



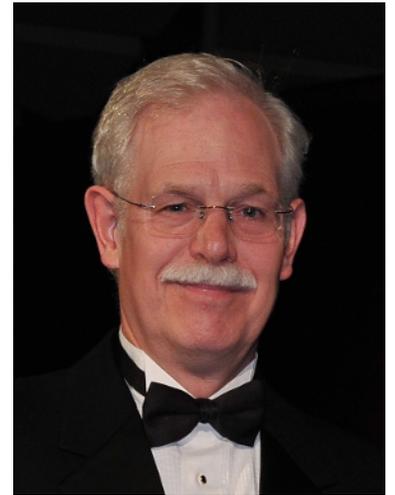
Newsletter

May, 2017

President's Message

Another successful region conference has come and gone. My thanks to Ross Mori and the Madison Chapter for a great job. Everything went smoothly. And I brought back many great memories. Starting a day before the regular conference was the President-elect Training, co-chaired by Andrea Zawodny and Mike Coan. They did a fabulous job covering a wide variety of issues in what looked like an open discussion, but kept close track to hit all their agenda items. The fifteen attendees were well engaged in the conversation, bringing up examples and stories from the own chapters as the learning points. I trust the energy and enthusiasm expressed in the room that day will carry them through the next program year. The day wrapped up with the evening mixer at the Madison Children's Museum for both PET attendees and those just arriving for the regular conference sessions starting the next morning. There was also an Early Bird tour of the recently completed Wisconsin Capitol Restoration right across the street, which I didn't attend but understand was excellent.

Friday started the regular conference sessions. There was a chapter leadership track, a track of a variety of continuing education classes, and a special track on Project Management taught by Heath Suddleson which was excellent. There were 5 different leadership presentations. The first was on Certification presented by Janet Diercks of



the Madison Chapter and a member of CSI's Certification Management Group. Janet has taught CDT classes for years, and with her additional background on Institute's CMG, she had a wealth of knowledge that was broad and deep. And a dynamic speaker to boot.

Troy Steege, the NCR Student Liaison Chair talked about not only how to get students and schools involved with CSI, but challenged the audience with the question "why?" He covered a great many resources available to help chapters establish student affiliates. There was some great discussion following Troy's presentation on how to keep students active after graduation and making the next step to regular membership and chapter involvement.

David Neuner, Jr, NCR Region Awards Chair, walked through the different region awards, how to submit, and other tips. This year, the Region

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received 26 award submissions from 7 chapters, of which 19 awards were presented to 5 chapters. If your chapter was one of the 12 chapters that did not submit an award, why not? One suggestion from the attendees was to send a letter of recognition to the recipient's employer. This not only raises the visibility of the recipient's achievements, but lets the employer know that it is valued.

A new leader topic this year was a Chapter Archives and Document Retention Roundtable presented by our very own Region Treasurer Jarrod Mann and Beth Winkler, the Executive Director of the Chicago Chapter. They highlighted a wide range of issues like financial documents, award submission and recipient lists, chapter publications, and photos. Is the best system to pass on a box or ten from chapter president to chapter president?

Saturday morning we actually had 3 leadership sessions to choose from. Lynn Javoroski, Region Membership Chair, led the session on membership. Steven Gantner, Region Education/Programs Chair, led the session on education and chapter programs. Both of these were aimed at chapter leaders managing those programs for their own chapters. The third session (which I attended) was on future region conference planning led by Laura Jean Derrick, Region Planning Chair. This session was an open discussion by members who had either helped organize recent region conferences or were planning the next two region conferences. Talk included issues like which month, how many days, session format, whether to include a Product Expo/exhibitors, pricing, tours, etc.

Handouts from each of these leadership sessions will be posted on the website. Look for an announcement in the newsletter. There will also be articles from other attendees on their

experience at the region conference later in this and subsequent issues of the newsletter.

The region conference is the main event for the North Central Region for two reasons. First is the training it offers to the chapter leaders. The second is to recognize the volunteer efforts and achievements of the members in the Region. Awards fall into 3 general categories: service awards for those leaving the NCR board or NCR committee chairs, discretionary certificates of appreciation from the Region President and Institute Director, and the nominated awards that are submitted from the chapters. The highlight being the Gary Betts Memorial Award, presented to a North Central Region member in good standing who has been a member for a minimum of 10 years, who has consistently demonstrated advocacy of CSI, and rendered distinguished service and leadership to the North Central Region by following CSI principles and practices and furthering the goals of the Region and the Institute. Or, as it has often been described, the North Central Region's version Fellowship. It is my extreme pleasure to announce that this year's recipient of the Gary Betts Memorial Award was presented John Rickert, FCSI of the Nebraska Chapter. A list of the other award recipients is included later in this newsletter.

