

the COMMUNICATOR

The Monthly
Newsletter for

**TIDEWATER VIRGINIA
CHAPTER**



February 2007

The Tidewater Chapter of the Construction Specifications Institute cordially invites you and your guest to attend:

THE HAMPTON ROADS BUILDING PRODUCTS SHOW '07 and EDUCATIONAL SEMINARS

February 13, 2007

at the Holiday Inn Executive Center, Virginia Beach

This year's theme: Sustainable Design and "Green" Products

Products Show - 11 am to 2 pm

Free Attendance of Products Show includes Complimentary Lunch Buffet

Solar Lighting	Virginia Sustainable Building Network	Virginia Galvanizing
YKK	Wall Technology	Architectural Resources Inc.
Lawrenceville Brick	USG	Light Styles, Inc
Weather Shield Manufacturing	Batchelder & Collins	ATAS
Mohawk Carpet	Falcon Waterfree Technologies	Sherwin-Williams Co.
Parex	Inlet Technologies	Terrazzo Promotion Committee
Parksite Plunkett - Webster	Centria	Barranger & Co
Mid-Atlantic Entry Systems	Simpson Strong-Tie	ICI Paints
Building Logics, Inc	Moisture Protection Products	Brinks Home Security
Ridgway's	Riverside Brick	Seaboard Concrete Products
Styro Systems Carolina		AIA
Forbo Flooring	Ervin Architectural Products.	The Shockey Precast Group
CSI	Hampton Roads Green Building Council	

Educational Seminars - 8 a.m. – 11 p.m.

Fee: \$25 for each seminar

NAVFAC DESIGN/BUILD PROCESS
(3 AIA LU's) 8:00 – 11:00 a.m.-

**BUILDING GREEN: GOING MAINSTREAM and COMPOSITE MATERIALS
AND PULTRUDED FIBERGLASS IN THE WINDOW AND DOOR INDUSTRY**
(3 AIA HSW LU's) 8:00 – 11:00 a.m.

Refer to Page 3 for Seminar information and registration

Payment can be taken at the door. Seating will be limited to the first 50 RSVP's.



PRESIDENT'S MESSAGE

Take Note of Local and Region CSI events....

Well we are off to a good start to the new year. Our program for January was well attended and the presentation on the new Monitor Center at the Mariner Museum on the Peninsula was quite interesting. I'm looking forward to visiting the exhibit this spring.

The Hampton Roads Building Products Show has shaped up nicely and there are a lot of new products many of our Project Rep friends want to show us. Let's see, New Product info, free lunch with possible door prizes? No contest, this is a GOTTA GO event for everyone in your offices.

There are also rumors about that some of our A/E members will be doing a bit of bragging on their projects as well.

There has been a lot on the CSInet (CSI's Website) about the institute election coming up. One of the controversial items is the bylaws proposal dealing with a major governance change for the Institute. We have published two differing opinions on this proposal that will affect us all. Please read and research additional material on the website; then vote as you feel is right for you.

Margaret

Now	Registration for Spring CDT and Certification Exams is Open
Feb 8 2007	Fundamental Formats Workshop Starts
Feb 13 2007	Hampton Roads Building Products Show, Holiday Inn Executive Ctr
Mar 13, 2007	Chapter Meeting, Luncheon
April 10, 2007	Chapter Meeting, Luncheon
April 21, 2007	MAR Leadership Training Gettysburg PA
May 8, 2007	Chapter Meeting, Luncheon
June 12, 2007	CSI Chapter Awards Meeting, Dinner
June 20 - 28, '07	CSI Show and Convention Baltimore, Maryland

Walter T. Marlowe, P.E., CAE Selected as New Executive Director and CEO of the Construction Specifications Institute

The Construction Specifications Institute (CSI) announced December 20, 2006 that **Walter T. Marlowe, P.E., CAE**, has been selected as the new Executive Director and Chief Executive Officer of CSI. Marlowe accepted the position Tuesday, Dec. 19, 2006 at CSI's offices in Alexandria, Va. Institute President Edd Soenke, FCSI, CCS, AIA, Former Institute President Gary Betts, FCSI, CCS, AIA, and Institute Treasurer Michael Davis, FCSI, CDT were present to welcome the new director.

