

February 2009

Tidewater Virginia CSI Chapter



# the COMMUNICATOR

The Construction Specifications Institute

## TUESDAY FEBRUARY 10 HAMPTON ROADS BUILDING PRODUCTS SHOW

### FOCUSING ON SUSTAINABILITY AND GREEN INITIATIVE

KEY NOTE SEMINAR

## GreenFormat

In Practice

**CSI Introduces GreenFormat™**

*Find the Right Green Products For Your Project*

- New CSI Format for critical building product sustainability information
- Web-based green product information saves designers & constructors time
- Results are organized by MasterFormat and spec-friendly
- CSI is offering manufacturers free on-line product listings for a limited time.

GreenFormat is a new CSI format that provides a standardized framework for identifying the sustainable properties of building products. The free, Web-based search offers a fast-and-easy, unbiased approach to evaluating green product information, saving time for designers, specifiers, and constructors. Like all CSI's standards and formats, GreenFormat is organized by MasterFormat divisions. Its downloadable results are spec-friendly.

The requirements of the Leadership in Energy and Environment Design (LEED) Green Building Rating System™ are among the standards referenced within GreenFormat's search to help searchers achieve their green project goals.

"To learn more about GreenFormat, visit [www.greenformat.com](http://www.greenformat.com).

Tidewater VA Chapter CSI invites you to the Hampton Roads Building Products Show 09 at the Holiday Inn Executive Center off Newtown Road. The annual design and construction products show for commercial building design in the Hampton Roads area.

Product Show Entry and Lunch are FREE! to discover new materials and applications for your projects. Registration for Seminars - \$15.00 per class. Click here to Register through PAY PAL or fax with information on pg 2.

### Schedule

7:30	Registration Open	
8:00 (1A)	Beyond Repair: Historic Window Replacement	(1B) Building Codes for Coastal Wind-borne Debris Regions
9:00	Coffee and Danish\	
9:30 (2A)	Window Fenestration and the U.S. Green Building Council's (USGBC) LEED Green Building Rating Systems	(2B) Life Safety Code 2009 Edition NFPA 101
11:00	Products Show (Lunch 12 to 1) Door Prize Drawings at 1:00 pm. <b>Must be present to win one of these great prizes!</b>	
2:00 (3A)	NFPA80 The Standard for Fire Doors, Windows and Other Protectives	(3B) <b>KEY NOTE SEMINAR</b> <b>GreenFormat</b> In Practice



PRESIDENT'S  
MESSAGE



**Local Architect Gives Up on Favorite Game**

A senior architect from Norfolk has just announced that he may never again attend a football game. He offered the following reasons for his strange and unprecedented decision:

1. Every time he went, someone asked for money.
2. Some people in the stands were strangers and didn't know whether to greet him as an old-timer or a new-comer.
3. He disagreed with some of the referee's decisions.
4. He suspected that he was sitting with a bunch of hypocrites because many fans seemed more interested in the beer and hot dogs than the game.
5. The pep band played the same tunes every time he went.
6. He bought a book about football and claims he can get as much out of it as he does by going to the game.
7. He believes in all of the important rules of the game and plans to sit home alone sometime and contemplate them, but some of the league regulations annoy him.

Although he would never deny that he is a great fan of the game, he says that as long as he buys his season tickets, he is doing enough.

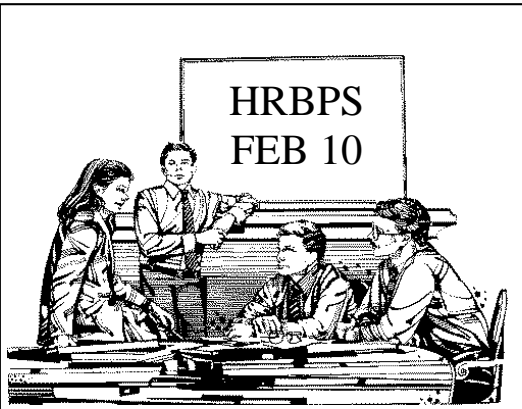
He doesn't seem to realize that, if other fans felt the same way, the team couldn't survive.

