



Date: 09/11/2025
To:
From: Pete Fowler Construction Services, Inc.
Project: Construction Cost Estimating in a Turbulent World Webinar 9/25/2025 (PFCS 24-0925)
Regarding: Audience Handout Package

Meet the Panel

Catherine Deter

PARTNER - WOOD, SMITH, HENNING & BERMAN LLP

Catherine Deter is a highly accomplished trial lawyer and partner at WSHB's Orange County office. With a wealth of experience in defense litigation, Catherine is known for her exceptional representation of national and regional construction, engineering, and architectural firms, as well as real estate professionals.

Catherine's passion lies in protecting the rights of architects, engineers, and other design professionals. She prides herself on her ability to quickly resolve complex claims and favorably represent creative individuals. In addition, Catherine has successfully represented some of the country's largest builders and developers, showcasing her expertise in construction litigation.

As a thought leader in errors and omissions (E&O) claims, design professional, and construction, Catherine is frequently invited to speak at national conferences and contribute as an author in renowned publications. Her insights and knowledge are highly sought after, making her a respected authority in the field.



Mike Villalba

DIRECTOR OF PRODUCT DEVELOPMENT - PETE FOWLER CONSTRUCTION

Michael Villalba 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.

Rick Seely

PARTNER - KAHANA & FELD, LLP

Rick Seely is a Partner in Kahana Feld's construction, general liability, and insurance defense practice groups. Mr. Seely has 27 years of experience representing clients mainly in business litigation, construction defect litigation, and general insurance defense matters. He has handled numerous matters from initial case introduction through trial.

Mr. Seely also regularly presents and moderates continuing education panels for organizations such as The CLM, West Coast Casualty's Construction Defect Seminar, and the OCBA. His topics range from the basics of subrogation claims; the analysis of indemnification clauses; construction litigation trends; and his favorite: civility among lawyers.

In his time away from the office, Rick runs, surfs, camps, and hikes: all of which are a distant second behind spending time with his wife and children.

Attachments

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



Construction Cost Estimating in a Turbulent World



OFFICES

CALIFORNIA

(949) 240-9971

29122 Rancho Viejo Road, #114
San Juan Capistrano, CA 92675

NEVADA

(725) 333-2365

2470 St Rose Pkwy, Ste 104
Las Vegas, NV 89074

FLORIDA

(407) 517-0650

174 Semoran Commerce Place,
#A-109
Apopka, FL 32703

TEXAS

(469) 677-8710



Pete Fowler
CONSTRUCTION
Services, Inc.

INTRODUCTION

Construction Cost Estimating in a Turbulent World is designed to equip claims professionals with the skills to understand contractor and consultant estimates. For a prolonged period, construction costs, including labor, remained relatively stable. Then, the COVID-19 pandemic dramatically disrupted global supply chains, leading to unprecedented volatility. While the immediate shock of the pandemic has subsided, tariffs are now driving significant, unpredictable cost fluctuations, adding complexity to an already challenging landscape. Navigating these turbulent conditions is a valuable skill that can save substantial sums.

Cost estimating is a profession with specialized skills, training, education, and certifications. While it involves math, which can be daunting, it's not rocket science. The complexity arises from the many moving parts in a large estimate: designers, labor, materials, equipment, subcontractors, insurance, and on, and on.

So, how does someone without decades of specialized experience understand estimates in these uncertain times? We will show you. Remember, construction is fundamentally simple—sticks, stones, glass, and steel arranged neatly. The challenge lies in the sheer number of components, requiring an organizational system. We have one, and we'll present it in this 1-hour program.

PROGRAM OUTLINE

1. Introduction
2. Our Turbulent World
3. Case Studies
4. Understanding Estimating and Pricing
5. Understanding & Communicating the Differences Between Estimates
6. Estimating: How Estimating Software Works, and How it Doesn't
7. Conclusion

LEARNING OBJECTIVES

- Gain a big picture perspective on estimating and estimates and understand how the supply chain crisis and recent tariffs have impacted the construction industry.
- Learn to summarize a construction cost estimate.
- Understand the basics of estimate analysis.
- Discuss the power and dangers of estimating software.
- Review case studies and real-world examples of construction cost estimate summary & analysis.

PROGRAM CONTENTS

1. Introduction – 5 Minutes
 - A. Who We Are
 - B. Presenter Information
 - C. Program Introduction
 - D. Learning Objectives
 - E. Program Outline
2. Our Turbulent World - 10 Minutes
 - A. Covid
 - B. Tariffs
 - C. Inflation
 - D. Labor Shortage
3. Case Studies - 10 Minutes
 - A. Trial Victory: Construction Cost Estimate for Water Damage
 - B. Cost Estimating on a Condo Project
4. Understanding Estimating and Pricing - 15 Minutes
 - A. Estimating Basics
 - B. Explain it to Pete's Mom
 - C. Estimating Errors
 - D. Estimate Summary
 - E. Fun with Numbers
5. Understanding & Communicating the Differences Between Estimates - 10 Minutes
 - A. Apples to Apples
 - B. Two Estimates
 - C. Many Estimates
6. Estimating: How Estimating Software Works, and How it Doesn't - 5 Minutes
7. Conclusion – 5 Minutes
 - A. Continuing Education
 - B. Backup Materials
 - C. Feedback

BACKUP MATERIALS

1. Case Study – [Trial Victory: Construction Cost Estimate for Water Damage](#)
2. Case Study – [Construction Defects: Construction Defects & Divorce](#)
3. [Pete Fowler's Position on Estimating Software](#) by Pete Fowler
4. [Construction and the Supply Chain: A Look at how Recent Supply Chain Issues Have Affected the Construction Industry](#) by Pete Fowler
5. [Construction Industry Trends and Outlook Presentation](#) by The Associated General Contractors of America



WEBINAR

THURSDAY, SEPTEMBER 25TH, 2025 @ 10:00AM PT

Pete Fowler
CONSTRUCTION
Services, Inc.