A Search Task Team of respected CSI members, led by Ross Spiegel, FCSI, CCS, CCCA, AIA, LEED AP, worked closely with Korn/Ferry International to develop the specifications for the kind of executive to lead CSI forward. CSI President, Edd Soenke said, "It was an inspiring process, and I know we have the right person for the job. Walt is a perfect fit and his engineering background will serve CSI well." The CSI Board of Directors made its selection during its November 2006 Board Meeting in Denver, Colorado following a nationwide search by Korn/Ferry.

Marlowe has 16 years experience and demonstrated increasing responsibility in association management.

(Continued on page 4)

Institute Election 2007:

Candidates & Recommendation

In February, all CSI members will receive a ballot asking them to vote for their choice of next year's Board of Directors members. Members will also be asked to vote on two proposed bylaws changes.



This year, members have the option of voting online or by mail. Online voting will open February 15, 2007. If multiple votes are received, only the online vote will be counted. All online votes and mailed ballots must be received at Intelliscan by **noon**,

March 14, 2007. Once online voting is open, for additional assistance, contact Intelliscan at **610-935-6172** or at pnentwig@intelliscaninc.com.

Documents related to the bylaws changes and candidates are available by clicking the appropriate document below or by going to a specific category.

To answer any questions you may have, CSI has established a members-only forum at www.csinet.org/forums/csielection2007. The forum is an opportunity for you to ask questions and keep up-to-date on these important changes, and to ask questions of the candidates.

Hear Institute Vice President James Robertson comment on the governance recommendation at audio.csinet.org.



THE TIDEWATER VIRGINIA CHAPTER OF
CONSTRUCTION SPECIFICATIONS INSTITUTE, INC.

THE HAMPTON ROADS BUILDING PRODUCTS SHOW SEMINARS

LOCATION	DATE	PARKING
Holiday Inn Executive Center 5655 Greenwich Road at Newtown Virginia Beach, Virginia 23462	February 13, 2007 TIME 8:am to 11am	Free Parking FEE \$25.00

NAVFAC DESIGN/BUILD PROCESS

(3 AIA LU's) 8:00 – 11:00 a.m.-

NAVFAC has determined that Design-Build (DB) is the default procurement method for their construction projects. To facilitate that goal, NAVFAC has developed DB as a process, created a DB internet website, and populated it with NAVFAC DB documents. This seminar will help explain NAVFAC's approach to DB, NAVFAC DB processes, understand the website, understand the DB documents, and see how NAVFAC approaches the Post Award aspects of DB.

Speakers: Calvin H. Crofford, RA, CSI, LEED AP is an Architect with the Naval Facilities Engineering Command (NAVFAC). Mr. Crofford served as the NAVFAC Design-Build Project Manager providing vision, planning, scheduling, coordination, and updates for the development of the documents and the NAVFAC Design-Build Request for Proposal Website. He also helped plan, create, and present the current NAVFAC Design-Build Training for NAVFAC Personnel and is a member of DBIA.

Sean Sweeney, PE is an Electrical Engineer with NAVFAC. He has worked as a project manager and an electrical designer with NAVFAC but more than 10 years of his experience has been in construction for the Government. Sean currently is serving as the Construction Branch Manager at Norfolk Naval Shipyard.

Mary O. Austin, RA, LEED AP is an Architect with NAVFAC, specializing in Design-Build. She is a member of the NAVFAC Design-Build Working Group and crafted NAVFAC's Design-Build processes and templates for implementation on all NAVFAC Design-Build projects. She is a member of Design Build Institute of America (DBIA) and former executive board member of AIAHR. She participated in the development of DBIA's training course "Performance Requirements: The Key to Effective RFPs". She has developed and conducted Design-Build training for over 400 internal and external Navy and Army clients.

BUILDING GREEN: GOING MAINSTREAM and COMPOSITE MATERIALS AND PULTRUDED FIBERGLASS IN THE WINDOW AND DOOR INDUSTRY

(3 AIA HSW LU's) 8:00 – 11:00 a.m.

The presentation focuses on the ways "green" thinking has influenced the fenestration industry, showing how window and door materials, manufacturing and installation practices can help qualify a "green" project. The presentation looks at the history, properties and performance characteristics of composite materials. The pultrusion process is described and AAMA-rated fiberglass finishes are discussed. The environmental impact of fiberglass is also addressed.