*We know better...don't we?*

**(We Need You! Please remember to bring yourself and your design and construction team friends and colleagues to our 2009 Construction Products Show on Tuesday, February 10, at the Holiday Inn, Newtown Road, VA Beach)**

*Richard Rivin, FCSI, CCS, AIA*

Chapter President



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**About CSI**

CSI is an individual membership technical society that serves as the premier integrating force for those that create and sustain the built environment, and as a primary gateway to resources for programs, services, and the exchange of knowledge. The Institute offers products and services that provide a common system of organization and presentation of construction information, enhancing communication among all construction industry disciplines. CSI's 18,000 members include architects, specifiers, engineers, contractors, product representatives, building owners, and facility managers. Founded in 1948, CSI is headquartered in Alexandria, Va., and has 143 local chapters nationwide. For more information about CSI, call 800-689-2900 or visit [www.csinet.org](http://www.csinet.org).



## CSI Chapter Presidents and Presidents-Elect Webinar January 14, 2009

### **Communicating CSI Membership Value during a Challenging Economy**

Flattening Membership during Calendar 2008  
(now at about 14,000)

Must Develop Programs of Value for Members  
CSI Membership Goal is 3% growth before June  
30, 2009; however national indicators suggest  
that construction activities overall have  
decreased about 7% over the past year.

AIA Membership is down about 15% this year  
Based on recent Institute survey, CSI Members  
most value the following:

- 1) Industry News, 2) Technical Knowledge, and
- 3) Networking

CSI has offered a 50/50 promotion for a limited  
time (3-4 weeks notice required for staff to  
print a special membership application) – Half  
price membership for “never before”  
members who join at an event where at least  
45-100 non-members attend.

San Diego Chapter has established a job bank  
for its members who have been laid off, in  
order to add value to CSI membership

### **Institute Board Decision to Fund Region Activities**

Board will rebate 7% of Institute dues to Regions,  
on a monthly basis, using membership new  
and renewed statistics from the previous  
month. This amounts to about \$15 per  
member. Monthly checks will be sent  
beginning in August 2009 (FY 2010)

New Institute Funding to Regions will replace  
annual Region assessments for Chapters.

Regions need to determine how new funding will  
support leadership development for both  
Regions and Chapters.

Institute dues are likely to be increased,  
beginning in FY 2010 (July 2009)

### **GreenFormat Update**

CSI has concentrated on MANUFACTURERS to  
buy into listing their products on the  
GreenFormat website – so far about 260  
have agreed

Focus will shift to GreenFormat website USERS  
beginning in February 2009

Institute will be packaging Power Point  
presentations for Chapters to use as  
programs concerning this new product

Report by R. Rivin, TVA CSI President

## CSI Strategic Planning - Some Quick Member Survey Results

A key component of this  
year's strategic planning  
process is ensuring that CSI  
members are providing as  
much input as possible. One  
opportunity for that input  
occurred in December when  
more than 2,300 CSI  
members (16% +/-) responded to an online survey.



Examining the survey results, it is immediately  
apparent that the main reason CSI members join  
and remain members is to keep informed on  
construction industry news/information and to have  
access to specific technical knowledge. I don't  
think this result too surprising to any CSI leader.  
Yet, it is invaluable to have our gut instinct  
confirmed that CSI remains strongly rooted as a  
technical organization.

A second important finding is confirmation that  
CSI members highly value the chapter experience.  
Half of our members indicated that they derive  
their primary value from CSI at the chapter level;  
25 percent indicated from national activities and  
25 percent from both.

CSI chapters are essential in providing the highly  
valued networking and technical knowledge  
transfer that every CSI member needs to  
effectively grow as a construction professional.

Our chapters are CSI's delivery system to our  
members and the communities they live and work  
in. To many in local construction communities  
across the country, these chapters are their first  
stop for expertise in the things CSI is known for.

Everything a chapter does (welcoming new  
members, professional certification exam  
preparation classes, financial management,  
quality, local industry-related, education topics at  
meetings and seminars, etc.) contributes to the  
value of chapter membership...it is not the  
exclusive domain of the chapter membership  
committee (often consisting of one person) or the  
chapter president. All chapter leaders must realize  
their ability to contribute to CSI's success!