Construction Cost Estimating in a Turbulent World

With Mike Villalba, Rick Seely, and Catherine Deter





ABOUT US

Building Experts.

Helping Smart People
Make Smart Decisions



Construction Defects



Property Claims



Personal Injury Claims



Contract Claims

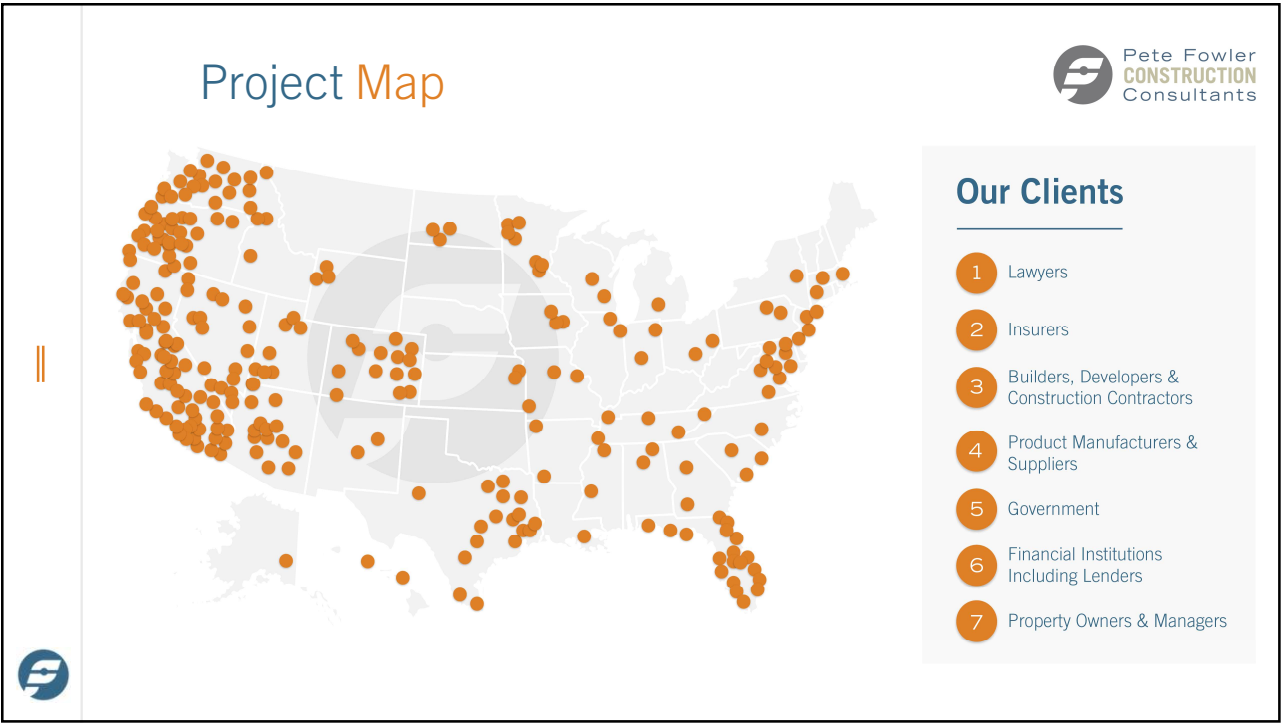


Estimating, Quality & Construction Management



Fire Claims







Meet our Presenters



Mike Villalba
Director of Product Development
Pete Fowler Construction

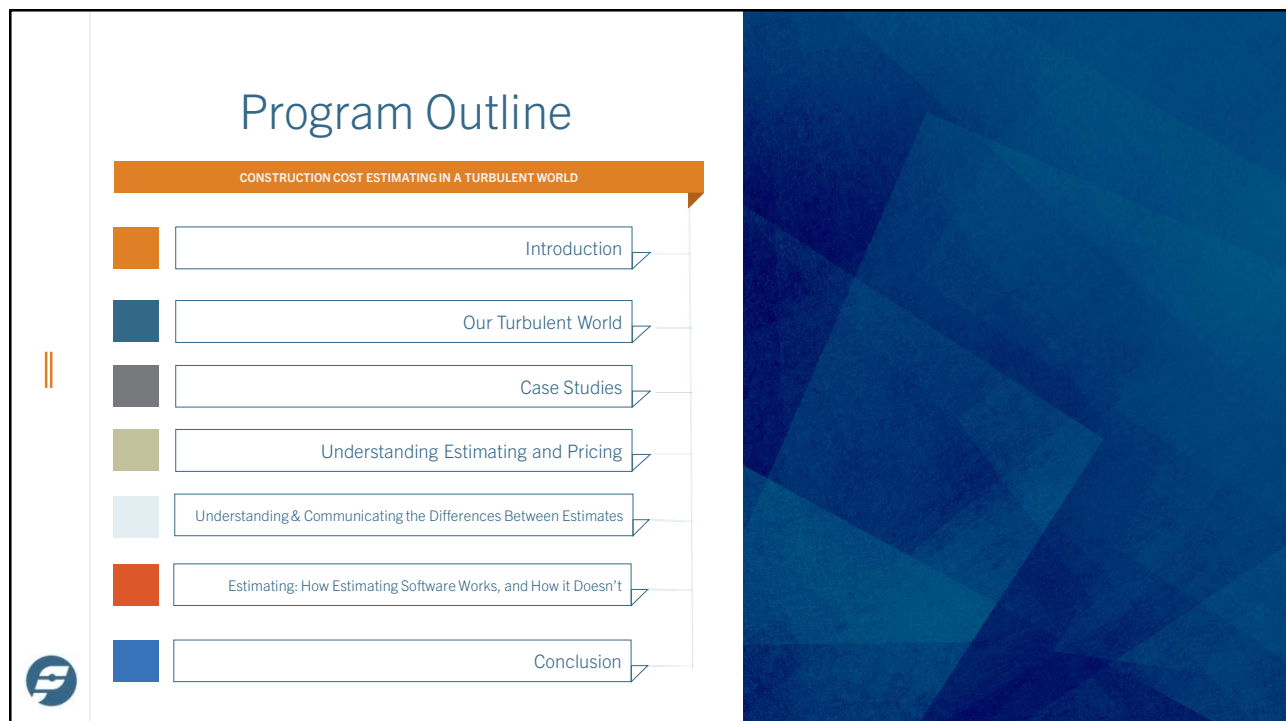


Rick Seely
Partner
Kahana & Feld, LLP



Catherine Deter
Partner
Wood, Smith, Henning & Berman LLP





Program Outline

CONSTRUCTION COST ESTIMATING IN A TURBULENT WORLD

Introduction
Our Turbulent World
Case Studies
Understanding Estimating and Pricing
Understanding & Communicating the Differences Between Estimates
Estimating: How Estimating Software Works, and How it Doesn't
Conclusion