Speaker: David B. Morris, CSI, CDT, is the Southeast Regional Product Manager for Integrity Windows and Doors. Mr. Morris resides in Nashville, TN. He has worked for the Marvin family of companies for 17 years as both an architectural representative and a commercial manager before moving to Integrity Windows. He is a member of the Nashville, TN CSI Chapter.

Refer to next page for seminar information.



*Advancement
of Construction
Technology*

Registration Form For HRBPS 07 Educational Seminars

NAVFAC Design/Build Process
(3 AIA LU'S)

Building Green: Going Mainstream and
Composite Materials and Pultruded Fiberglass in
the Window and Door Industry
(3 AIA HSW LU)

Name _____

Company _____

Phone () _____

Address _____

City _____

State _____ Zip _____

Amount \$ _____

CHECK (make payable to CSI Tidewater VA

VISA MASTERCARD

CARD NUMBER _____

EXP DATE _____ V-CODE _____

Signature _____

Fax Registrations to CSI Tidewater Virginia
at 757-963-7037

Election for Institute Officers

In addition to the governance bylaws vote we are asked to also select officers each year to lead our organization to the best we can be. In addition to the slate of officers proposed on the Institute Website, Carole Schafmeister has tossed her hat into the ring for President-elect.

I know Carole and Gilman well and believe either will do a fine job. To give you a choice, I direct you to Carole's Statement and Bio at <http://www.csiwse.org/en/1591805>

As a CSI Member, it is your right to choose the leaders of this organization. Ballots open Feb 15 for voting on line or you can wait to receive your paper ballot. Either way, **VOTE!**

The Tidewater Chapter of
Construction Specifications Institute,
a registered provider of
AIA Learning Units

Who Should Attend:

Contractors, Private Builders and Developers,
Architects, Engineers, Urban and Environmental
Planners, Government Representatives

To register for the February 13th Educational Seminars, fill out the registration form on the reverse side and fax to number indicated. Payment by check will be taken at the door. (No shows will be billed.)

Seating will be limited to the first 50 Registrations on a first come/first serve basis.

For additional information contact Linda Pressler at (757) 515-5114.

(CSI new CEO - Continued from page 2)

He served in a variety of staff leadership roles at the American Society of Civil Engineers (ASCE) and National Society of Professional Engineers (NSPE). His positions included Director of Professional Practice, International Activities and Technical Activities.

Prior to joining CSI, Marlowe was the Executive Director of Building Security Council (BSC). Led by the ASCE Architectural Engineering Institute, BSC focuses on improving public safety by advancing building security. BSC administers and maintains a voluntary rating system that enables building owners to evaluate and improve the security of their facilities.

Asked why he was drawn to the opportunity of helming CSI, Marlowe stated, "There is such potential for members, staff and CSI partners to build a truly collaborative, growing and innovative organization. The mission of CSI is increasingly important as the construction industry becomes more multi-disciplinary, interdependent, and technology driven."

A licensed professional engineer in New Jersey, Marlowe practiced structural engineering earlier in his career with the consulting firms DeLeuw, Cather & Co. and The RBA Group.

Marlowe is an alumnus of Stevens Institute of Technology in Hoboken, NJ where he earned a Bachelor of Engineering degree. He also holds a masters degree in Business Administration from the George Washington University in Washington, DC. He attained the Certified Association Executive (CAE) designation from the American Society of Association Executives in 2003.

Construction Specifications Institute Tidewater VA Chapter 2007 Fundamental Formats Workshop

**Thursday Evenings
February 8 - March 22**

Location/Time: Office of Clark Nexsen,
6160 Kempsville Circle, Suite 200,
Norfolk, VA 23502
6-9 pm, Thursdays

Purpose:

Workshop is intended to acquaint **building design and construction professionals, owners** involved with construction projects, and **construction product representatives** with the fundamental formats of Construction Documents as provided in CSI's Manual of Practice (MOP) and to prepare candidates for CSI's Certification Exam program. This is not a lecture series. Participants are expected to read and discuss material scheduled for each session in a workshop setting.

Topics:

- Organizational Formats used in Construction Documents
- Use of Construction Documents
- Construction Process Overview
- Construction Contract Types
- Modifications and Substitutions
- Contract Provisions
- Rights Duties and Responsibilities of the Contract Partners
- Interpreting Construction Documents

Agenda for each Session:

- Overview/ Light supper
- Presentation of Topic Material
- Discussion and Review

NOTE: Signing up for the workshop does NOT register you for a CSI certification exam.

