



Date: 02/19/2025
To:
From: Pete Fowler Construction Services, Inc.
Regarding: Evaluating Construction Costs for Building Claims

Meet the Panel

Parker Anderson

EXPERT AT PETE FOWLER CONSTRUCTION

Parker Anderson is an accomplished General Building Contractor with a Class B license serving as an expert 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.



Pete Fowler

CHIEF QUALITY OFFICER AT PETE FOWLER CONSTRUCTION

Pete Fowler is a construction consultant, professional cost estimator, President and Chief Quality Officer of Pete Fowler Construction, a licensed general building contractor in California, Nevada, and Oregon. Pete received a B.S. in Construction Management from CSU, Chico. He has held certifications from AAMA, ASPE, ICBO, and others. Mr. Fowler has published articles in national magazines, has been invited to speak by the most important groups in the building industry (AAMA, APRA, ASPE, ASQ, ASTM, BETEC, CAI, CLM, DBIA, ICC, NIBS, PLRB, RCI, etc.), and has composed and delivered hundreds of educational programs on building inspection & testing, estimating, quality & construction management, project management, and claims & litigation. Pete has experience with successful expert witness testimony, including Federal Court.

Attachments

1. Lesson Plan with Links to Backup-Materials
2. Power Point Slides PDF



Evaluating Construction Costs for Building Claims Webinar



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

Evaluating Construction Costs for Building Claims is a 60-minute conversation about similarities and differences for professional cost estimators when estimating for claims or litigation.

We are construction cost estimating consultants who work on 1,000 claims and litigation projects every year. We need to understand and evaluate estimates of every imaginable size, type, and format; and every level of quality, professionalism, and accuracy (or lack thereof). Then we need to explain these estimates to our clients, who are very smart, but most of them have no background in construction, and many have no shame in acknowledging they are terrible at math.

Some estimators have the luxury of telling clients "The price is the price; take it or leave it." We don't. Just like in math class, simply getting the answer right does not earn the student an A+. We have to show how we came to our conclusions. Our work is "forensic" so we need to approach it "scientifically," and apply best practices from standard setting groups like ASPE. We apply these same skills to evaluate the work of other estimators, often highlighting problems with their work and contrasting it with our high-quality estimating.

PROGRAM OUTLINE

1. Introduction
2. Case Studies
3. Explain it to Pete's Mom
4. Estimating Fundamentals
5. Analysis
6. Multiple Estimates
7. Conclusion

LEARNING OBJECTIVES

- Discuss the differences between "normal" estimating and estimating for building claims.
- Explain how estimators can "explain it to Pete's Mom" and thereby dramatically increase their success in estimating for claims.
- Review sample work.
- Share war stories from the trenches of hard fought construction claim battles.

PROGRAM CONTENTS

1. Introduction – 5 Minutes
 - A. Who We Are
 - B. Presenter Information
 - C. Program Outline
 - D. Learning Objectives
2. Case Studies - 10 Minutes
 - A. Trial Victory: Construction Cost Estimate for Water Damage
 - B. A Public Works Budget in Trouble
 - C. Excessive Repair Estimate for Tortilla Factory
 - D. Landlord-Tenant Dispute
 - E. Wildfire Damages or Destroys 58 Homes: Our Cost Estimating Saves \$6.7 Million
 - F. Construction Cost Audit on a Nightclub
3. Explain it to Pete's Mom - 10 Minutes
 - A. Forensic Estimating
 - B. Estimate Summary
 - C. Fun with Numbers
 - D. 1,000 Words?
4. Estimating Fundamentals - 10 Minutes
 - A. Estimate Elements
 - B. Relating the Elements
 - C. Price vs Cost
5. Analysis - 10 Minutes
 - A. Level 5 Estimating
 - B. Estimating Errors
 - C. Where to Focus
 - D. How Do You Know?
6. Multiple Estimates - 10 Minutes
 - A. Normalizing
 - B. Two Estimates
 - C. Many Estimates
 - D. Communicating Differences
7. Conclusion – 5 Minutes
 - A. Learning Objectives
 - B. Audience Questions

BACKUP MATERIALS

1. [Good Experts... Investigate Like Sherlock Holmes, Think Like Lawyers, Write Like Journalists, and Present Like Walter Cronkite](#) by Pete Fowler
2. [Civil Litigation Basics for Construction Professionals](#) by Pete Fowler
3. [Artificial Intelligence: The Good, Bad, and Dangerous for Construction Claims, and Legal Pros](#) by Pete Fowler
4. [Insurance Basics for Construction Professionals](#) by Pete Fowler
5. [Cost Comparison Sample](#) by Pete Fowler
Construction