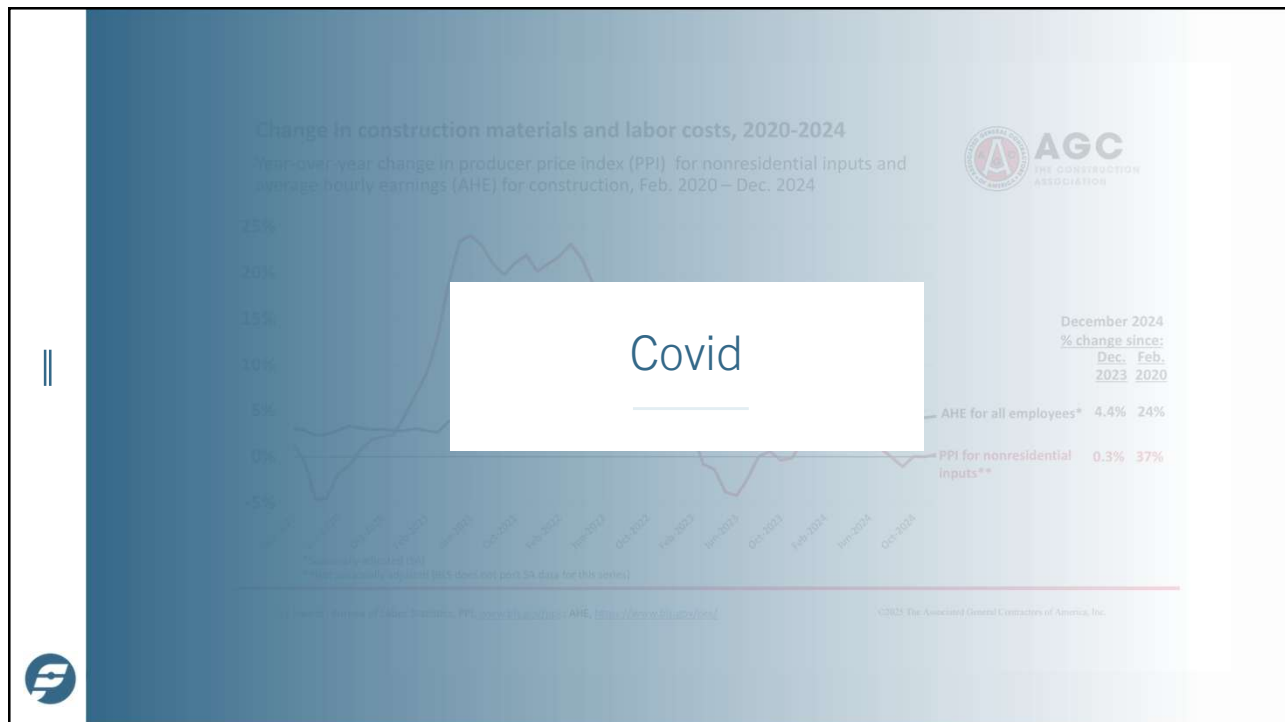
Learning Objectives

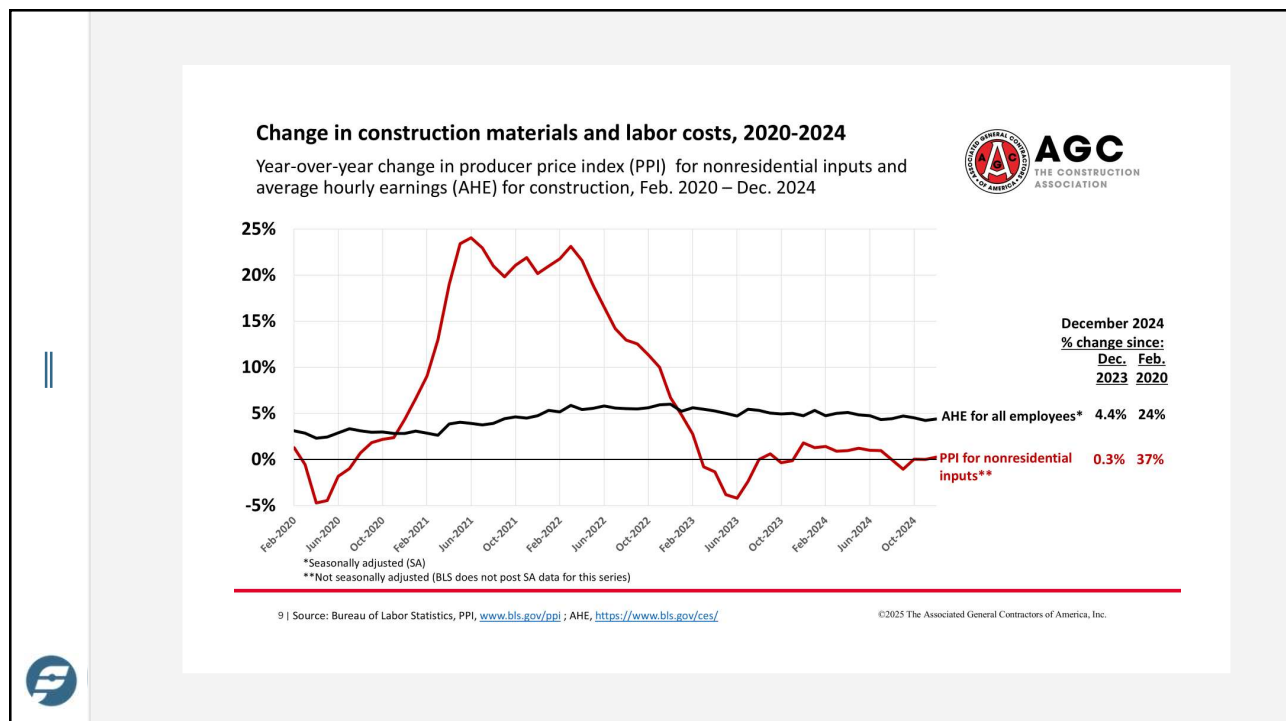
- 
- Gain a big picture perspective on estimating and estimates and understand how the supply chain crisis and recent tariffs have impacted the construction industry.
 - Learn to summarize a construction cost estimate.
 - Understand the basics of estimate analysis.