And finally, during the Annual Meeting we had our election for NCR officers. Laura Jean Derrick was elected for NCR President-Elect and Jarrod Mann was elected for a second term as NCR Treasurer. Both will continue to admirably serve the members of the North Central Region.

Jon Rao Papke, FCSI, CCS, AIA
North Central Region President

Director's Message - At Your Service Silver Linings

The very first thing you learn as a new Institute Director is though you have been elected by the members of your home region, you now represent the entire body of CSI Membership. That said, there cannot but remain a loyalty to and a proprietary interest in improving the professional lives of your friends back home. I hope I have succeeded at both these past two years. As I come to the end of my current role I'd like to give you my impression of the 'State of the Institute'.

The Institute now is comprised of 127 local chapters divided geographically among 10 regions. We have closed 10 chapters over the past 3 years. As many as 10 more no longer meet the strict requirements of the Institute's by-laws. Even some of our historically most robust chapters have seen declines of greater than 50% in membership. Smaller chapters have been hit hardest as a minimum critical mass of engaged members is required to populate the programs and activities that attract new and retain existing members. In those cases single member committees and recycled leadership become the sad norm. 'Come share our burden' is not a persuasive appeal to potential new members.

We are all aware of the demographic and industry trends that are eroding participation in associations of all stripes. Their effects are amplified in an organization that is the primary 'identifying' association for only our specifiers, now approximately 7% of our membership. Some of these trends may in fact be irreversible. That, however, does not mean our organization may not provide real value to the careers and lives of our members. It's an issue of identifying to whom those attributes hold value and how to best deliver it.

A decade ago, our Board made the financially necessary decision to sell the rights to the CONSTRUCT Show to the Hanley-Wood (now Informa) events company. Given the declining membership and escalating costs, the funds from that sale have been instrumental in keeping CSI



solvent. Now, however, the show is struggling to attract exhibitors and attendees. Several of the long-standing firms have declined to continue this year. If the show dwindles to an arbitrary given point, will Informa continue to invest in it?

That may sound daunting, but it just might be the best possible outcome. CSI now derives little benefit from the CONSTRUCT Show. No funds, no input on location, not even an attendee list. Freed of this tired vehicle, we could couple our convention with several excellent programs that would benefit from the loyal attendance of our members.

Already, the Board and the Professional Staff of CSI are planning a second annual Master Specifiers' Retreat-type program centered on technology. This focus would provide an impetus for participation by all parties to the delivery of a commercial construction project. The very popular CSI Academies are being reconsidered. These could be reconstituted as an annual national event in conjunction with the convention, or as traveling training events tied to single or multi-region conferences. Either version of such a combined extravaganza as I am describing could also host CDT, CCS, CCPR, and CCCA 'boot camps'.

It's not surprising in a time of perennial deficit spending at Institute that CSI's Board and Staff are envious of the Regional Allocation Payments. That money would go a long way toward balancing the national budget. Regions have been charged with providing 'leadership training'

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in return for the dedication of 7% of your dues. Providing that training is our intent and has been our concerted effort. However, I speak from long experience when I tell you it is frustrating to host well thought out and executed regional conferences only to see the same faces every year. Serious money – your money – has been offered to incentivize attendance by upcoming chapter leaders and unaffiliated members. To very little effect. I believe regional conferences tied to the real value of academies, boot camps, and technical symposia would invigorate our membership.

This is the existential question CSI faces: how do we offer value to the many parties whom we wish to attract to our fold when each of those parties have widely differing needs? Imagine architects, specifiers, representatives, contractors, sub-contractors, engineers, estimators, facility managers, and building developers and owners with sometimes overlapping and sometimes adversarial interests. Consider that they will be of varying ages and stages of their respective careers. How can one size fit all? The answer demands focus and responsiveness. Intent focus on those individuals and their needs, and sufficient resources to provide timely and relevant responses.

We have long recognized that some of the solutions to this question lie in a diverse body of membership welcoming of each of these parties. So how do we attract them? How do we deliver pertinent value to each of the desired potential members?