THURSDAY, FEBRUARY 26TH, 2025 @ 6:30PM PT

ASPE GOLDEN GATE CHAPTER FORUM WEBINAR

Evaluating Construction Costs for Building Claims

Presenters: Pete Fowler, and Parker Anderson | **Moderator:** Robert Muir

The slide features a background image of a person in a white shirt writing on a clipboard. Logos for ASPE (American Society of Professional Estimators) and Pete Fowler Construction Services, Inc. are in the top right. An orange box contains the date and time. The title is in large blue font, and the presenters/moderator information is at the bottom.



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

Moderator: Robert Muir, President, *ASPE Golden Gate Chapter 2*



Pete Fowler
Chief Quality Officer
Pete Fowler Construction



Parker Anderson
Expert
Pete Fowler Construction





Introduction



Learning Objectives



Discuss the differences between "normal" estimating and estimating for building claims.



Review sample work.



Explain how estimators can "explain it to Pete's Mom" and thereby dramatically increase their success in estimating for claims.



Share war stories from the trenches of hard fought construction claim battles.





CASE STUDY

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Trial Victory: Construction Cost Estimate for Water Damage



CASE STUDY

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A Public Works Budget in Trouble









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CASE STUDY

Wildfire Damages:

Our Cost Estimating Saves \$6.7 million







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Explain it to
Pete's Mom



Mom, 1996





Forensic Estimating



Items	Estimate 1	Estimate 2	Estimate 3	Notes
Item 1				
Item 2				
Item 3				
Item 4				
Item 5				
Item 6				
Item 7				
Item 8				
Item 9				
Item 10				
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Item 100				

Estimate Analysis & Comparison

 Pete Fowler
CONSTRUCTION
Consultants

Items	Estimate 1	Estimate 2	Estimate 3	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				



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Estimate Summary

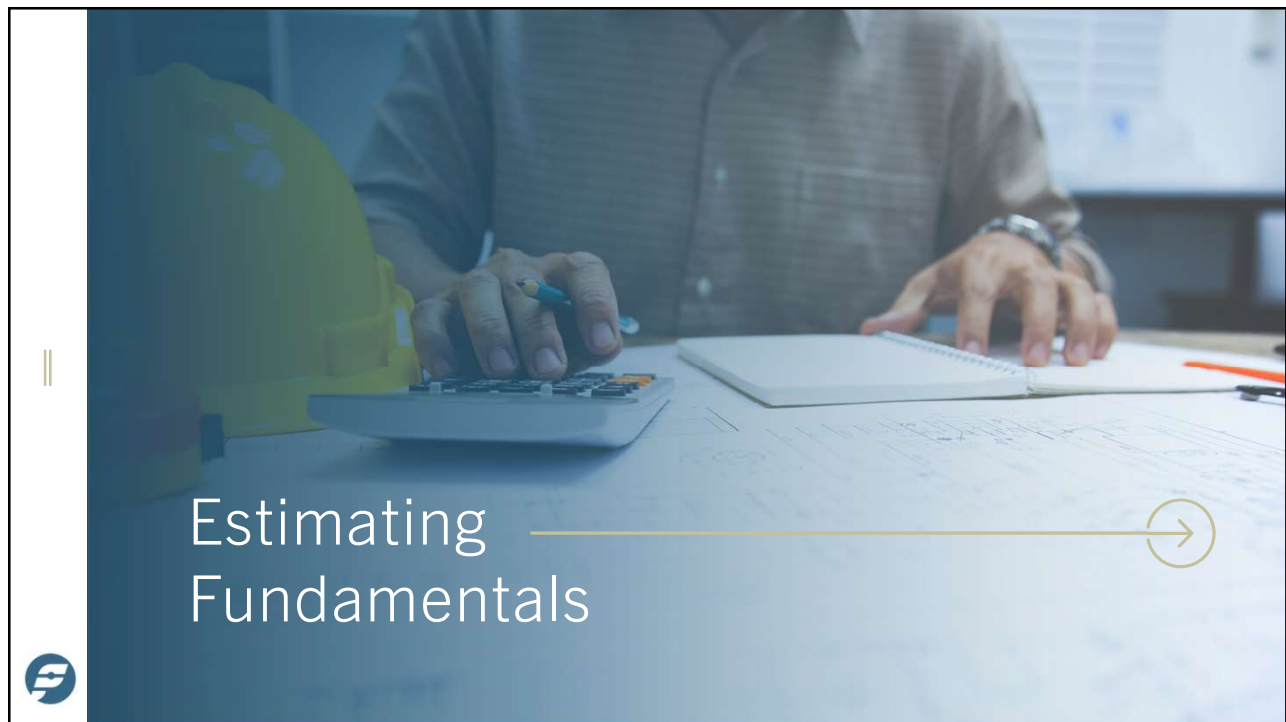
Case Study: Water Damage Estimate Analysis