Please contact CSI at www.CSInet.org to register for the exam.

Materials Required

Study Guide: Received as part of exam registration.
If not taking the exam, this is provided at \$10.00
PRM - CSI Manual of Practice may be ordered through the workshop for \$200.00.

Cost for Workshop: \$100.00 (to cover cost of light meal and handouts)

The Project Resource Manual -- CSI Manual of Practice, 5th ed.

The Construction Specifications Institute

McGraw Hill Retail Price: \$295.00
CSI Members \$236.00

The authoritative resource for the organization, preparation, use and interpretation of Construction Documents encompassing the entire life cycle of a facility.

For more information visit www.csinet.org.

Professional Development with High-Speed Returns

Registration for the March 31, 2007 National Exam Date is now OPEN. Register to take the CDT, CCS, CCCA, or CCPR exam at over 90 sites throughout the country. The final registration dead-



Tidewater VA Chapter CSI 2006 Fundamental Formats Workshop

February 8 - March 22

Deadline:

For our planning purposes please return this application form no later than January 30, 2006.

Registration

Name: _____

Firm: _____

Address: _____

Phone: _____ Fax: _____

E-mail: _____

Occupation: _____

What do you wish to gain from this workshop?

Signed up for Exam March 31, 2006 Yes No

NOTE: Signing up for the workshop does NOT register you for the exam.

Please contact CSI at www.CSInet.org to register for the exam.

	note	Cost	Subtotal
Work Shop		\$100.00	100.00
Certification work book	If registered for exam you do not need.	\$10.00	
PRM	Need?	\$200.00	
Total cost			

We will be having a light meal as part of the workshop. Typically, the menu includes pizza, subs, sandwiches, etc. Do you have any dietary restrictions that need to be considered?

Please return with Check made out to "Tidewater VA Chapter CSI" to

SPEXRESOURCES, LLC
check to first session.
1534 Chela Ave
Norfolk VA 23503

or fax registration and bring
Fax: 757/ 588-9120

12 TIPS TO BEING A BETTER CONSTRUCTION MENTOR

Many construction executives will mentor to a junior executive (mentee) within the firm to help them learn the corporate ropes and develop as leaders. When mentoring, it's important to follow a few basic tips to help you become a better mentor.

1. Set the parameters and general purpose of your time together with the mentee so the he or she understands what is expected. All meetings should have an agenda and a focused purpose.
2. Suggest ideas how the mentee can perform his or her work more efficiently, but don't expect the mentee to conform to your suggestions. Don't keep score or require that the mentee return any favors.
3. Keep the relationship structured over a short and limited term (1 month) with regular and consistent communication rather than limited exposure over a long period of time.
4. When meeting, don't just lecture to the mentee, but listen as much as you talk, and communicate through questions and answers.
5. Allow the mentee to observe you in action to teach by example. Permit the mentee to attend contract negotiations, client presentations, and other important meetings to demonstrate and teach valuable lessons. Also attend important mentee meetings to observe and offer advice on how the mentee might become more effective.
6. Allow the mentee to accompany mentors to a lunch with other executives, clients or industry professionals to discuss industry and company issues.
7. Don't always pick up the tab for lunch. The relationship should be a two way street of give and take. The mentee will only take from the meetings what he or she is willing to put into the meeting.
8. Attend leadership development and general training session together, as well as trade shows or industry wide gathering. Always discuss lessons learned or goals accomplished.
9. Address important company and employee issues, performance management, grievance procedures, and other topics that the mentee will face.
10. Lead the mentee through the maze of corporate politics and the road to business success with general clients, vendors and management.
11. Don't try to always have an answer or provide solutions, but suggest resources., possibilities and people who can help.
12. Don't expect the mentee to "get it" immediately. Plant seeds that will blossom over time.

A Vote For! Janet Piccola, CSI, Institute director, WR, CSI

I have been an active member at Chapter, Region and Institute levels for nearly 27 years. I am honored to serve on the Institute Board of Directors. I am a second generation CSI Member. My Uncle, George N. Lavenberg, FCSI, Honorary Member, brought me in to the organization in 1985. He was one of the founders of the Los Angeles Chapter, CSI.

The amount of 'due diligence' that went in to the momentous decision on which we are about to vote was remarkable. I am convinced this is the best course for CSI's future. I would not have given a 'yes' vote for Bylaws change had I thought otherwise.

