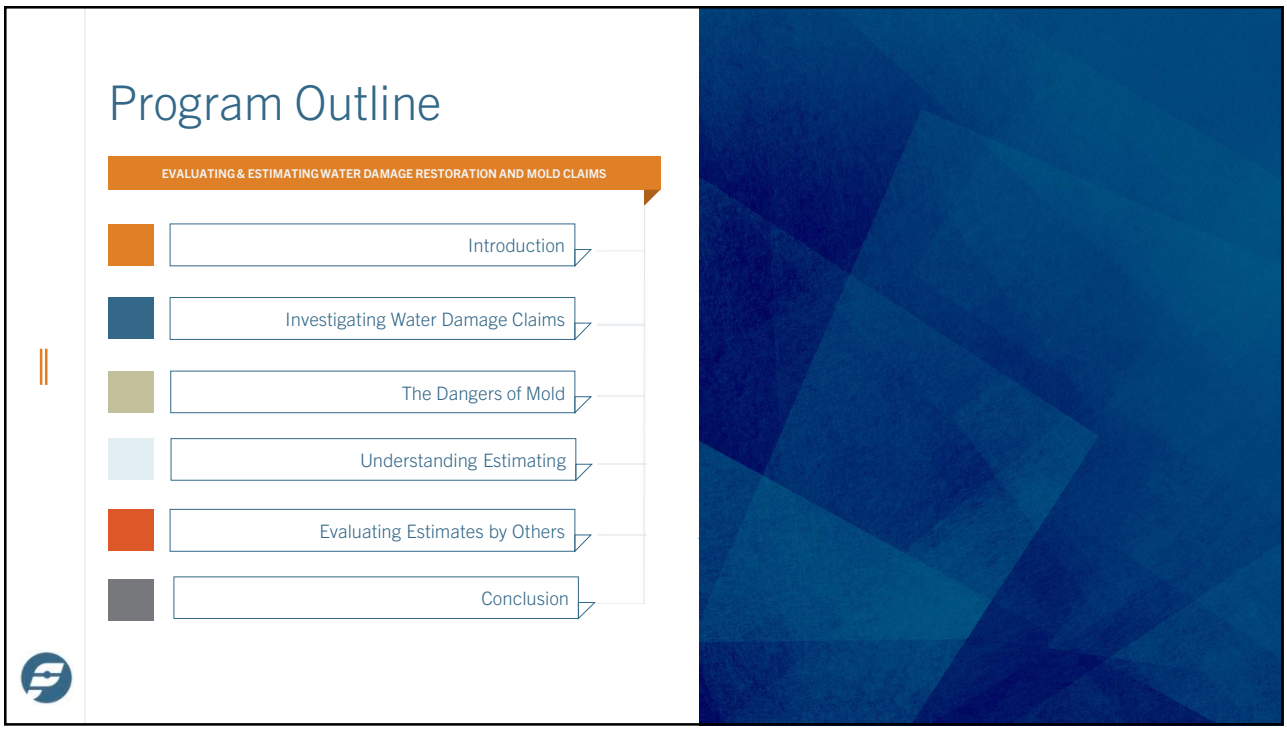
Program Outline
EVALUATING & ESTIMATING WATER DAMAGE RESTORATION AND MOLD CLAIMS
Introduction
Investigating Water Damage Claims
The Dangers of Mold
Understanding Estimating
Evaluating Estimates by Others
Conclusion

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Learning Objectives

- Review the process of investigating water damage claims.
- Explain the dangers of mold and how they can be avoided.
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- Discuss the use of Xactimate.