#	Description	Owner Estimate		PPCS Estimate	Difference	Notes
		Owner Estimate	Adjusted			
1	Appliances	650.82	650.82			
2	Cabinetry	53,275.98	44,793.48			See line 2 of Estimate Summary
3	Counters		8,522.50			Counters incl. in 5 items of Owner's in Cabinetry. See line 1 Estimate
4	Cleaning	456.04	456.04			
5	Cont. Picking, Handling, Storage	19,294.15	19,294.15			
6	General Demolition	12,723.94	12,723.94			
7	Doors	150.01	150.01			
8	Drywall	321.63	321.63			
9	Floor Covering - Ceramic Tile	255.51	255.51			
10	Floor Covering - Wood	29,962.27	29,962.27			See line 4 of Estimate Summary
11	Finish Carpentry / Framework	3,565.75	3,565.75			
12	Framing & Rough Carpentry	3,396.72	3,396.72			
13	Labor Only	3,451.71	3,451.71			
14	Light Fixtures	338.66	338.66			See line 6 of Estimate Summary
15	Plumbing	335.02	335.02			See line 5 of Estimate Summary
16	Paneling & Wood Wall Finishes	3,364.87	3,364.87			
17	Painting	2,222.46	2,222.46			See line 3 of Estimate Summary
18	Window Treatment	160.91	160.91			
19	Wallpaper	2,471.30	2,471.30			
20						
21	O&P Items Subtotal	\$ 136,397.75	\$ 136,397.75			
22						
23	Permits & Fees	\$ 18.19	\$ 18.19			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			See line 13 of Estimate Summary
26	Profit	\$ 14,235.43	\$ 14,235.43			See line 14 of Estimate Summary
27	G.C.'s					See line 10 of Estimate Summary
28	Insurance & Bond					See line 15 of Estimate Summary
29	Contingency					See line 18 of Estimate Summary
30						
31	Total	\$ 170,822.49	\$ 170,822.49			