Nationally, the answer has to be in standardization and digital delivery. Much has been accomplished recently in the revamping of our core databases, financial services, and online communities. One under-utilized benefit to our diverse membership is the opportunity to impart to others what we have learned. Internally created content enriches our communication and our communities. Our CDT body of knowledge is currently being tailored to fit the curriculum of community college construction management programs nationwide under a National Science Foundation grant.

Regionally, we benefit from both decades of practical chapter management and proximity to fellow leaders. Together we can share best practices, bolster smaller franchises, and provide a real world laboratory for innovation. Similar to corporate organizations, smaller and more responsive regional leadership teams can more quickly determine what programs and services are effective and which are not. Paring the failing and promoting the successful through our networks of region, district, and chapter leaders brings benefits to members in the shortest possible time.

Locally, we may be constrained by the number of engaged members, but we can leverage the tools and talent from both Institute and our region to extend the effect of those volunteers' efforts. In between our monthly meetings, our members will continue to receive valuable information from Institute emails and online postings, quick responses and reinforcement from Staff and fellow members in the online communities, and pertinent career education in the form of webinars and cataloged articles and books. In our local chapters we can offer accessible career development programming, professional relationships, and life-long friendships. Coordinating all of this is a force multiplier.

Come July first, I will relinquish my Board position (and this space) to Alan Itzkowitz, FCSI, CCS. You will be very well represented by this consummate professional. It has been a privilege to serve you as president of the league-leading North Central Region and as your Institute Director. I am mindful that one of the most unremarked benefits of active participation in an association of one's professional peers is the opportunity to learn leadership skills. I urge each of you to capitalize on this opportunity, and I thank you sincerely for your support and encouragement. I have relished every minute of my service to you.

**J. W. Mollohan, CSI, CCPR, CEP, LEED GA
Institute Director from the North Central
Region**

North Central Region Conference

Recap of North Central Region Conference 2017, Madison, Wisconsin

Over the next couple of issues of the North Central Region Newsletter, we will be presenting attendees' impressions, reports and thoughts. In this edition, we are featuring Steve Gantner's recap of his Programming session, a list of awards recipients, and some photos of the conference taken by George Everding.

2017 North Central Region Conference Program Roundtable

Although we had a small group, the discussion was lively and informative. George Everding, incoming Program/Education Chair, and I led a small group discussion. Our intention was to ask thought provoking questions and invite those in attendance to discuss and think about how they could improve the programs in their chapters. The secondary reason was to find out ways the Region could put on better programs that will help increase value to our Members. The following is a list of questions you could ask in your chapters.



- What makes a good program/education session?
- What is the best program/education session you have attended? Why?
- What is the worst program/education session you have attended? Why?
- Are there any program/education sessions your chapter did that were particularly successful and drew larger attendance than usual?
- What can Region do to best serve Chapters with programs/education?

The answers to these questions provided for much discussion and as you might suspect, diverged from the original question in some instances. To summarize the discussion, the best programs engaged all members and provided informative thought provoking information. The worst programs by default were box lunches turned into programs for a Chapter meeting. The programs that seemed to draw the largest turnouts were tours.

Toward the end of our time we discussed the benefits of using checklists to make certain the programs run smoothly. Some of the items for the checklist include

the following:

- Program description (who is responsible) (date completed)
- Bio for speaker (who is responsible) (date completed)
- AIA credit (who is responsible) (date completed)
- Sponsorship (who is responsible) (date completed)
- Gift for speaker (who is responsible) (date completed)
- Advertising/marketing (who is responsible) (date completed)

I am excited by what is happening with Programs in the Region and what the future holds. You are in very capable hands with George Everding and I look forward to continuing my service on the Programs/Education Committee. If you have any questions, or would like more information, please let me know.

Steve Gantner, CSI, CCS, CCA
**North Central Region Programs/Education
Chair**
North Central Region Secretary

North Central Region Conference



2017 NCR AWARDS RECAP

At the NCR Conference in Madison, 18 awards were handed out to members of 5 Chapters in the region. The award winners comprised a diverse list of accomplishments from both the past year and also for several years of service. We are proud to recognize these recipients for their time, talents, and making all of us strive to be a little better at what we do. We appreciate their service and dedication to their Chapters and the Region.