 - Discuss the power and dangers of estimating software.
 - Review case studies and real-world examples of construction cost estimate summary & analysis.

Introduction



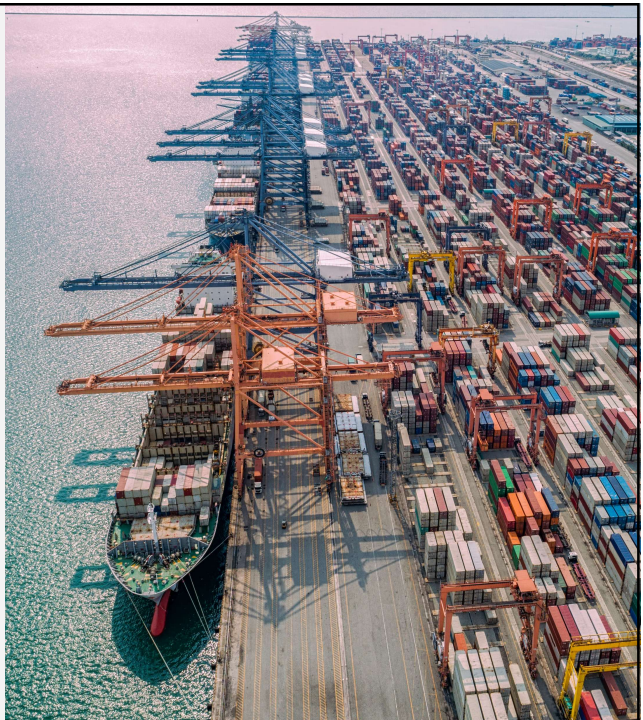






||

Tariffs











CASE STUDY

||

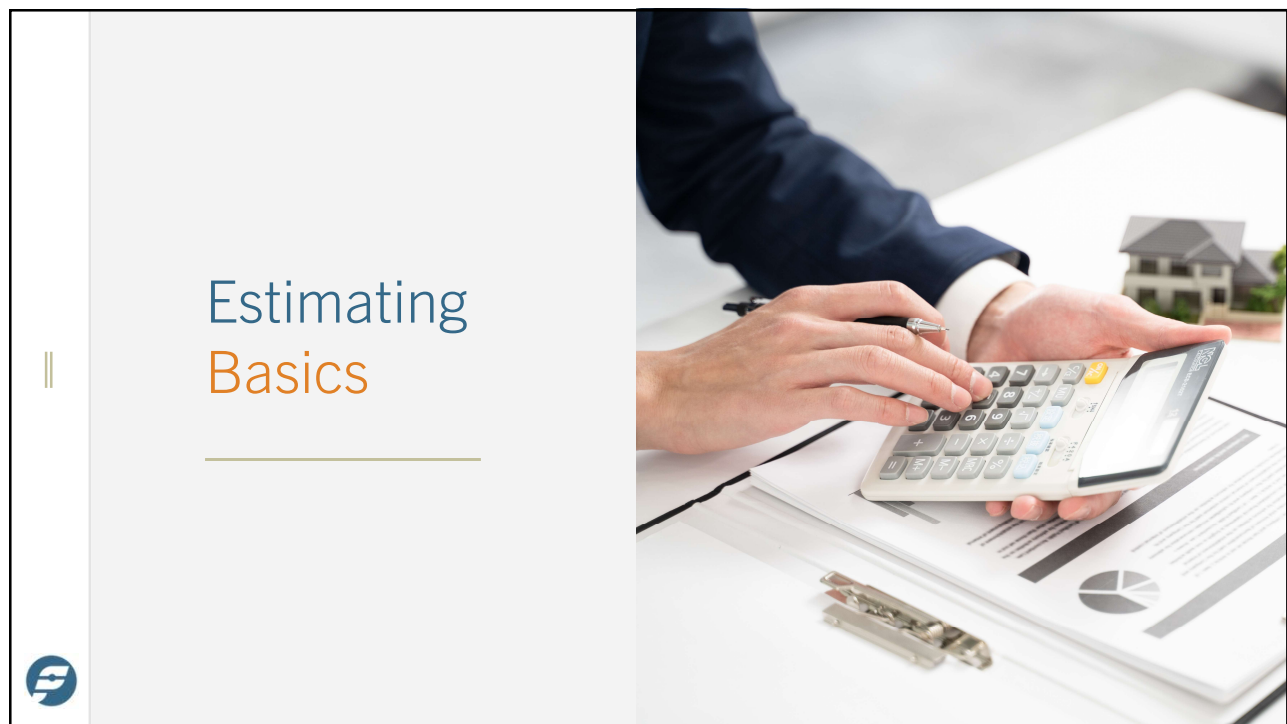
Trial Victory: Construction Cost Estimate for Water Damage



