



# June/July 2011 News Update

The Newsletter of the UpCountry South Carolina Section,  
AACE International

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### President's Message

Members,

If you are either unemployed or are not working as effectively as you can due to low work volume, now is the time to reflect upon your abilities and future goals. Don't get complacent. Invest some of your time in understanding your weaknesses and developing a plan to improve yourselves. This plan could include returning back to school, taking training classes available to you from your employer or looking for opportunities that will require either a permanent or temporary relocation.

Being open to self improvement is one way to become more marketable and maybe better than the next person. Part of this self-analysis may include seeking certifications or taking a position that may put you out of your comfort zone.

In the past, I have seen a person take an unwanted field assignment in a different discipline in order to stay employed or to obtain employment. And sometimes, the employee has been rewarded by the experience gained and also by being given a better position within the company.

So during lull periods, take a look at all options and stay open minded for all opportunities that may present itself.

Sincerely, Bob Boyd



## Section Announcements

### Certification!!

AACEI offers 7 certifications.

1. Certified Cost Technician (CCT)
2. Certified Cost Consultant (CCC) / Certified Cost Engineer (CCE)
3. Planning and Scheduling Professional Certification (PSP)
4. Earned Value Professional Certification (EVP)
5. Certified Portfolio, Program & Project Management (C3PM)
6. Certified Forensic Claims Consultant (CFCC)
7. Certified Estimating Professional (CEP)

For descriptions and requirements regarding each of these certifications go to the AACEI web page (<http://www.aacei.org/certification/certExplained.shtml>). And for educational literature to help you with these exams, visit the AACE Online Bookstore (<http://www.aacei.org/technical/ppg.shtml>) where you can order Professional Practice Guides, Recommended Practices and other AACEI merchandise.

In recognition for those Section members that have AACEI certifications, we will now have an Honors Roll. The following Section members hold certifications and can be considered Subject Matter Experts, available to help you if you have any questions.

### HONORS ROLL

CCE / CCE	PSP	CEP	EVP
Chris Swanson	Donald McDonald	Robert Boyd	Doug Findley
Donald McDonald	Robert Boyd	Jeff Bannister	Eric Marcantoni
Robert Boyd	Doug Findley	Walter Manning	
Doug Findley		Stan Ellzey	
Becky Spencer			
CFCC			
Doug Findley			

Please contact Stan Ellzey ([stanellzey@charter.net](mailto:stanellzey@charter.net)) if you have any questions or need assistance regarding any of the certifications or workshops mentioned above.

The next certification exam is currently scheduled for:  
November 12, 2011 – Location of test is Atlanta, Ga.  
December 10, 2011 – Location of test is Greenville, SC

Deadline to sign up for a certification exam is 60 days prior to the above test dates. If you want to take the test in Greenville, please contact one of our officers or our Certification chairperson.



## **AAACEI Certification Hints and Other Educational Tidbits!!**

What type of scheduling technique is used to schedule pipeline and other linear-type projects? Note that Primavera and MS Project are typically not adequate for these types of projects.

## **AAACE International's Meetings and Conferences!!**

Make plans to attend AAACEI's Leadership Conference in Houston, Texas on November 12, 2012. This conference is being sponsored by the Diversity Task Force, Women in Project Controls Committee, Young Professionals Committee and Mentoring Advisory Committee. Please go to the AAACEI website for more information.

It's not too early to begin thinking about making plans to attend AAACEI's 56<sup>th</sup> annual meeting in San Antonio, Texas. It will be held from June 8<sup>th</sup> thru July 11<sup>th</sup>. Registration begins in 2012. Watch AAACEI's website for updates.

## **UpCountry South Carolina Section's Website!!**

Please visit our web site that is being maintained by Becky Spencer. Becky continues to improve the website, including job postings. Feel free to provide feedback to Becky or Bob Boyd on comments/ideas that you believe would enhance the website.

<http://upcountry-acei.org/welcome.html>

## **Section News!!**

Although the turnout was light, July's meeting was actually a Social event. Some of our members attended the Drive baseball game on 14 July. The Drive won 5 to 1 over the Lakewood Blue Claws and everybody had a good time.

Our next meeting on August 9<sup>th</sup> will be an informative presentation on Solar CSP and PV projects. A flyer has been sent out describing the meeting and location. If you have not received the meeting notice via e-mail, please contact Becky Spencer, [beckyrspencer@aol.com](mailto:beckyrspencer@aol.com).



## **June 2011 UpCountry SC Section Dinner Meeting Recap**

The UpCountry SC Section meeting was held on June 10, 2011 at Jacob's office. Our guest speaker was Mr. Ward Lambert. Mr. Lambert is a partner at Harper, Lambert & Brown, P.A. His firm concentrates in contract disputes, negotiations, arbitration and litigation with emphasis on construction related contracts.

Mr. Lambert's presentation, "What a Lawyer Wants in an Expert", was both interesting and relevant as he discussed just what qualities are needed for an expert witness. To be qualified as an expert, one must have knowledge, skill, experience, training or education so as to assist the legal team in determining the facts of the case or to understand the evidence. Some of the characteristics that Mr. Lambert looks for from his expert witnesses are:

- Someone with a reputation for honesty and integrity, beyond reproach
- Someone that demonstrates civility or non-disparaging of opposing party
- Someone who is passionate about their clients position...believes in them strongly
- Someone who is confident, but humble
- Someone who is a good story teller
- Someone who is an above average writer
- Someone who is responsive / available
- Someone who is attentive to details
- Someone who is memorable
- Someone who can make the client lawyer "look good"
- Someone who can properly forecast and control costs (stay within budget)
- Someone who does not bring surprises to court!