As a CSI leader you can continue to assist in the  
strategic planning effort by participating when  
feedback is requested and by encouraging your  
chapter members to participate, too. Our [strategic  
planning discussion forum](#) (and many others) are  
open on CSINet at [www.csinet.org/forums](http://www.csinet.org/forums). (CSI



**CONSTRUCT2009**

Indiana Convention Center

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UNDER ONE ROOF!**

**June 16 - 19, 2009**

**53rd CSI Annual Convention**

**Two Shows. One Great Event.**

CONSTRUCT2009 and the 53rd CSI Annual Convention is your most cost effective strategy for combining educational opportunities with product and service solutions for your business success. Now, co-located with The TFM Show, an event for the senior executive facility manager, this event is dedicated to the institutional, industrial and commercial building industry. If you design, build, specify, engineer, renovate or operate in the built environment, this is your event. Find hundreds of exhibitors with the newest trends and practices, relevant accredited educational sessions, a complete CSI agenda and expanded networking opportunities.

For more information go to:

<http://constructshow.com/attendee/welcome.aspx>

*(Continued from page 3)*

members must log in to the strategic planning forum.) Additional surveys are likely in the near future to dig deeper on specific issues.



E-mail the Strategic Planning Task Team through Chairman and Former CSI President Gene Valentine, FCSI, CCS, AIA or me at [wmarlowe@csinet.org](mailto:wmarlowe@csinet.org). The team appreciates your thoughts on what CSI is doing well, what we're not doing so well, and where we need to focus in the future.

Thanks for your continued leadership!

Walt Marlowe, CSI, PE, CAE

Executive Director/CEO

703-706-4760

[wmarlowe@csinet.org](mailto:wmarlowe@csinet.org)

P.S. - If your chapter has done recent surveys or other market research within your area that could benefit the effort, please feel free to forward the information to my attention.

  
**TVA Chapter  
Member News**

**Tom Gill** has accepted a position to oversee the addition and renovation of First Presbyterian Church, Norfolk. The renovation consists of minor changes to the offices and pre-school areas and an addition of a large fellowship/auditorium facility with innovative finishes and design.

**Welcome to our newest Member**

Mr. Stephen A. Henslee, CSI of M.C. Dean, Inc.

Thank you to our renewing members

- |                             |                            |
|-----------------------------|----------------------------|
| Kevin T. Ball, CSI          | Matthew W. Shriver, CSI    |
| Richard S. Corner, CSI, AIA | Michael J. Elam, CSI       |
| Michael W. Anderson, CSI    | Jerold P. Gallagher, CSI,  |
| Anna Lee Bamforth, CSI      | CDT                        |
| Shawn M. Green, CSI         | George W. Luce III, CSI,   |
| Kris A. Marie, CSI-S        | CDT                        |
| Norman Royce, CSI           | Brian J. Lynch, CSI        |
| Jessica D. Berber, CSI      | Robert D. Stern, CSI, CCS  |
| Joseph L. Davis, CSI        | Elvin E. Whitley, CSI, CDT |

**STUDENT NEWS**

Students from Hampton University are taking up the challenge put forth by the Gulf States Region to submit projects for 2009 Gulf State Region Design Competition. Students including Jordan Harris, Jordan Smith, and Isaiah White will be submitting projects they have been working on during their course of study in Architecture at Hampton University in mid February. The Chapter is proud to offer our support to this student endeavor and should one of them receive word that they are selected to receive an award in the competition, we will provide some funding for that student to attend the Gulf States CSI Region Conference in May.

The students will have an opportunity to display their project submission at the HRBPS on Feb 10 and will be available to talk with A/E firms about possible employment. So come by the Hampton University Booth at the Show and see what the future of our industry looks like.



# CSI Education Opportunities

**CSI Webinars** - To attend any of the webinars below you only need a computer, phone and an hour to participate. Log on to [CSInet.org](http://CSInet.org) and click on Event Registration to sign up. Costs are \$75 for members, \$95 for non-members except as noted otherwise.