18



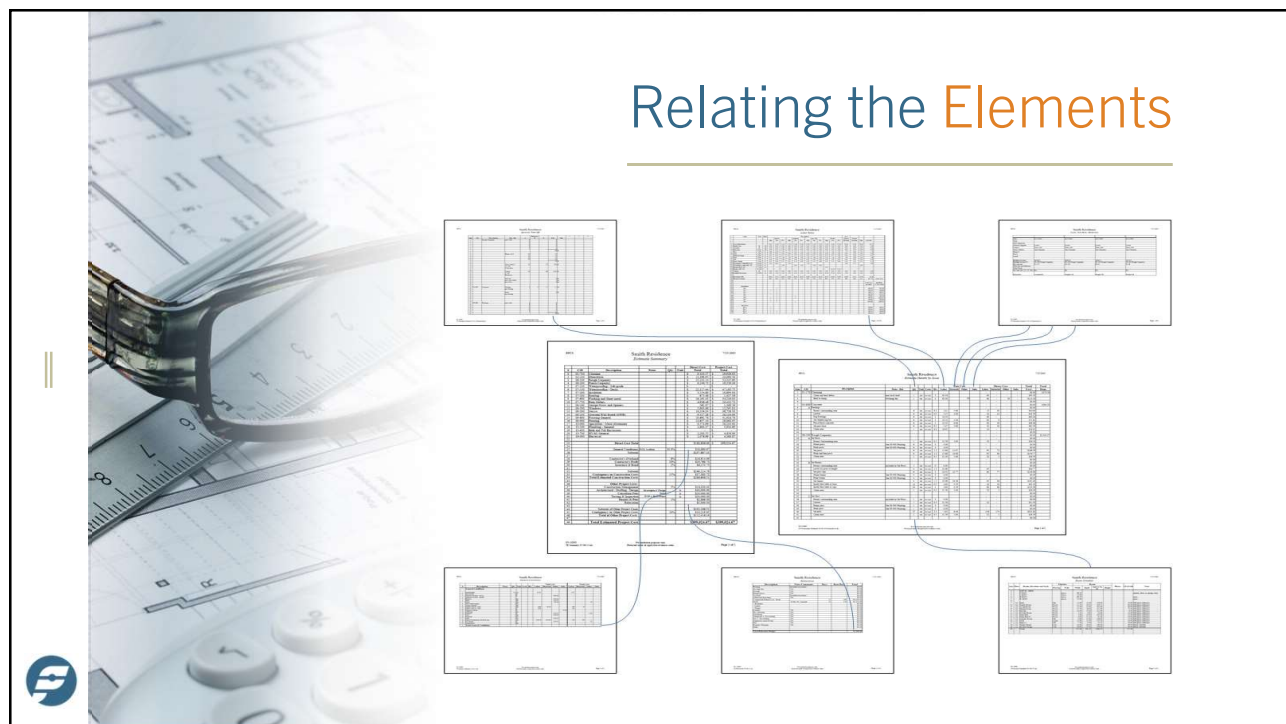


A close-up photograph of a hand holding a silver pen, poised to write on a document. The document features two colorful pie charts and some text, which is slightly out of focus. The background is a soft, blurred light blue.

Estimating Elements

- a. Title Page
- b. Summary
- c. Estimate Details
- d. Unit Matrix / Room Schedule
- e. Quantity Take Off Documentation
- f. Labor and Crew Rates
- g. Material Prices and Equipment Costs
- h. Subcontractors Calls and Costs
- i. General Conditions
- j. Other Project Costs, including design, engineering, project management
- k. Relocation

A circular logo with a stylized 'F' inside, located in the bottom left corner of the slide.





LEVEL 5 ESTIMATING™ 5 Levels - 10 Steps

Line	Steps	Level 1 Order of Magnitude	Level 2 Conceptual	Level 3 Preliminary	Level 4 Detailed	Level 5 Bid Construction/Takeoff
1	Formal	Summary Sheet Only	Add capital letters (or numbers if L1 are letters) with 2 to 15 digits under each of the main categories	Conform with the RRS rules: Main Category: Place capital letters or numbers; then alternate with each new level	See RRS Sample for design and shop drawings. Conform to rules of RRS	Take Release from each work of making subcategory with 10 to 15 digits under each subcategory
2	Scope	A Level 1 Work	Add details with 2-15			See RRS Sample
3	Time/Lab					See RRS Sample
4	Materials	Assembly into subcategory of the most	NO calls, unless taking from book	Materials	Materials	Materials
5	Equipment	WAG, Often none	Rough Estimate, No Calls	Calls, Books	Calls, Books, Bids	Final Price
6	Subs	Unit prices, WAG, Use Books only on BIG %s	Books, NO calls	Some Calls	Lots of Calls, Maybe some info, Maybe Bids	Final Price
7	GC's	% of Direct Cost	Reconsider % or Amount	Reconsider % or Amount	Broken Down	Same as L6
8	OH	% of Direct Cost	Reconsider % or Amount	Reconsider % or Amount	Possibly Broken Down	Same as L6
9	Profit	% of Direct Cost	Reconsider % or Amount	Reconsider % or Amount	Reconsider % or Amount	Reconsider % or Amount
10	Non Construction	WAG	SWAG	More Support	More Support	Take Bids
11	Time	1-4 Hours	2-24 Hours	10-100 Hours	50-200 Hours	10-24 Hours

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LEVEL 5 ESTIMATING™ 5 Levels - 10 Steps