I am an Industry Member, and have been an Architectural Representative in the West Region for most of my career. I make presentations at architectural offices on a daily basis. CSI and its benefits are always brought up during the course of my presentations. I come armed with CSI marketing materials. *Any guesses on how many of my seminar attendees know about the benefits of a CSI Membership? Any guesses on how many even know what CSI is?*

As a 27 year CSI Industry Member, I have always relied on trade shows and my long-term relationships with architect and specifier clients to sell my products. CSI relies on my company to bring them dollars to sponsor their activities. CSI is losing industry members (and their sponsorship income) at an alarming rate. The delicate balance of Industry Membership vs. Professional Membership has eroded. There is no longer a CSI 'name recognition' factor among young architects. The CSI Trade Show has had a steady drop in attendance. Long-term trade show exhibitors have lost membership value. Many product manufacturers no longer see benefits in paying for their employees to join our organization. This has equated to a serious loss in revenues. Previous CSI Boards have continuously adjusted Institute budgets to accommodate these shortfalls; but have not addressed the underlying problems.

Why are Industry members leaving? Why are new, up and coming architects showing little interest in CSI? Why have other organizations taken a front seat in new construction industry initiatives? I have seen current Institute Membership reports. Those on the Institute Membership Committee are sounding an alarm and have been for several years. Do we continue to ignore the danger signs so that we can continue long-held traditions?

I regret the loss of something that once was considered an insider's secret to success. I have always said that the sales excellence and long term friendships I have enjoyed were directly proportionate to my involvement in CSI. Times were different for us. Technology has moved faster than any of us could have imagined. The personal contact so important to us, unfortunately, will not be as important to CSI members of the future. Let's not lose sight of the fact that CSI, in order to attract new members, must become more relevant in today's world. Personal contact is now available with a click of a computer key, a blackberry, a cell phone and all of the other tech-age items in use today. Future communications developments will do nothing to lessen this trend.

Mourn the loss of the traditions of past years, but think about what the future members of CSI will want and need to make *their* careers a success. Think about how CSI MUST be perceived in the future in order to exist in the race for innovation of new construction technologies. I have no political agenda and no axe to grind. I have read the numerous comments made on the forums and other 'underground' 'e' mails. I would hope that those of you who are so vehemently opposed to this change and have issued edicts to vote 'no' will re-consider for the good of CSI. There is no 'group' in power except those who have been elected to serve. There are no 'schemes' or hidden agendas. I ask that you not bury yourself in the details; we have a long term strategy and the details will be worked out by ALL of us. We have years to do just that before everything is finalized. Read the charts, study what has been presented – I believe you will agree the Bylaws change is the right thing for The Construction Specifications Institute.

A Vote Against Edith Washington, FCSI, CCS

I cannot support the restructuring proposal "as is". The devil is in the details – and the details are lacking!!!

OPINIONS ON PROPOSED CSI RESTRUCTURING

Five Officers: Seems reasonable; except for the question of workload. Unless officers' roles change they may be overloaded by committee and task team oversight? If officers still have this responsibility – that number may need to be reviewed.

Five Member Directors: Reducing the number of Board members is fine, but members need to clearly understand that the proposed restructuring takes away their right to elect Institute Director(s) from within their regions to serve on the Institute Board. Regions would be allowed to submit nominees; however, Board candidates (to be elected nationally) would be selected by a Nominating Committee controlled by the Board. Board members would be the majority on the Nominating Committee. This essentially eliminates members' ability to determine who serves on the Board. It has been said that regions may nominate potential board members. With the Board controlling the Nominating Committee no one will be nominated for office that isn't willing to go along with the cliché in power.

Two at-Large Directors from the Business Community (Selected by the Board): This would seem to be advantageous, as long as persons are selected bring knowledge and expertise that supports the programs and goals of the Institute and comply with CSI Confidentiality and Conflict of Interest Agreements.

Elimination of the Executive Committee: A positive move. This will ensure that all Board members are involved in information sharing and decision making from start to finish.

Three Committees of the Board: Evaluation and Compensation Committee: From the standpoint of the Executive Director's evaluation this seems reasonable. The evaluation should be conducted in a fair and objective manner using forms and formats that provide for objective rather than subjective assessment.