CASE STUDY

Cost
Estimating
on a Condo
Project



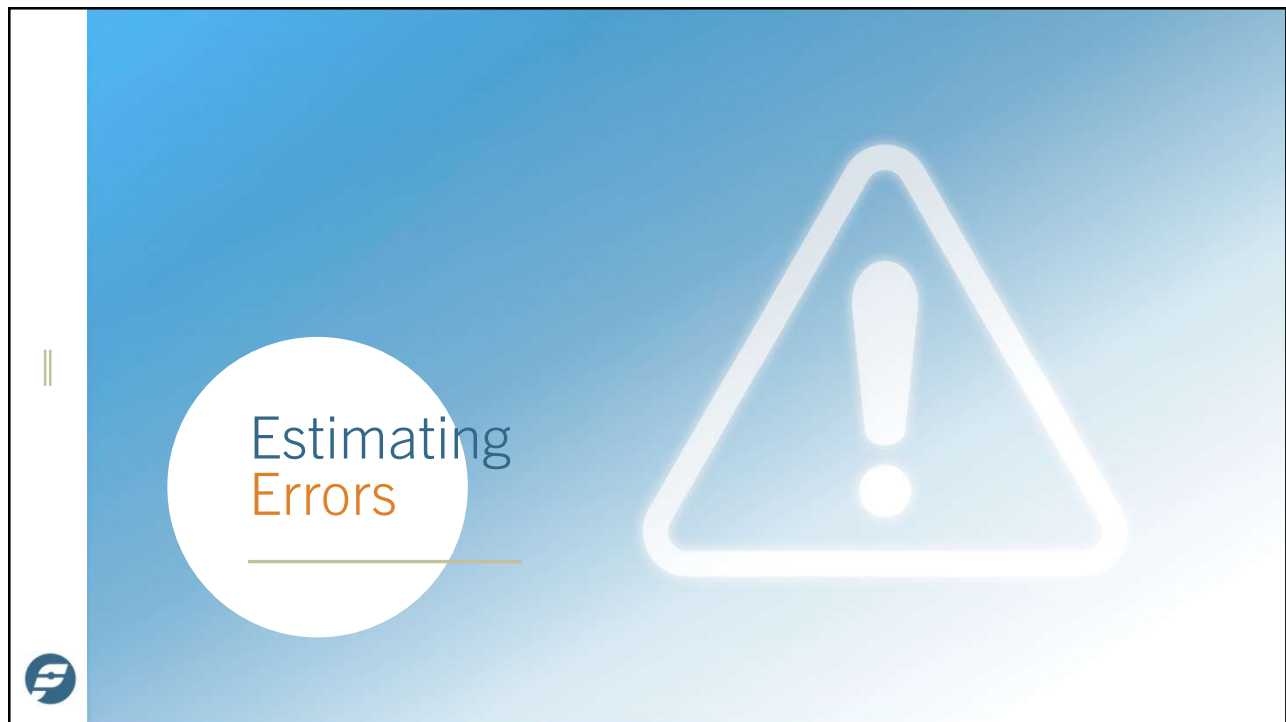


Explain it to
Pete's Mom



Pete's Mom, 1996



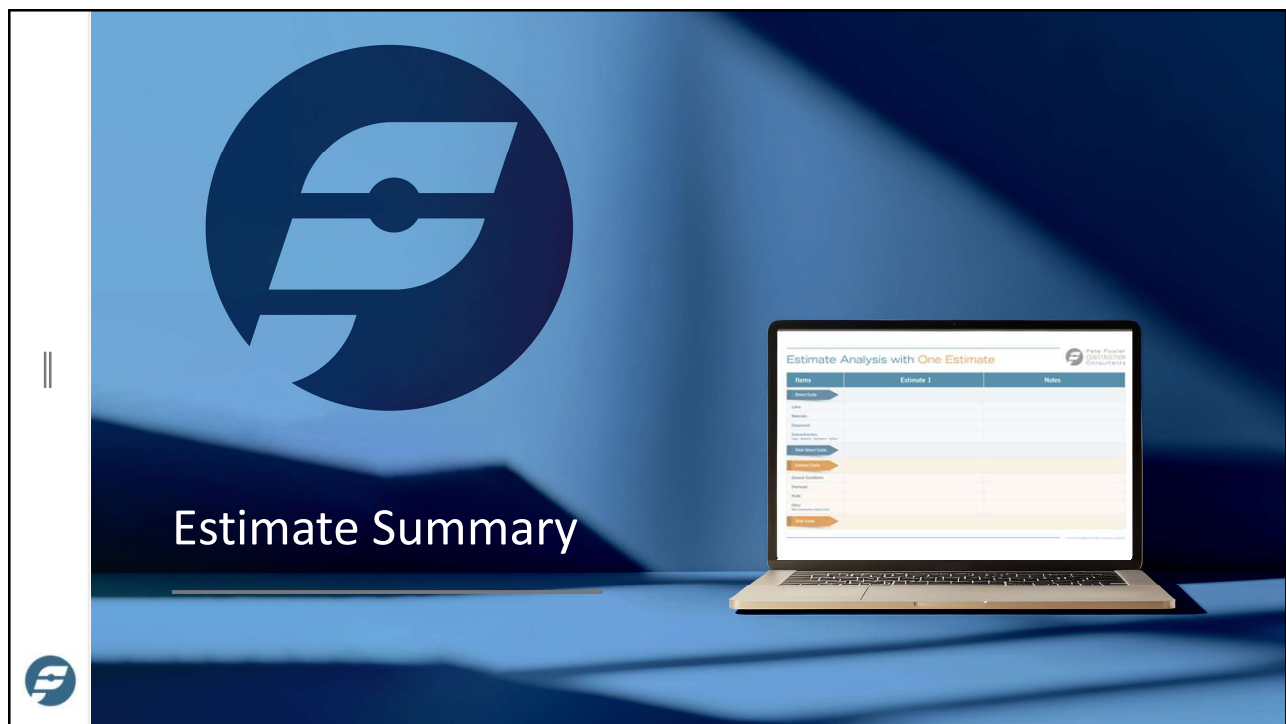


||

Estimating
Errors

⚠

The slide features a blue gradient background. On the left, a white circle contains the text "Estimating Errors", with "Estimating" in blue and "Errors" in orange. A thin orange horizontal line is positioned below the circle. To the right of the circle is a large, light blue warning icon consisting of a triangle with a thick border and a large exclamation mark inside. On the far left, there is a small vertical bar with two short orange lines and a small blue circular logo at the bottom containing a white stylized 'F'.