AWARD	RECIPIENT	CHAPTER
Gary Betts Memorial Award	John Rickert, FCSI, CCS, LEED AP	Nebraska
Distinguished Service Award	David O'Bryan, Jr., CSI, CDT	Greater St. Louis
Region Commendation	Elias Saltz, CSI, CCS, LEED AP, SCIP	Chicago
Region Cooperation Award	USGBC-Missouri Gateway Chapter	Greater St. Louis
Region Cooperation Award	International Masonry Institute	Chicago
Region Technical Commendation	St. Louis Construction Alliance	Greater St. Louis
Region Education Commendation	Andy Garner, CSI, CDT	Minneapolis-St. Paul
Region Education Commendation	Pam Jergenson, CSI, CCS, CCCA	Minneapolis-St. Paul
Region Education Commendation	George Ramsay, CSI, CDT	Minneapolis-St. Paul
Region Education Commendation	Kimberly A. Diehls, CSI, CDT	Southwest Missouri
Region Student Liaison Award	Thomas Schwetye, CSI	Greater St. Louis
Region Student Liaison Award	George Everding, FCSI, CCS, CCCA, AIA	Greater St. Louis
Region Craftsmanship Award	Performance Contracting, Inc.	Greater St. Louis
Region Electronic Media Award	"Change Order" Chapter Newsletter	Chicago
Region Electronic Media Award	Joanna Lynn Fay, CSI	Southwest Missouri
Region Electronic Media Award	Krithika Penedo, CSI	Southwest Missouri
Region Special Publication Award	CSi2Eye Event Booklet	Chicago
Institute Director Award	Stephen Gantner, Jr., CSI, CCS, CCCA	Greater St. Louis

North Central Region Conference



Photographs by George Everding, FCSI, CCS, CCCA, AIA, LEED AP



Add the non-affiliated members in your zip code areas to your mailing list (If you can't get that list from the Institute website, contact Lynn Javoroski and she'll download it). Ask them to reply to you to make sure they're receiving chapter announcements and correspondence.

REGION ELECTION RESULTS

Congratulations to Laura Jean Derrick, President-elect for North Central Region and to Jarrod Mann, Treasurer for North Central Region.

Around the Region

The following is a list of upcoming events you can attend at North Central Region chapters. Some chapters did not provide information before the publication deadline. To get your chapter's information listed, please send it to Elias@ArchiTechspec.com

Central Iowa Chapter

May 23 - [Chapter Program, EMC Building Tour](#)

Central Missouri Chapter

Chapter Meetings - 1st Friday of each month. Contact chapter leadership for information

Chicago Chapter

May 18 - [Specifier Roundtable](#).

May 24 - [Annual Banquet & Recognition Night](#)

June 7 - [Summer Technical Roundtable](#).

June 23 - [White Sox Tailgating and Game](#).

July 12 - [Summer Technical Roundtable](#)

August 9 - [Summer Technical Roundtable](#)

Crandic Chapter

May 16 - Chapter Program, Polished Concrete Floor Finishing - Managing Expectations

Flint Hills Chapter

Chapter Meetings - 2nd Thursday of each month. Contact chapter leadership for information.

Greater Saint Louis Chapter

May 17 - [CityArchRiver Arch Grounds Tour](#)

June 7 - [Awards Dinner](#)

Kansas City Chapter

Chapter Meetings - 1st Tuesday of each month. Contact chapter leadership for information

Madison Wisconsin Chapter

May 18 - [AIA Wisconsin Building Products Expo](#)

June 13 - [Chapter Social Gathering](#)

Mid-Kansas Chapter

Chapter Meetings - 3rd Thursday of each month. Contact chapter leadership for information.

Milwaukee Chapter

Chapter Meetings - 2nd Monday of each month. Contact chapter leadership for information.

Minneapolis-Saint Paul Chapter

May 18 - [Chapter Awards](#)

June 1 - [Golf Outing](#)

Nebraska Chapter

June 2 - [Golf Outing](#)

North Dakota Red River Valley Chapter

Chapter Meetings - 3rd Thursday of each month. Contact chapter leadership for information.

Northern Illinois Chapter

May 18 - [Chapter Program, The New 2017 Illinois Accessibility Code](#)

June 23 - [White Sox Tailgating and Game](#)

Southwest Missouri Chapter

May 18 - Chapter Program, City of Springfield Specification Changes.

July 26 - Annual Membership Mixer at the Springfield Cardinals Game.

Twin Ports Chapter

April 12-14, 2018 - 2018 North Central Region Conference

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