There are a number of unemployed individuals who have recently entered into the market as an "expert" claims consultants, but in fact are not an expert. They typically are not as knowledgeable and often make mistakes when preparing their reports or testifying. Here are some of the characteristics of a potential witness or expert that Mr. Lambert does not want to see when selecting an expert witness:

- Someone who attempts to be the client, lawyer and expert...wants to take on too many hats
- Someone that presents information in a manner that is too complicated to comprehend
- Someone with a previous poor track record as a witness on cross examination
- Someone who does it for the money only
- Someone who is lazy in that they make assertions that are unsubstantiated or that overlooks damaging information
- Someone who takes an exploratory approach to explaining things
- Someone who cannot seem to come up with the explanation to the answer until he/she has heard the answer first.

Characteristics about attorney preparation that an expert witness must be able to support:

- He/she must have a game plan of how to verbally interact with clients and counsel
- He/she must delegate wisely because the client will hold you accountable for what your delegates produce and fail to produce
- He/she must be organized and methodical so that non-critical documents are only touched once.



- He/she must index and catalog key documents as they are handled
- He/she must be able to put their hands on supporting documentation immediately
- He/she must be able to present complex topics and analyses in a simple manner that facilitates comprehension for the judge, jury or arbitration panel (who may not be familiar with the topic material)
- He/she must develop presentation materials that build upon one another

Qualities unique to damage experts:

- Where possible, test and confirm your findings using alternative approaches
- Where damages are tied to schedule, stick with the key impacts or events. Don't waste time or money dealing with minutia
- Take care not to over reach with "total cost" claims..."pigs get fat, hogs get slaughtered!"
- Key exhibits should stand alone
- Follow a strict document retention procedure...everything on your computer or in your file system is fair game. Put nothing in writing until instructed by counsel.
- Never editorialize in communications relating to a claims / dispute

The legal team must also be invested and prepared properly:

- Invest in the clients claim, but do not invest in their opinions
- Invest in getting to know your client and building the relationship without charging for that time
- Know when and how to put things in writing
- Abide by and be respectful of clients budget constraints

This concluded Mr. Lambert's presentation. The attendees of this presentation thanked him for his time and the presentation. A copy of Ward's presentation is available upon request to Bob Boyd or Eric Marcantoni.



**2010/11 Meeting Schedule for AACE UpCountry SC Section**

Description	Day of Week	Date(s)	Presenter & Topic
UCSC Dinner Meeting	2 <sup>nd</sup> Tuesday	14 Sep 2010	Cancelled
UCSC Dinner Meeting	2 <sup>nd</sup> Tuesday	12 Oct 2010	Bob Boyd, Fluor, Nuclear New Build Challenges
UCSC Dinner Meeting	2 <sup>nd</sup> Tuesday	09 Nov 2010	Bob Boyd, Fluor, Small Modular Nuclear Reactors
UCSC Dinner Meeting	Saturday	14 Dec 2010	Cancelled
UCSC Dinner Meeting	2 <sup>nd</sup> Tuesday	11 Jan 2011	Cancelled due to Weather Conditions
UCSC Dinner Meeting	2 <sup>nd</sup> Tuesday	08 Feb 2011	Eric Marcantoni, Fluor, Certification Testimonials
UCSC Dinner Meeting	2 <sup>nd</sup> Tuesday	08 Mar 2011	Edward Storer, Financial Planner
UCSC Dinner Meeting	2 <sup>nd</sup> Tuesday	12 Apr 2011	Cancelled
UCSC Dinner Meeting	2 <sup>nd</sup> Tuesday	10 May 2011	Dan Springer, Fluor Mega Project Challenges – Nuclear PP
UCSC Dinner Meeting	2 <sup>nd</sup> Tuesday	14 June 2011	Ward Lambert – Harper, Lambert & Brown What a Lawyer Wants in an Expert
UCSC Social Meeting	2 <sup>nd</sup> Thursday	14 July 2011	Ball Game Drive vs. BlueClaws
UCSC Dinner Meeting	2 <sup>nd</sup> Tuesday	09 Aug 2011	Speaker – Bob Boyd Solar Power – Solar PV Plants
UCSC Dinner Meeting	2 <sup>nd</sup> Tuesday	13 Sep 2011	Christel Allen – A <sup>2</sup> Consulting, LLC I-385 SCDOT Project
UCSC Dinner Meeting	2 <sup>nd</sup> Tuesday	11 Oct 2011	Mark Spencer Topic – TBD
UCSC Dinner Meeting	2 <sup>nd</sup> Tuesday	08 Nov 2011	Donald McDonald ?? Panel Discussion – Topic – TBD
UCSC Social Meeting ??	2 <sup>nd</sup> Tuesday	13 Dec 2011	Social Gathering ??
			Future Tour of BMW's International Center for Automotive Research
			Future Joint Meeting with NCMA is being discussed with Mike Criss
			Future Presentation on How to Prepare for the CCE exam