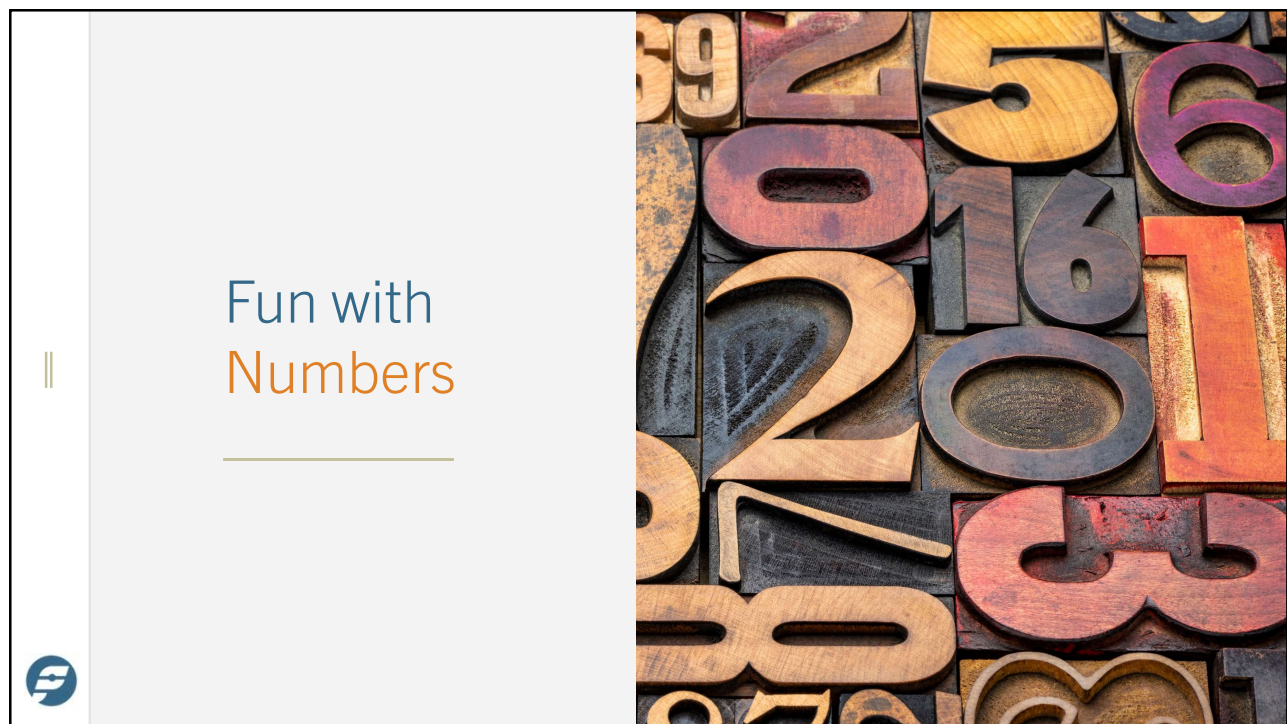


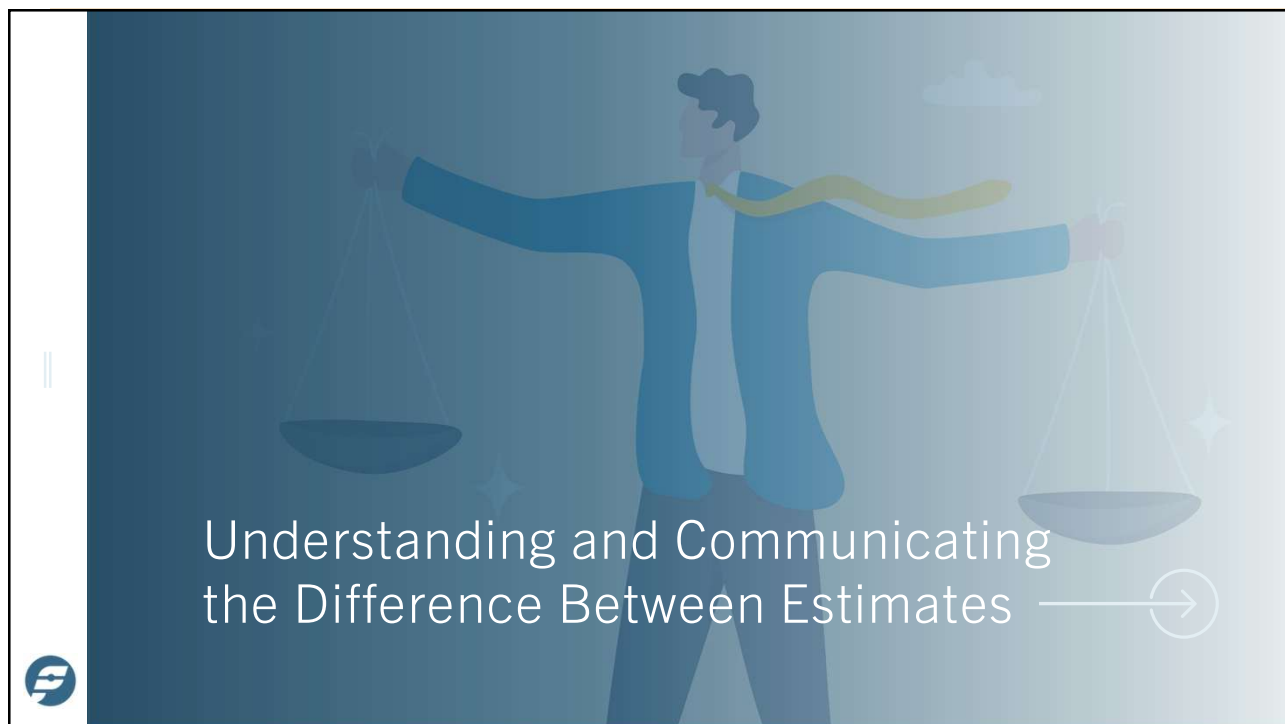
Estimate Analysis with One Estimate

Pete Fowler
CONSTRUCTION
Consultants

Items	Estimate 1	Notes
Direct Costs		
Labor		
Materials		
Equipment		
Subcontractors: Labor - Materials - Equipment - Indirect		
Total Direct Costs		
Indirect Costs		
General Conditions		
Overhead		
Profit		
Other (Non-Construction) Project Costs		
Total Costs		

01/22/2024 Copyright Pete Fowler Construction Consultants





Understanding and Communicating
the Difference Between Estimates



Apples to Apples



Two Estimates

Estimate Analysis with Two Estimates

Items	Estimate 1	Estimate 2	Notes
Direct Costs			
Labor			
Materials			
Equipment			
Subcontractors: Labor - Materials - Equipment - Indirect			
Total Direct Costs			
Indirect Costs			
General Conditions			
Overhead			
Profit			
Other (Non-Construction) Project Costs			
Total Costs			



