



Newsletter

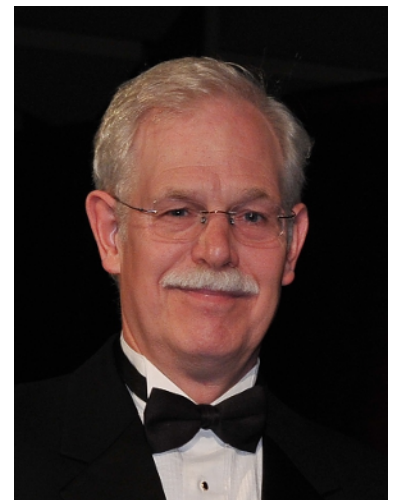
February, 2017

President's Message

I can't say enough about the benefits, and fun, of attending a region conference. If you are currently a chapter leader, or just wondering if you want to be, then you should be attending the region conference in Madison on May 4-6. The training sessions will specifically help you with leadership tips and program ideas. There will also be sessions specific to typical chapter committees like Certification, Programs, and Membership. There is also networking and informal sharing of ideas with members from other chapters. Look for more details in this newsletter. Additional information will be coming soon to your email inbox and the Region website. The conference is only 3 months away, so start making plans now. The special priced hotel rooms often sell out, so book early.

We are only 1 month away from the deadline for Region award nominations. Take a moment to thank those volunteers in your chapter who have worked hard this past year by submitting their name for a region award. We should be able to identify someone to recognize in every chapter. You may have to think a little; sometimes members might be doing something quietly to advance the programs of CSI or their chapter without attracting a lot of attention to themselves. You can find links to the Region Awards Guide on the NCR website at ncr.csinet.org.

CONSTRUCT 2017 (the CSI Annual Convention) will be Sept 13-16 in Providence, RI. While this might seem quite a ways away (registration hasn't opened yet), the convention hotels are taking reservations and some are already booked up. If you are even just thinking about going, I recommend that you go on the CONSTRUCT website to make your reservations now.



Or click on this link:

<https://compass.onpeak.com/e/012600066/1>.

Otherwise you might find yourself a lot further from the convention center than you want to be.

Last month I started a discussion about CSI members without chapter affiliation. A study by Institute identified several reasons why some CSI members haven't joined a local chapter: meeting times didn't work, chapter was too far away, couldn't afford the dues, paying for an occasional meeting was a better value than the annual dues, chapter program wasn't worth the cost. Whatever your reason, is there something we can do to increase the value of your CSI membership? If you aren't familiar with the activities of a chapter near you, I encourage you to check them out. There are contacts for each chapter at the end of this newsletter as well as on the NCR website. Some chapters have their own websites, but not all. One idea that we are researching is web-based meetings. While this has some limitations regarding question and answer sessions, open discussion, and even networking, it

Continued on next page

does allow individuals access to information and seminars that might be more convenient to them due to travel issues or simple convenience. Interesting chapter programs or certification sessions could also be shared between chapters. If you have any

experience with setting up web-based programs or recommendations on providers of these technical services please contact me.

Jon Rao Papke, FCSI, CCS, AIA

Director's Message - At Your Service Needs Analysis

Have you ever heard a salesperson say, "let me tell you what you need!"?

Even seasoned sales professionals occasionally slip into the 'instructor mode' and attempt to guide a potential client to a pre-determined outcome. Well sure, the representative has much greater knowledge of her or his products or services. But without asking "how may I be of service?", without probing for the motivations behind your responses, without really listening to you, how can they be confident your needs will be met by their list of possible solutions.

As an association, we tend to drive potential new Members to the areas where we most need them rather than sincerely seeking to address their stated needs. We are still attempting to populate standing committees that have existed without reassessment or modification for decades. And we wonder why we are thought 'stodgy'? In our careers, we identify the needs of our client, assemble a project team with skills appropriate to the task, plan, execute, commission, celebrate, and start again. We know how to do this!

Let's conduct an exercise. Please give some thought to the following statements by prospective CSI Members and consider how we as individuals, as a component of CSI, as the professional design and construction community, might better serve:

- "I've accomplished a great deal, but now at the end of my professional career, I'd like to 'give back' to my industry".
- "I thought I was set. But now I'm the highest priced employee at a firm that failed to land the big project".
- "I've been asked to create an intern development program for our small firm".
- "I love what I do, and I'm thinking of starting my own company".
- "I'm new in town and have been tasked with establishing a branch office here".
- "I'm a new hire as a product rep, and I'm a little fuzzy on how all this works".



- "I need to help my firm develop new business, but I'm not very outgoing".
- "I want to be a 'starchitect', but I'm stuck doing stair wells on Revit".
- "I'm a student at the community college. How do know this career is right for me"?