Finance Committee: The Treasurer and the President-Elect already participate in Finance Committee budgeting meetings (which means there are already two Board representatives involved in that process). The Treasurer participates in all Finance Committee meetings and serves as Board liaison to that Finance Committee. If we do not have the fiscal resources to address all the priorities established by the Board, placing three Board members on the Finance Committee isn't going to put any money in the bank. If the Board controls the Finance Committee where are our checks and balances?

Nominating Committee: Board control of the Nominating Committee IS NOT ACCEPTABLE! Currently, regions control who serves on nominating. Our bylaws require the members of this committee be nominated by regions. That means grass roots control and opportunity for change. The current proposal means board control and opportunity for people of same mindset to remain in power indefinitely

Visioning Summit: Hopefully, such a session would bring forth new ideas; and suggestions for addressing current and future trends and industry impacts; however, a Visioning Summit cannot replace genuine on-going connections to members. In addition to the summit, have we looked at the possibility of having a Presidents' Council (consisting of all chapter presidents)? This Council could meet via Webex (as well as at Convention) to be updated on Institute changes, initiatives and activities; serve as a focus group for new ideas and market analysis for CSI products and services; and provide a direct link to chapters as the Institute works to advance its programs and goals. In the past, leaders often climbed the Chapter, Region, Institute ladder to leadership. This Council would be a new avenue for identifying and advancing leaders.

Have we looked at restoring the communications links that once existed between or major committees (Education (now
(Continued on page 8)

(Vote against Continued from page 7)

Professional Development), Technical, and Certification at Chapter, Region and Institute. Membership Committee links are being revived; but, what about the others?

While the Governance Task Team and the Board are to be commended for their efforts; a two month communications blitz does not provide a solid foundation for a change that will impact the future of this organization for decades to come.

Suggestion: Provide members with a more detailed plan. In addition to the input currently being received (via forums), conduct a facilitated forum at Convention; and modify the proposal, based on member input.

QUESTIONS???

WHY do we need to prevent regions from electing directors?

Why is it important to destroy this connection? If directors are overloaded assuming dual responsibilities as both Region Directors and Institute Board members, then let Regions elect persons who serve only as Institute Board members and choose other administrators for their regions.

WHAT assurances do we have that we will have a diverse board that truly reflects our industry and our membership?

WHY does the Board need to control the Nominating Committee? Do the same people, and those who see things their way, need to control CSI forever? After their terms expire, they can just nominate more of the same.

HOW will future board members be impacted by this decision? Knowing that their fellow directors control their opportunity to become a CSI officer, may impact how Board members relate to each other and how they vote on issues.

WHAT'S really stopping CSI from turning on a dime? Is it the size of the Board or our fiscal status? New programs and initiatives cost. Each year priorities and budgets must be established and followed. Again, changing the structure will not be any huge sums of money in the bank.

Proponents of this change say that it will make CSI more entrepreneurial. We've taken some entrepreneurial risks over the past decade and lost millions of dollars (especially on the change to our convention and Perspective). Are we sure this is the most appropriate model?

We've heard much about a survey. Where are the quantitative and qualitative results of this survey?

There has long been a segment of our leadership that feels it does not need to listen to our members. It is time to close the communications gap. If we going to make change, let us make that change with opportunities for full discussion – not one way communication. This is supposed to be the type of discussion that takes place in region caucuses at conventions, and at chapter board meetings.

Now is the time to make your voice heard.

Please VOTE NO on the proposed restructuring. It IS NOT just about reducing the size of the Board!

If in doubt – Ask yourself: “Would I let someone tear my house down, without a reasonably clear picture of what my new home was going to look like?

Better yet – If my roof is leaking, why am I tearing out my foundation?

THE IGNORANT UNINFORMED VOTE

by Ralph Liebing RA, CSI, Cincinnati, OH

Hey! OK! I'll confess.

I am relatively new to CSI and am all but totally ignorant of the inner workings at CSI HQ. Been exposed to all the goings-on over the last couple of years-- really not understanding the hows and how comes of it. I am out of the know; uninformed, but still would like to be a good voting citizen.

So now I am bombarded by all the stuff to do with the voting to take place month. Not so interested in the candidates-- seems most are simply “move-up” folks who have had the guts to endure and now deserve their time in the frying pan. Guess the real big ones have their ideas for good stuff, etc.

Me, I'm on the tail gate of the wagon—along for the ride. Hope it's a nice one!