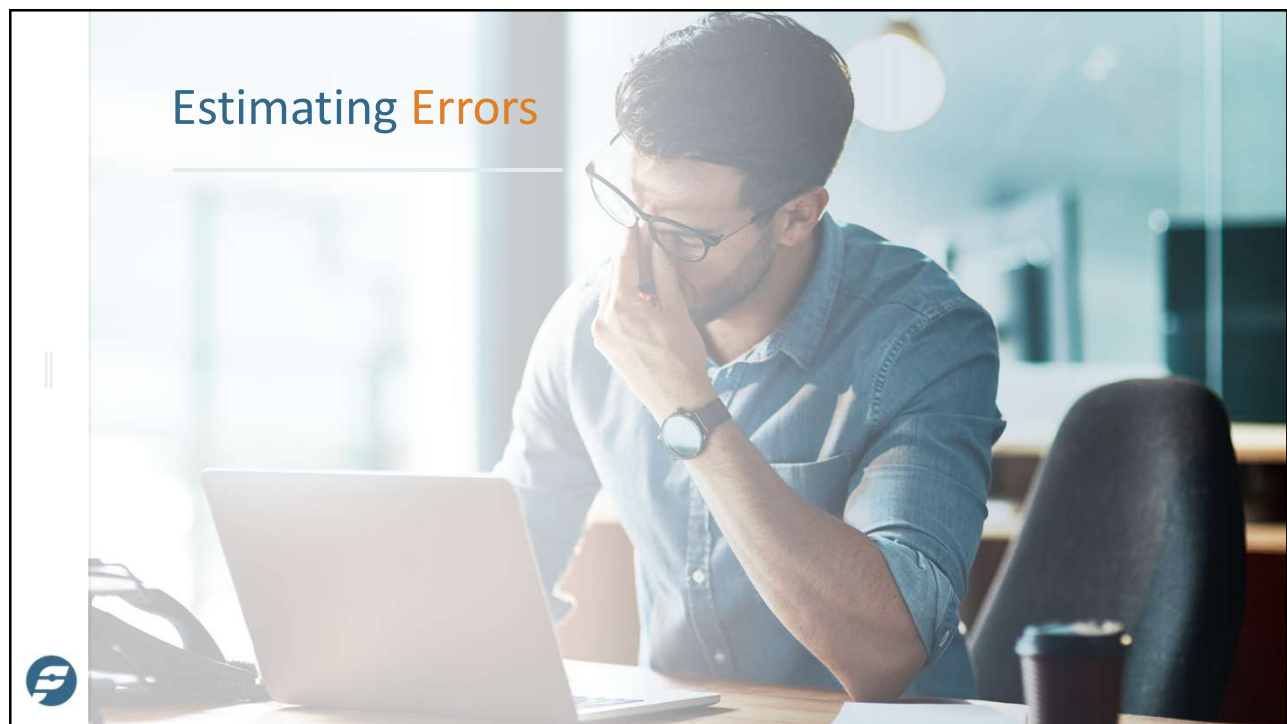
	Level 1		Level 2	Level 3	Level 4	Level 5
Line	Steps	Order of Magnitude	Conceptual	Preliminary	Detailed	Bid/Construction/Trial
1	Format	Summary Sheet Only	Add capital letters (or numbers if L1 are letters) with 2 to 15 items under each of the main categories	Conform with the WBS rules: Main Category, then capital letters or numbers, then alternate with each new level.	See PFCS Samples for deeper and deeper levels. Conform to rules of WBS.	Final Pass for clarity and ease of making references and following all of the component parts.
2	Scope	A Level 1 Work Breakdown Structure (WBS): 1 paragraph to 1 page. There are only basic quantities (no real QTO) in approximate figures	Add details with 2-10 categories each with letters and CSI codes. Basic QTO on main items (SF, FA, LF, etc.) Usually not calculated units like Cubic Yards (CY)	Level 3 WBS with letters, numbers, and CSI codes. More detailed QTO.	Complete, detailed QTO.	Final Pass. Check QTO on key items.
3	Time/ Labor	Little or no breakdown of labor / time in this step	Rough Estimate, Typical crews, Round numbers, slightly over estimating. No calls	Productivity rates, Use Walker's book on big #'s	Use Walker's Labor Rates	Final Pass
4	Material	A guesstimate. Little QTO, Quantities only - not cost of materials. Assembly level estimates at the most	QTO, Rough Estimate, Slightly over estimating. Books only for big #.'s, NO calls unless faster than book	Calls, Books, Maybe Alternatives	Calls, Bids, Alternatives refined	Final Pass
5	Equipment	WAG. Often none	Rough Estimate. No Calls	Calls, Books	Calls, Books, Bids	Final Pass
6	Subs	Unit prices, WAG. Use books only on BIG #'s	Books, NO calls	Some Calls	Lots of Calls, Maybe send info, Maybe Bids	Final Pass
7	GC's	% of Direct Cost	Reconsider % or Amount	Reconsider % or Amount	Broken Down	Same as L4
8	OH	% of Direct Cost	Reconsider % or Amount	Reconsider % or Amount	Possibly Broken Down	Same as L4
9	Profit	% of Direct Cost	Reconsider % or Amount	Reconsider % or Amount	Reconsider % or Amount	Reconsider % or Amount
10	Non-Construction	WAG	SWAG	More Support	More Support	Calls/Bids
11	Time:	1-4 Hours	2-24 Hours	16-100 Hours	50-200 Hours	100+ Hours



