



AMERICAN SOCIETY OF CIVIL ENGINEERS

Hawai'i Section | PO Box 917 | Honolulu, HI 96808-0917

2016 Hawai'i Section Officers

PRESIDENT

Benjamin J. Rasa, P.E.

Kennedy/Jenks Consultants
AIPA Building
3375 Koapaka Street, Suite F227
Honolulu, Hawaii 96819
(808) 488-0477
email: benjaminrasa@kennedjenks.com

PRESIDENT-ELECT

Tim Goshi, P.E.

KAI Hawaii, Inc.
50 S. Beretania Street, #C-119C
Honolulu, HI 96813
(808) 791-3966
e-mail: tgoshi@kaihawaii.com

VICE PRESIDENT

Lara Karamatsu, P.E.

Parsons Brinckerhoff
American Savings Bank Tower
1001 Bishop Street, Suite 2400
Honolulu, Hawaii 96813
(808) 566-2227
e-mail: karamatsu@pbworld.com

SECRETARY

Jason Y. Kage, P.E.

CH2M Hill, Inc.
1132 Bishop Street, Suite 1100
Honolulu, Hawaii 96813
(808) 943-1133
e-mail: jason.kage@ch2m.com

TREASURER

Eric Arakawa, P.E.

The Limtiaco Consulting Group
1622 Kananui Street
Honolulu, Hawaii 96817
(808) 596-7790
e-mail: eric.a@tlcghawaii.com

IMMEDIATE PAST-PRESIDENT

Glenn Miyasato, P.E.

MKE Associates, LLC
99-205 Moanalua Road, Suite 205
Aiea, Hawai'i 96701
(808) 488-7579
e-mail: glenn@mkellc.com

YOUNGER MEMBER FORUM

PRESIDENT

Amanda Tanaka, P.E.

Fukunaga & Associates, Inc.
1357 Kapiolani Blvd, Ste 1530
Honolulu, Hawai'i 96814
(808) 944-1821
e-mail: atanaka@ascehawaii.org

November 3, 2016

Scott Jennings, P.E.
SJ Construction Consulting, LLC (SJCC)
PO Box 37238
Honolulu, HI 96837

RE: ASCE Presentation entitled Civil Contractor Bidding: Behind the Scenes

Scott,

On behalf of ASCE's Hawaii Section, I wanted to extend our thanks to you for your presentation on July 21, 2016. We had a fantastic turnout for this event!

You provided the group with the detailed steps taken by contractors in estimating work from project evaluation to takeoff to pricing to bid closing.

What made your talk so unique was the candor with which it was delivered. I was told by more than one member that they were able to either learn new things from your presentation, or were able to confirm thoughts they had about the processes used by contractors in pricing work.

The members were impressed by your knowledge and command of the subject and were appreciative of you sharing the level of detail that goes into submitting a proposal to a client.

Thank you again for your efforts in preparing for this event and sharing your construction knowledge with the American Society of Civil Engineers Hawaii section.

Sincerely,

Benjamin Rasa P.E.
FY16 President, ASCE Hawai'i Section



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