But now I see and receive all these notes and letters from some name folks I heard about “up there” in CSI. Seems they can't agree on the proposal-- great! Do I now abstain and let the chips fall as they may. Well, certainly as a numbered member deep in SW Ohio my itty-bitty vote ain't of much consequence [OK, Martin Van Buren was voted president by 1 single vote, but, gee.....]

I have read the change in type of organization that will/may/ could come out of this, Big words, undefined, and really without much meaning to meat and potatoes guy! What is all this?

Sounds like CSI is top heavy which makes like a lot of other organizations. Lots of chiefs relatively unknown to the Indians--oops! err, to the tribe members! You see CSI in my view is layered like any other group. You have the bigs at the top, and the dues payers below. Quite different in numbers; the bigs running the show as thy think best. Ok they've been around a while and have loads of insight, but how deep is their commitment to and understanding of the grunts in the ranks and their ideas, thoughts, intentions,--- and problems. Ever read the web site discussion boards? Whoa, lots of good stuff in there, but does that ever rise to implementation?

I don't know.

Will a “yes” vote on this governance thing get more of that done? Don't know. Is this simply another gyration at the top-- a realignment; a redeployment?????

Hey, believe it or not, I have an idea!!!

I don't know-- may be its too late, but how about some body other than those in the upper echelons writing a layperson's analysis of this proposal and how it will affect CSI, and the members. Does it give CSI new programs? new directions? expansion of mission?

Keep it simple; direct; UNBIASED; NO AXE TO GRIND; NO SECOND AGENDA

You know just write, WHAT THE HELL THIS IS ALL ABOUT!





The Job Board

HBE has an immediate opening for a **Specification Writer** to work out of our corporate office in St. Louis, Missouri. Successful candidates will have at least five years experience preparing specifications, researching of new materials and products, and maintaining current product literature and catalogs. Ideal candidate will possess a Bachelors in Architecture or Architectural Engineering.

At HBE Corporation our associates aren't just employees; they're important members of a winning team. We care about our associates and their families. This summary gives you a quick glance at our benefits package:

- Competitive wages
- Medical, prescription, dental benefits
- 401K retirement program with employer contribution
- Paid vacation and holidays
- Employee recognition program with cash incentives

For immediate and confidential consideration, please send your resume, and salary considerations to: kdulatt@hbecorp.com.

HBE Corporation
11330 Olive Boulevard
St. Louis, MO 63141
Fax: 314-567-0573

For more information about HBE Corporation refer to www.hbecorp.com

EOE, M/F/H/D/V

Chapter Newsletter Editor: Tidewater VA Chapter seeks an editor for the Communicator. Duties include collecting and organizing Chapter information for distribution to Chapter members and friends on a monthly basis. Requirements - knowledge of Publisher or similar publications/graphics software. Contact Margaret Chewing for more information. 757/581-0428

2007 Design & Honor Awards Call for Entry

The Hampton Roads Chapter of the AIA has released its Call to Entry for the 2007 Design & Honor Awards. The Call to Entry can be accessed at the following world wide web address: <http://www.aiahr.com/pdfs/CallofEntryAwards2007.pdf>. The awards will be announced at the Design / Honor Awards Gala at the Harrison Opera House on Saturday April 14th. Please contact the AIAHR office at 757.356.9971 or aiahamptonroads@aiahr.net with any questions.

Mid-Atlantic Region Leadership Orientation Seminars

Gettysburg, PA
April 20-21, 2007

LOS is *the* place to swap ideas and learn how to be effective in a volunteer organization, with emphasis of course on CSI. Normally held in April in a central area of the Middle Atlantic Region, the agenda includes the Region Board meeting, Region Caucus, and a series of committee and training meetings. The Region Board is composed of the chapter presidents plus region officers, so a representative from each chapter is expected to attend and vote.

Join Chapter and Region CSI members to explore what makes CSI Great!

Check the Middle Atlantic Region website for more information: <http://www.midatlanticcsi.org/>



Plans Under Way for The CSI Show 2007 Education Program

CSI's staff, task teams and committees have been busy this summer reviewing hundreds of education proposals in an effort to find the best technical and professional development presentations for The CSI Show 2007. The good news is that the pool of potential candidates was outstanding this year!

Among the sessions and tracks to be offered are:

- Specifications & Design
- Sustainability
- Professional Development & Leadership
- Contract Documents
- Building Information Modeling

There is excitement about the exhibit hall as well -- the Show floor is 80% sold out. [See the list of current exhibitors!](#) We are also working on revamping some of the exhibit hall features, including adding a Product Education Area, free email stations, and membership and certification features in the CSI booth.