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July 24, 2023



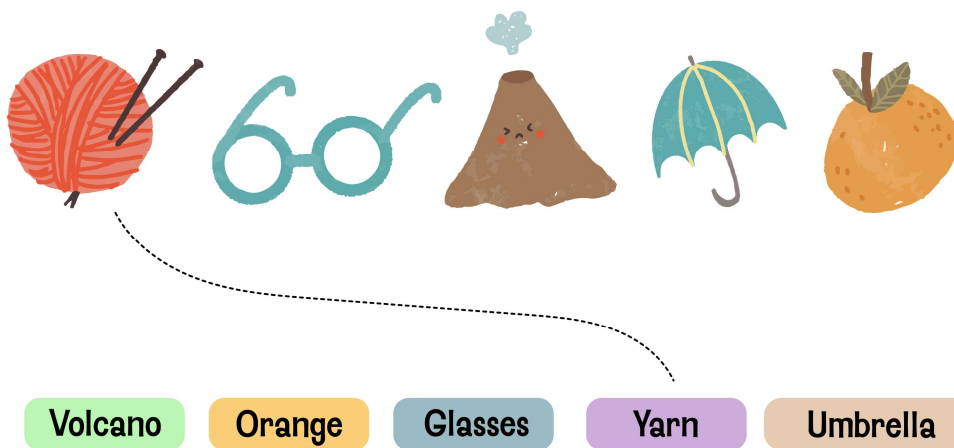




Multiple Estimates



Normalizing



Two Estimates

11/14/2024

Case Study: Water Damage Estimate Analysis - Key

Page 1 of 1

#	Description	Owner Estimate	Adjusted	PFC's Estimate	Difference	Notes
1	Appliances	650.82	650.82		650.82	
2	Cabinetry	53,275.98	44,753.48	5,648.68	39,114.80	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
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		

PFC's Case Study: Water Damage
Estimate Analysis 2024-11-14 A-141xFor mediation purposes only. Protected under all applicable evidence codes.
For optimal readability this should be printed 11x17 / Tabloid size.

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Two Estimates

5/24/2024

Repair Cost Comparison

Page 4 of 4

#	Repair Category	Rebuild Estimate 1/11/2020	PFCS Rebuild Estimate	Variance	Critique of
40	Fine Grading & Drainage	\$ 17,500.00	\$ 13,911.22	\$ (3,588.78)	There are several options to satisfy the drainage code. It is possible the minimum requirements are being exceeded.
41	Sanitary Sewer	\$ 2,500.00	\$ 2,500.00	\$ -	In agreement.
42	Site Utilities	\$ 13,200.00	\$ 13,200.00	\$ -	In agreement.
43		\$ -	\$ -	\$ -	
44	Subtotal	\$ 1,467,070.16	\$ 887,589.05	\$ (579,481.11)	
45					
46	General Conditions	\$ 182,295.00	\$ 106,510.69	\$ (75,784.31)	
47	Overhead	\$ 194,161.64	\$ 79,527.98	\$ (114,633.63)	
48	Profit	\$ 106,788.88	\$ 99,408.97	\$ (7,379.91)	
49	Insurance & Bond	\$ 44,851.33	\$ 19,881.99	\$ (24,969.34)	Instead of 3%, 2% would be a more reasonable charge.
50	Contingency on Construction Costs	\$ -	\$ 59,645.98	\$ 59,645.98	
51	Construction Management	\$ -	\$ -	\$ -	
52	Architectural/Drafting/Design	\$ 216,000.00	\$ 10,000.00	\$ (206,000.00)	This is roughly 15% of the job subtotal and is excessive. There is no justification to substantiate this charge.
53	Engineering	\$ 50,000.00	\$ 8,000.00	\$ (42,000.00)	This is roughly 3.5% of the job subtotal and is excessive. There is no justification to substantiate this charge.
54	Testing & Inspection	\$ 4,500.00	\$ 3,500.00	\$ (1,000.00)	
55	Permits & Fees	\$ 21,800.00	\$ 25,091.31	\$ 3,151.31	
56					
57	Total	\$ 2,287,566.98	\$ 1,295,116.97	\$ (802,247.30)	