I have no doubt that a healthy CSI chapter can be of value to each of these people. However, if we alienate them by forcing them into predetermined slots and drive them away with mundane 'box lunch' programs, we and they will miss a wonderful opportunity to engage in lifelong learning and relationship building.

A chapter, or region, or Institute that is attentive and responsive to the self-defined needs of our Members and our Community will become a magnet for those seeking professional career development and fellowship. Programs that address the common needs of those in our fields of endeavor will attract the attention and participation of those with whom we can share our experience and expertise. Isn't that what you were looking for when you came to CSI? Let's make this Organization strong again, let's re-create an innovative and energetic CSI for our time and our lives

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

North Central Region Conference

Sponsorship

Dear Midwest Construction Industry Professionals:

The CSI North Central Region Conference Planning Committee is offering an opportunity for you to support the Construction Specifications Institute (CSI) and its mission of "Building Knowledge / Improving Project Delivery" by sponsoring the 2017 CSI North Central Region Conference.

The Madison Wisconsin Chapter of CSI is hosting the annual region conference at the Park Hotel on the Capitol Square in Madison, May 4-6, 2017. This conference brings together over 100 construction professionals from 20 CSI chapters in 9 Midwest states to network with construction professionals. Both leadership and technical educational sessions will be offered.

The 2017 conference will start on Thursday, May 4, 2017 with a tour of the Wisconsin State Capitol building and an opening reception at the Madison Children's Museum. Friday will have a full day of education sessions, a product showcase and an awards banquet. The conference will wrap up on Saturday with morning education sessions, our annual region business and board meetings and an optional afternoon tour.

As a sponsor, you will have the opportunity to interact with construction professionals from throughout the Midwest. The Product Showcase will start with the 30 minute morning break, continue through our 3 hour lunch break, and end after our 30 minute afternoon break, for a total of 4 hours. Lunch will be served in the Product Showcase hall, encouraging attendees to meet with you. You will also have the opportunity to attend educational or leadership sessions.

We encourage you to take advantage of this unique opportunity. Download the [sponsorship form](#) as well as the [descriptions of sponsorship levels](#).

If you have questions about sponsorship or would like additional information, please contact either Todd Lewis (608) 444-5610 or Ross Mori (608) 513-6348.

Sincerely,

2017 CSI NCR Conference Planning Committee

Ross Mori
Lynn Javoroski
George Keehn
Todd Lewis

Hotel Reservations

The conference will be held at the newly remodeled, historic Park Hotel on the Capitol Square in Madison, Wisconsin

Address: 22 South Carroll Street, Madison, WI

Reservations:

Reservations must be made by calling the hotel directly at:

(800) 279-8811 or (608) 285-8000.

Mention that you are part of the "CSI North Central Region Block".

Room Rates:

1 King Bed \$139.00 per night

2 Queen Beds \$149.00 per night

The block of rooms will be held until Apr. 4, 2017. After that date they will be released to the public.



North Central Region Conference

2017 Preliminary NCR Conference Schedule - May 4-6

Thursday

10:00 am - 5:00 pm		President-Elect Training
1:00 - 5:30 pm	Registration	(Capitol Room)
2:00 - 4:30 pm	Early Bird Capitol Tour	10:00 am-5:00 pm
4:30 - 6:00 pm	Free Time	
6:00 - 8:00 pm	Childrens Museum Mixer	

Friday

7:00 am - 5:30 pm	Registration			
7:30 am - 9:00 am	Breakfast / 7:50 am Conference Opening Welcome w/ Keynote Address (Capitol Room)			
9:00 am to 10:00 am	CSI Leadership topic (Vilas)	Cont Ed Seminar (Doty)	Product Showcase (Hall of Wisconsin)	Guest Tours (various options in morning, Wollersheim Winery Tour in afternoon)
10:00 am - 10:30 am	Break			
10:30 am - 11:30 am	CSI Leadership topic (Vilas)	Cont Ed Seminar (Doty)		
11:30 am - 2:30 pm	Product Showcase with lunch			
2:30 pm - 3:30 pm	CSI Leadership topic (Vilas)	Cont Ed Seminar (Doty)		
3:30 pm - 4:00 pm	Break			
4:00 pm - 5:00 pm	CSI Leadership topic (Vilas)	Cont Ed Seminar (Doty)		
5:00 pm - 6:00 pm	Free Time			
6:00 pm to 9:00 pm	Awards Dinner (Top of the Park)			

Saturday

7:00 am - 2:00 pm	Registration		
7:30 am - 8:30 am	Breakfast		
8:30 am - 9:30 am	CSI Leadership topic (Vilas)	CSI Leadership topic (Doty)	Farmers' Market
9:30 am - 10:00 am	Break		
10:00 am - 11:00 am	NCR Annual Meeting (Vilas)		
11:00 am - 12:00 pm	North Central Region Board Meeting (Vilas)		
12:00 pm - 1:00 pm	Lunch		
1:00 pm - 1:30 pm	Free time		
1:30 pm - 4:30 pm	Epic Tour		