We are excited about bringing a re-energized show to Baltimore and hope you plan to attend. [Convention and housing registration](#) will open March 2007. Watch www.theocsishow.com for updates.



Thank you to our Chapter Sponsors

The following annual sponsorships are available for FY07

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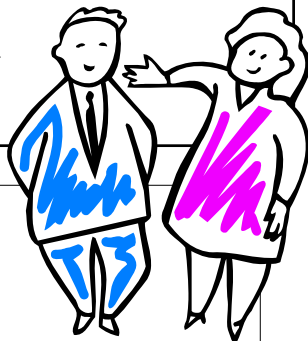
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Novice level - \$250

Listing in Newsletter and Slides

For more information contact Linda Pressler at 757-515-5114 or online at www.csitidewatervirginia.org##



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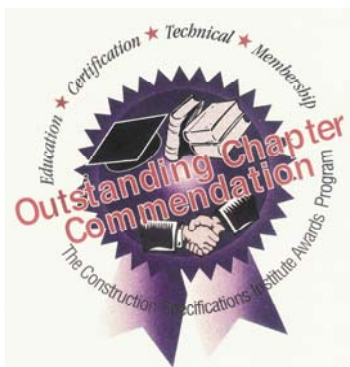
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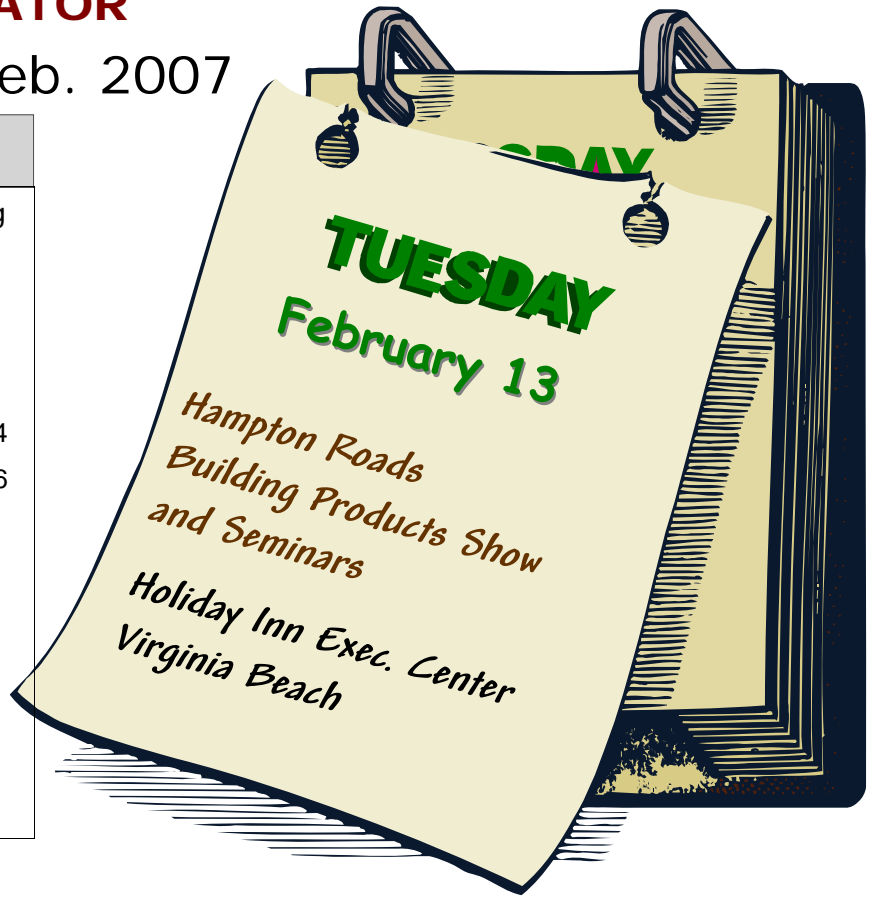
Presented to the
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 April 2004

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 * CSI is an individual membership technical society that serves *
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 * sustain the built environment, and as a primary gateway to *
 * resources for programs, services, and the exchange of *
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 * Founded in 1948, CSI is headquartered in Alexandria, Va., *
 * and has 143 local chapters nationwide. For more information *
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 * *****



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