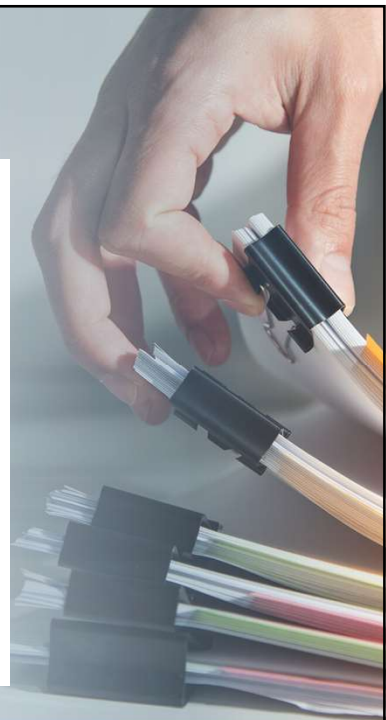


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at Broadway
Estimate Comparison - Update - Complete

10/15/2017

#	Item	Description	F1/F2 Estimate F1/F2 Scope \$B232	F3/F4 Estimate F3/F4 Scope \$B233	F5/F6 Estimate F5/F6 Scope \$B234	F7/F8 Estimate F7/F8 Scope \$B235	F9/F10 Estimate F9/F10 Scope \$B236	F11/F12 Estimate F11/F12 Scope \$B237	F13/F14 Estimate F13/F14 Scope \$B238	F15/F16 Estimate F15/F16 Scope \$B239	F17/F18 Estimate F17/F18 Scope \$B240	F19/F20 Estimate F19/F20 Scope \$B241	F21/F22 Estimate F21/F22 Scope \$B242	F23/F24 Estimate F23/F24 Scope \$B243	F25/F26 Estimate F25/F26 Scope \$B244	F27/F28 Estimate F27/F28 Scope \$B245	F29/F30 Estimate F29/F30 Scope \$B246	F31/F32 Estimate F31/F32 Scope \$B247	F33/F34 Estimate F33/F34 Scope \$B248	F35/F36 Estimate F35/F36 Scope \$B249	F37/F38 Estimate F37/F38 Scope \$B250	F39/F40 Estimate F39/F40 Scope \$B251	F41/F42 Estimate F41/F42 Scope \$B252	F43/F44 Estimate F43/F44 Scope \$B253	F45/F46 Estimate F45/F46 Scope \$B254	F47/F48 Estimate F47/F48 Scope \$B255	F49/F50 Estimate F49/F50 Scope \$B256	F51/F52 Estimate F51/F52 Scope \$B257	F53/F54 Estimate F53/F54 Scope \$B258	F55/F56 Estimate F55/F56 Scope \$B259	F57/F58 Estimate F57/F58 Scope \$B260	F59/F60 Estimate F59/F60 Scope \$B261	F61/F62 Estimate F61/F62 Scope \$B262	F63/F64 Estimate F63/F64 Scope \$B263	F65/F66 Estimate F65/F66 Scope \$B264	F67/F68 Estimate F67/F68 Scope \$B265	F69/F70 Estimate F69/F70 Scope \$B266	F71/F72 Estimate F71/F72 Scope \$B267	F73/F74 Estimate F73/F74 Scope \$B268	F75/F76 Estimate F75/F76 Scope \$B269	F77/F78 Estimate F77/F78 Scope \$B270	F79/F80 Estimate F79/F80 Scope \$B271	F81/F82 Estimate F81/F82 Scope \$B272	F83/F84 Estimate F83/F84 Scope \$B273	F85/F86 Estimate F85/F86 Scope \$B274	F87/F88 Estimate F87/F88 Scope \$B275	F89/F90 Estimate F89/F90 Scope \$B276	F91/F92 Estimate F91/F92 Scope \$B277	F93/F94 Estimate F93/F94 Scope \$B278	F95/F96 Estimate F95/F96 Scope \$B279	F97/F98 Estimate F97/F98 Scope \$B280	F99/F100 Estimate F99/F100 Scope \$B281	F101/F102 Estimate F101/F102 Scope \$B282	F103/F104 Estimate F103/F104 Scope \$B283	F105/F106 Estimate F105/F106 Scope \$B284	F107/F108 Estimate F107/F108 Scope \$B285	F109/F110 Estimate F109/F110 Scope \$B286	F111/F112 Estimate F111/F112 Scope \$B287	F113/F114 Estimate F113/F114 Scope \$B288	F115/F116 Estimate F115/F116 Scope \$B289	F117/F118 Estimate F117/F118 Scope \$B290	F119/F120 Estimate F119/F120 Scope \$B291	F121/F122 Estimate F121/F122 Scope \$B292	F123/F124 Estimate F123/F124 Scope \$B293	F125/F126 Estimate F125/F126 Scope \$B294	F127/F128 Estimate F127/F128 Scope \$B295	F129/F130 Estimate F129/F130 Scope \$B296	F131/F132 Estimate F131/F132 Scope \$B297	F133/F134 Estimate F133/F134 Scope \$B298	F135/F136 Estimate F135/F136 Scope \$B299	F137/F138 Estimate F137/F138 Scope \$B300	