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Tools



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Specifying Repairs



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Inspection & Testing



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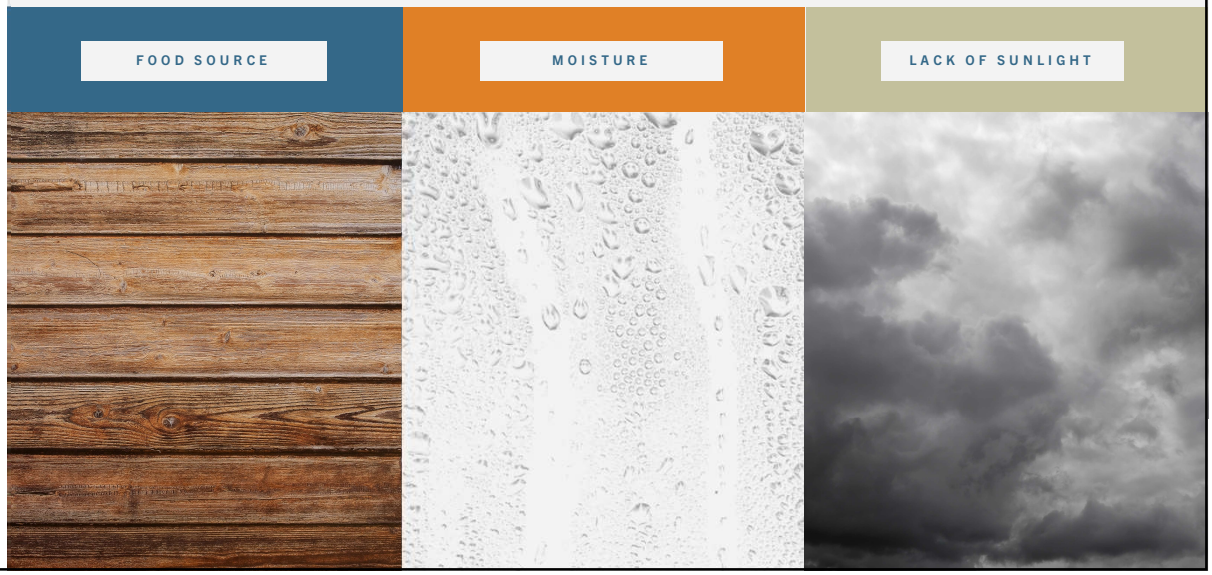
Prevention: What does Mold Need to Survive?



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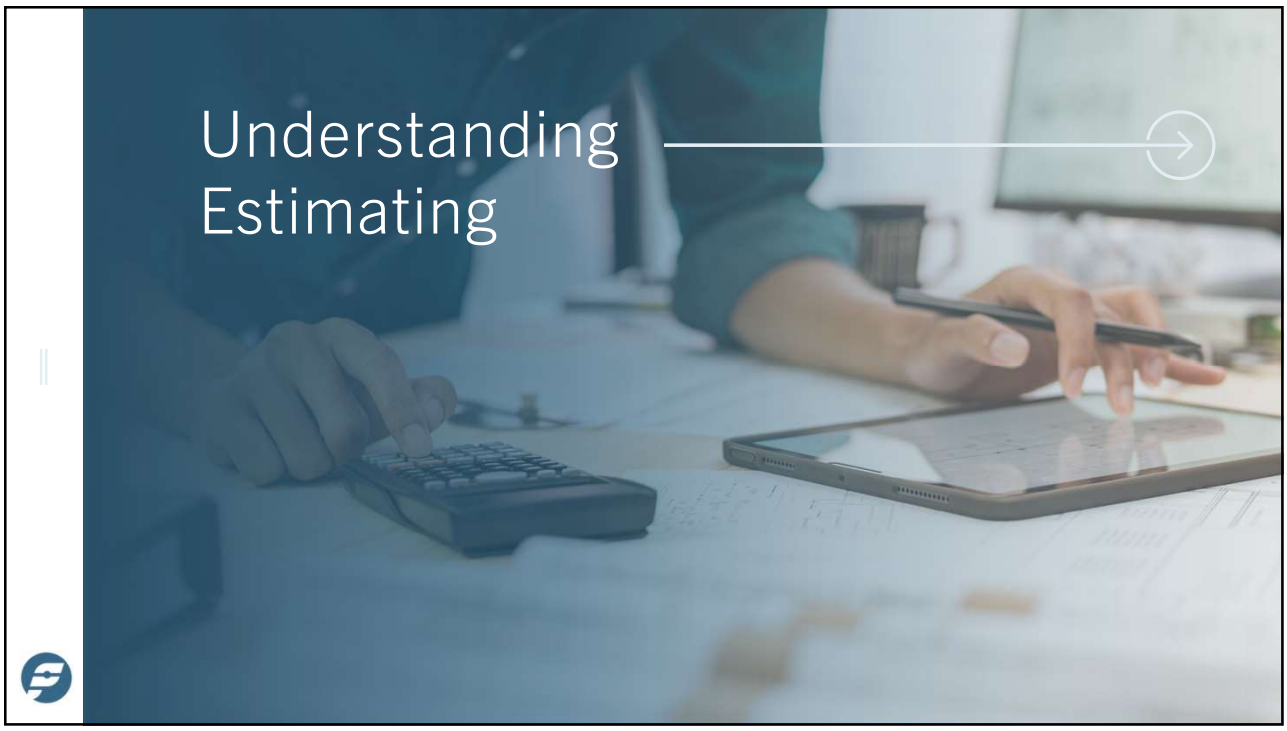