Pete Fowler

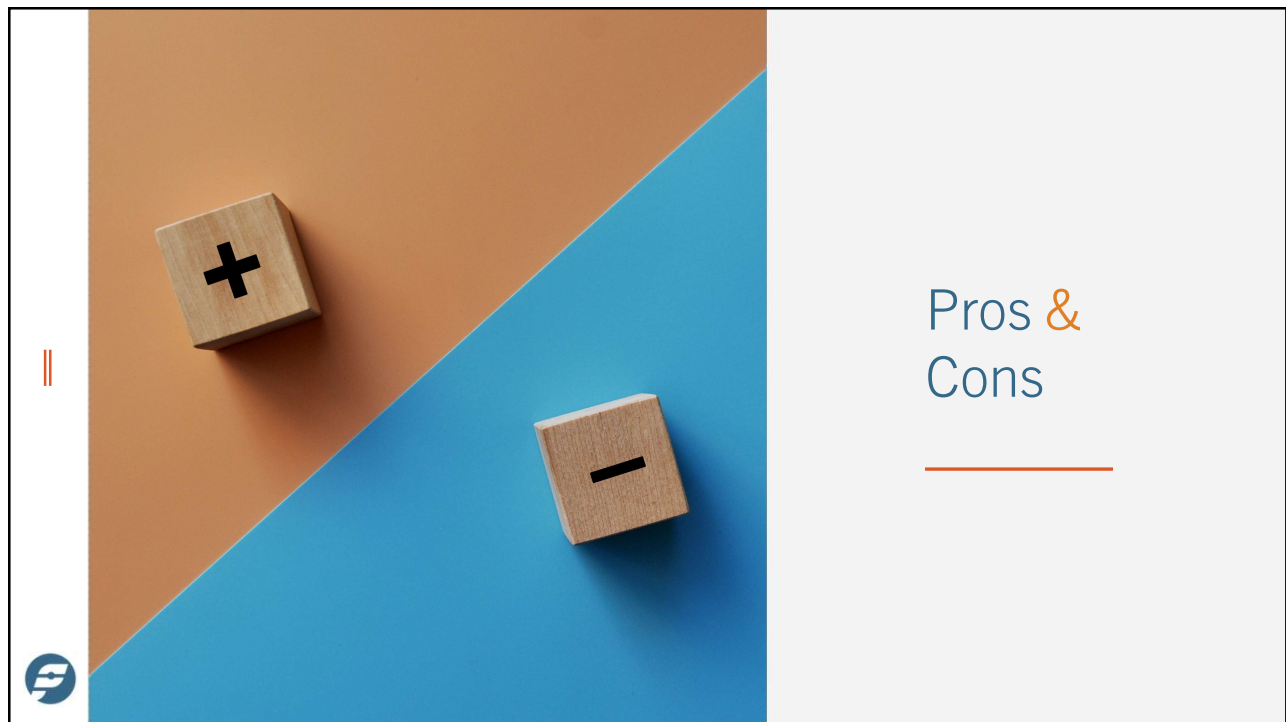
CONSTRUCTION

Consultants

©10/2004 Copyright Pete Fowler Construction Consultants





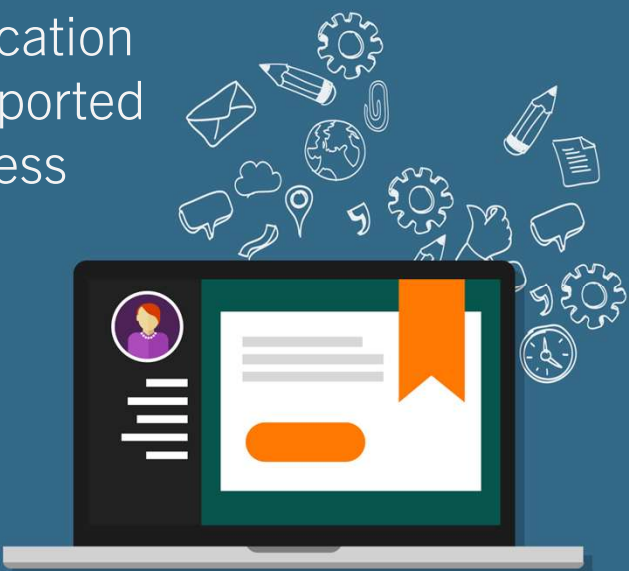




Learning Objectives

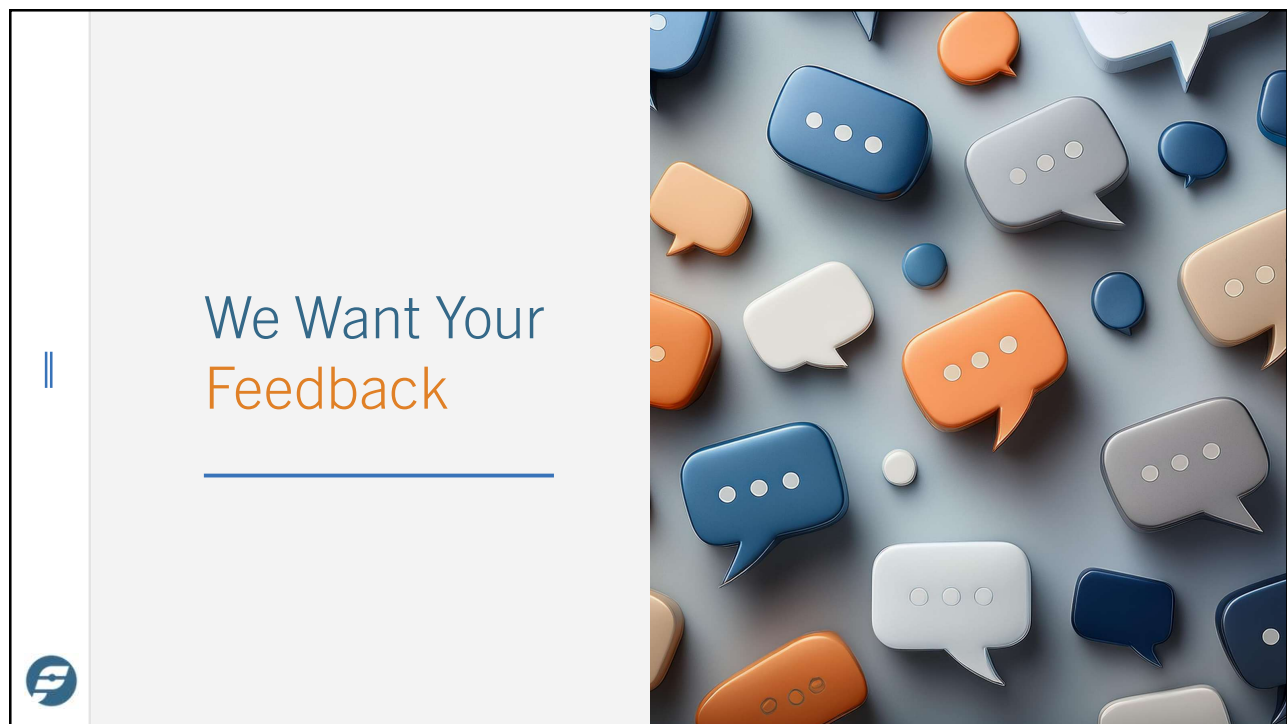
- 
- Gain a big picture perspective on estimating and estimates and understand how the supply chain crisis and recent tariffs have impacted the construction industry.
 - Learn to summarize a construction cost estimate.
 - Understand the basics of estimate analysis.
 - Discuss the power and dangers of estimating software.
 - Review case studies and real-world examples of construction cost estimate summary & analysis.

Continuing Education
Credit will be reported
within 10 business
days.



The illustration features a laptop with a dark screen. On the screen, there is a white document with a green border, an orange bookmark, and an orange button. To the left of the document is a purple circular profile picture and a list of five horizontal lines. Surrounding the laptop are various white line-art icons: gears, a pencil, a paperclip, a globe, a speech bubble, a location pin, a hand, a clock, and a document with a checkmark.







WEBINAR

THURSDAY, OCTOBER 30TH, 2025 @ 10:00AM PT

Expert Testimony: Preparation and Delivery for Deposition, Arbitration, and Trial

Mike Villalba, Cameron Kalunian, and Dan Crespo