F139/F140 Estimate F139/F140 Scope \$B301	F141/F142 Estimate F141/F142 Scope \$B302	F143/F144 Estimate F143/F144 Scope \$B303	F145/F146 Estimate F145/F146 Scope \$B304	F147/F148 Estimate F147/F148 Scope \$B305	F149/F150 Estimate F149/F150 Scope \$B306	F151/F152 Estimate F151/F152 Scope \$B307	F153/F154 Estimate F153/F154 Scope \$B308	F155/F156 Estimate F155/F156 Scope \$B309	F157/F158 Estimate F157/F158 Scope \$B310	F159/F160 Estimate F159/F160 Scope \$B311	F161/F162 Estimate F161/F162 Scope \$B312	F163/F164 Estimate F163/F164 Scope \$B313	F165/F166 Estimate F165/F166 Scope \$B314	F167/F168 Estimate F167/F168 Scope \$B315	F169/F170 Estimate F169/F170 Scope \$B316	F171/F172 Estimate F171/F172 Scope \$B317	F173/F174 Estimate F173/F174 Scope \$B318	F175/F176 Estimate F175/F176 Scope \$B319	F177/F178 Estimate F177/F178 Scope \$B320	F179/F180 Estimate F179/F180 Scope \$B321	F181/F182 Estimate F181/F182 Scope \$B322	F183/F184 Estimate F183/F184 Scope \$B323	F185/F186 Estimate F185/F186 Scope \$B324	F187/F188 Estimate F187/F188 Scope \$B325	F189/F190 Estimate F189/F190 Scope \$B326	F191/F192 Estimate F191/F192 Scope \$B327	F193/F194 Estimate F193/F194 Scope \$B328	F195/F196 Estimate F195/F196 Scope \$B329	F197/F198 Estimate F197/F198 Scope \$B330	F199/F200 Estimate F199/F200 Scope \$B331	F201/F202 Estimate F201/F202 Scope \$B332	F203/F204 Estimate F203/F204 Scope \$B333	F205/F206 Estimate F205/F206 Scope \$B334	F207/F208 Estimate F207/F208 Scope \$B335	F209/F210 Estimate F209/F210 Scope \$B336	F211/F212 Estimate F211/F212 Scope \$B337	F213/F214 Estimate F213/F214 Scope \$B338	F215/F216 Estimate F215/F216 Scope \$B339	F217/F218 Estimate F217/F218 Scope \$B340	F219/F220 Estimate F219/F220 Scope \$B341	F221/F222 Estimate F221/F222 Scope \$B342	F223/F224 Estimate F223/F224 Scope \$B343	F225/F226 Estimate F225/F226 Scope \$B344	F227/F228 Estimate F227/F228 Scope \$B345	F229/F230 Estimate F229/F230 Scope \$B346	F231/F232 Estimate F231/F232 Scope \$B347	F233/F234 Estimate F233/F234 Scope \$B348	F235/F236 Estimate F235/F236 Scope \$B349	F237/F238 Estimate F237/F238 Scope \$B350	F239/F240 Estimate F239/F240 Scope \$B351	F241/F242 Estimate F241/F242 Scope \$B352	F243/F244 Estimate F243/F244 Scope \$B353	F245/F246 Estimate F245/F246 Scope \$B354	F247/F248 Estimate F247/F248 Scope \$B355	F249/F250 Estimate F249/F250 Scope \$B356	F251/F252 Estimate F251/F252 Scope \$B357
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Learning Objectives



Discuss the differences between "normal" estimating and estimating for building claims.



Review sample work.



Explain how estimators can "explain it to Pete's Mom" and thereby dramatically increase their success in estimating for claims.



Share war stories from the trenches of hard fought construction claim battles.

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Audience Questions?