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Pricing


PRICING
COST
MARKET
QUALITY
DEMAND
COMPETITION
POSITIONING
REALISTIC
PROFITABILITY

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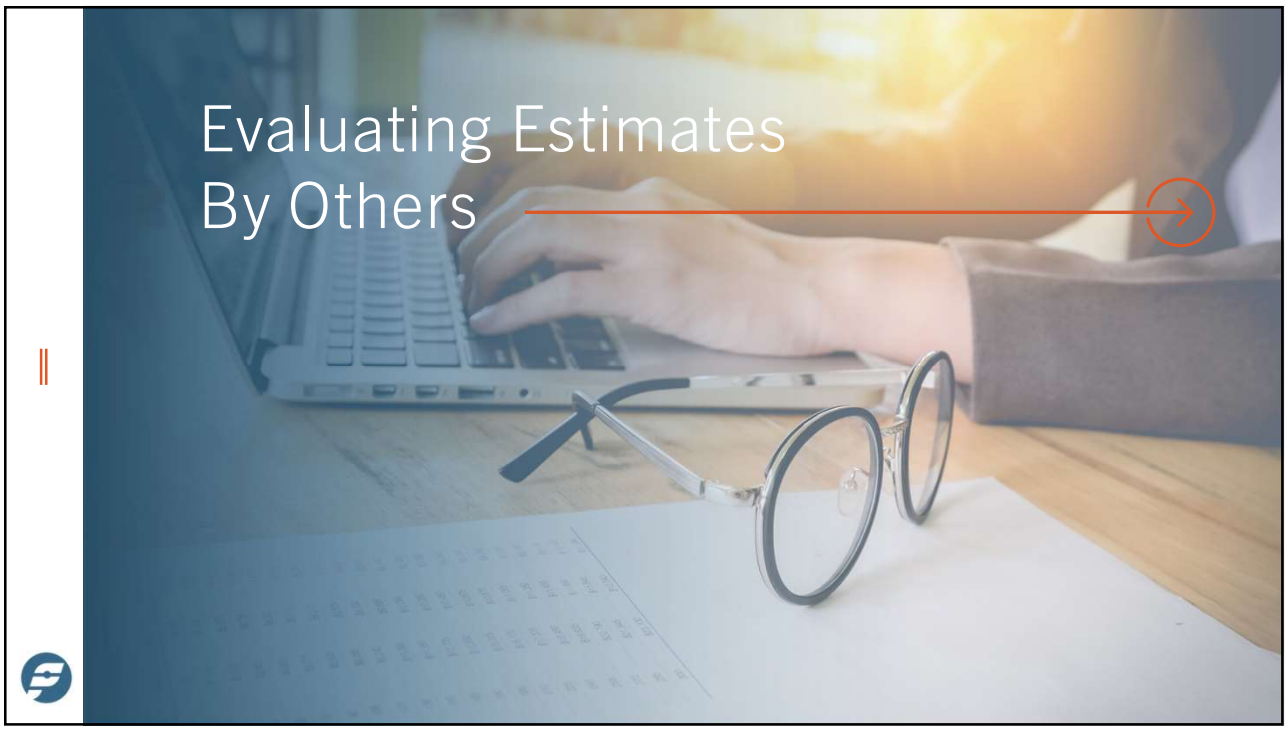

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How Do You Know?