Committee News



Check the list of unaffiliated CSI members in your chapter's area and phone (or mail) them, inviting them to attend a chapter meeting. If you haven't looked at the new CSI website, do it now –

www.cesresources.org. Log in, create your profile, click on "Community" and "My Communities", and then "Chapter Leaders". You'll find under "Other Resources" the temporary link to the Chapter Roster tool. Click on "Non-Affiliated" either by state or postal code – or all! (And yes, you can get to this using the old link, but this is more of an adventure for you!)



Free Study Resource

Taking the Construction Document Technologist (CDT) exam and looking for a FREE study resource? Check out SpecGuy.com and click on CDT One Day At A Time! to register for a series of free daily question emails. The questions are based upon the Project Delivery Practice Guide (PDPG), the core of the CDT exam. This is an excellent way to bolster study group work, individual study, flashcards, and any other study method. Registered for an advanced exam (CCS, CCCA, or CCPR)? These questions are a great reminder of basic concepts that are the foundation of the advanced exams. To receive a free daily question email, seven days a week for 60 days, visit SpecGuy.com.



The 2017 Awards Guide has been sent out to all NCR Chapters and is posted on the NCR website now, and can be downloaded [here](#). **The deadline for submission is noon, Friday, March 3.** If you have any questions, please contact [David Neuner, Jr.](#), NCR Awards Chair.

Certification Registration

Registration is underway for the Spring 2017 certification exams. Did you notice a couple of time changes from previous years? They are: Increased exam window and three time periods of registration fees. The increased Spring 2017 exam window is March 27th to June 2nd. That's 9-1/2 weeks of testing opportunity or procrastination, depending upon your perspective. And if spring isn't a good time of year, there's always the Fall 2017 exam window of September 25th to December 10th; which is 11 weeks! The combined exam windows are over one third of the calendar year. Neither time of year nor length of exam window can be a road block to taking a certification exam!

About the three time periods of registration fees: early, standard, and final. The early registration fee is the least expensive option, but ended January 24th for the Spring 2017 exams. Now is the standard registration period until February 27th. Can't decide or register during the standard registration fee period? Then two additional weeks to register are available until March 14th; at the increased final registration fee. To participate in the next early registration, plan for Fall 2017 early registration from June 26th to July 10th. Registering for the certification exams in either Spring or Fall 2017, the overall registration period for each is a little over 2 months. Plenty of time to decide!

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

February 28 - Chapter Program, "Understanding Building Automation"

March 28 - Chapter Program, Drones

Central Missouri Chapter

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

Chicago Chapter

February 2 - Specifier Roundtable

February 8 - Technical Roundtable

February 17 - Industry Roundtable

February 24 - Meet the Reps Roundtable

February 28 - 14th Annual Building Enclosure Event

March 16 - CSi2eye One-on-One Technical Education Event

April 6 - Young Professionals Event

Crandic Chapter

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

Flint Hills Chapter

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

Greater Saint Louis Chapter

February 15 - Historic Renovation CA Considerations

March 8 - Designing with Architectural Steel

April 19 - Sustainability in Construction Administration

April 21 - New Products Show

Kansas City Chapter

February 2 - KCCSI EXPO

February 8 - Chapter Program, Drones, Where do They Fit

April 11 - KCCSI at Harvesters

Madison Wisconsin Chapter

February 14 - Chapter Program, Mock-Ups.

March 14 - Chapter Program, Working with Tile.

Mid-Kansas Chapter

February 2-3 - KAN-STRUCT

Milwaukee Chapter

February 13 - Chapter program, Automatic Entrances.

Minneapolis-Saint Paul Chapter

February 8 - Chapter Program, 2017 Introduction to Construction Documents

February 28 - CSI-MSP EXPO

March 13 - Chapter Program, Target Center Remodeling and pre-St. Patty's Day Celebration

Nebraska Chapter

February 22 - CSI Product Show

March 13 - Chapter Meeting, Net Zero

North Dakota Red River Valley Chapter

Chapter Meetings - 2nd Wednesday of each month.

April 11-12 - Construction Products Showcase

Northern Illinois Chapter

February 16 - Chapter Program, ADA codes update

March 16 - Chapter Program, Project Delivery Panel Discussion

Southwest Missouri Chapter

April 5 - Southwest Missouri CSI Trade Show

Twin Ports Chapter

February 17 - Twin Ports Chapter Annual Dinner Party at the Kitchi Gammi Club

March 14 - Construction EXPO 2017

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