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Water Damage Estimate Comparison Sample

#	Description	Owner Estimate	Owner Estimate Adjusted	PFCS Estimate	Difference	Notes
1	Appliances	650.82	650.82		650.82	
2	Cabinetry	53,275.98	44,753.48	5,648.68	39,104.80	See line 2 of Estimate Summary
3	Counters		8,522.50	5,782.22	2,740.28	Counters incl. in 5 items of Owner's in Cabinetry. See line 1 Estimate Summary.
4	Cleaning	456.04	456.04		456.04	
5	Cont: Packing, Handling, Storage	19,294.15	19,294.15		19,294.15	
6	General Demolition	12,723.94	12,723.94		12,723.94	
7	Doors	150.01	150.01		150.01	
8	Drywall	321.63	321.63		321.63	
9	Floor Covering - Ceramic Tile	255.51	255.51		255.51	
10	Floor Covering - Wood	29,962.27	29,962.27	12,864.41	17,097.86	See line 4 of Estimate Summary
11	Finish Carpentry / Framework	3,565.75	3,565.75		3,565.75	
12	Framing & Rouch Carpentry	3,396.72	3,396.72		3,396.72	
13	Labor Only	3,451.71	3,451.71		3,451.71	
14	Light Fixtures	338.66	338.66	809.88	(471.22)	See line 6 of Estimate Summary
15	Plumbing	335.02	335.02	1,209.88	(874.86)	See line 5 of Estimate Summary
16	Paneling & Wood Wall Finishes	3,364.87	3,364.87		3,364.87	
17	Painting	2,222.46	2,222.46	5,927.81	(3,705.35)	See line 3 of Estimate Summary
18	Window Treatment	160.91	160.91		160.91	
19	Wallpaper	2,471.30	2,471.30		2,471.30	
20						
21	**O&P Items Subtotal**	**$ 136,397.75**	**$ 136,397.75**	**$ 32,242.88**	**$ 104,154.87**	
22						
23	Permits & Fees	$ 18.19	$ 18.19	$ 433.68		See line 26 of Estimate Summary
24	Material Sales Tax	$ 5,935.69	$ 5,935.69			Included in direct cost.
25	Overhead	$ 14,235.43	$ 14,235.43	$ 3,385.50		See line 13 of Estimate Summary
26	Profit	$ 14,235.43	$ 14,235.43	$ 3,385.50		See line 14 of Estimate Summary
27	GC's			$ 1,612.14		See line 10 of Estimate Summary
28	Insurance & Bond			$ 677.10		See line 15 of Estimate Summary
29	Contingency			$ 2,065.16		See line 18 of Estimate Summary
30						
31	**Total**	**$ 170,822.49**	**$ 170,822.49**	**$ 43,801.96**		

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Learning Objectives

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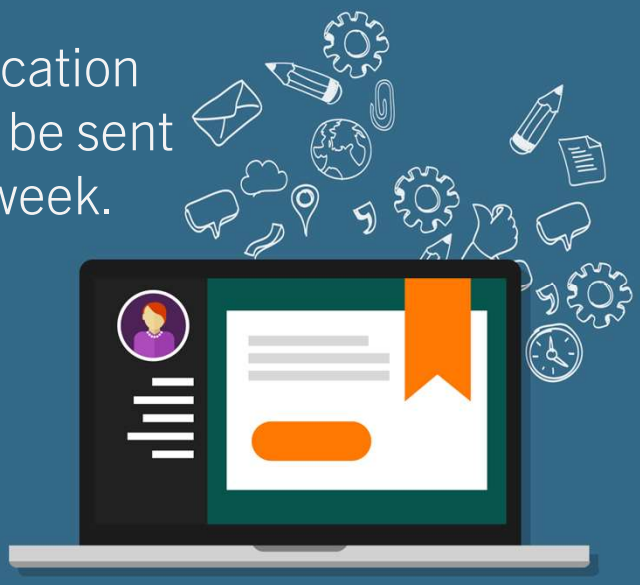
Continuing Education Certificates will be sent out within one week.



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WEBINAR
THURSDAY, NOVEMBER 21ST, 2024 @ 10:00AM PT
Investigating
Personal Injury Claims
With Paul Kushner, Lynn McCahren, and Pat O'Brien

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