## **Manufacturers: Get your FREE GreenFormat listing for a limited time!**

Complete your listing in time to get a year-long subscription for free! GreenFormat is a Web-based database of product information that designers, owners and others can search. GreenFormat is organized by MasterFormat, and its results are spec-friendly. See what other companies have already joined GreenFormat or start your listing at [www.greenformat.com](http://www.greenformat.com).

## **Webinar series: Fundamentals of Construction Specifications - February 5-26**

This four-session series provides an overview of construction specifications for construction professionals who must understand specifications. Participants in this series will discuss what specifications are, who uses them and how they contribute to successful projects. [Learn more](#),

## **Webinar: Integrating Specifications and BIM March 3, 2-3:30pm ET**

This webinar will present current methods for integrating BIM and specifications and discuss the specifier's need for data. Representatives of CSI, SCIP and the US Army Corps of Engineers have created an extensive Specifiers Property Information Exchange (SPIE) open-source database, which will be implemented in current BIM software and modeling programs. Representing the contents of 300 MasterFormat specification sections, a copy of the 10,000 line database will be made available to participants. [Learn more](#),

## **Webinar Series: Creating & Maintaining Profitability In Your Construction Business**

**March 5-24, 2009**

Speaker Bill Dexter, of W.F. Dexter Risk Management, takes a hard look at every aspect of the management of information and documentation that directly robs productive companies of their hard-earned profits in this three-part series. Starting with the construction contract, he will explore the importance of thorough and detailed agreements between owners and subcontractors. He will look at the considerations given to owners and contractors, as well as the advantages and disadvantages of different delivery systems. Loss of profits often arises from loss of time and production. Dexter will offer sound guidance on dealing with delays, differing conditions, changes to the work, and unauthorized communication on the job site between sub-tier contractors and owners. [Learn more](#),

## **2009 Fundamental Formats Workshop**

A lot of changes have occurred with updates to the CSI MasterFormat, and the AIA General Conditions. This is an opportunity to refresh your knowledge of the fundamental formats of Construction Documents as provided in the CSI Manual of Practice. This is not a lecture series. Participants are expected to read and discuss material scheduled for each session in a workshop setting that has been successful in preparing candidates for the CDT Exam.

Scheduled for Feb 19 - March 26, meeting once a week for a light supper and lively discussion.

Contact Margaret Chewing for more information, [mgcccs@spexresources.com](mailto:mgcccs@spexresources.com)

## **Certification News**

### **Key Dates**

*Mark Your Calendars!*

- Early registration deadline is now past for 2009 Spring National Exam.
- **Final day of registration** for 2009 Spring National Exam is **February 28, 2009**
- March 30 – April 4, 2009 – 2009 Spring National Exam

Tidewater VA Chapter will be offering its annual **Fundamental Formats Workshop** starting February 19 - March 26, 2009. Registration for the Workshops is open now! Call Margaret Chewing for more information or go to the Tidewater VA Chapter Website to obtain the registration information and materials.

([www.TidewaterVirginiacsi.org](http://www.TidewaterVirginiacsi.org))

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## **Webinar: Writing Effective LEED Specifications**

**March 10, 2-3:30pm ET**

This session will provide specific and immediately applicable tools for writing effective LEED specifications -- skills rarely presented in any kind of a straightforward, practical format to the industry. This session will apply the CSI principle of "say it once, say it correctly, and say it in the right place in the documents" to the writing of effective, correct, and easily usable LEED design specifications and documentation. This principle also applies to any sustainable design documentation, whether LEED-compliant or not. Attendees will leave this session with a clear and concise understanding of the essential organization and content issues related to documenting LEED and sustainable construction documentation. [Learn more](#),

# Upcoming FY09 CSI Events

Below are important dates to put on your planner NOW for Chapter Events in the coming year. The Board has agreed to continue Chapter meetings with programs at lunch time and are planning two Dinner Socials. Planning is still ongoing for our programs. If you have a suggested program of interest to our members, contact Tom Gill at 523-

## February

- 10 **Hampton Roads Building Product Show** -  
Holiday Inn, Newtown Road
- 17 TVA Board meeting, Lunch at Friendly's

## March

- 10 Chapter meeting - Lunch and Program, CNA
- 17 TVA Board meeting, Lunch at Friendly's

## April

- 14 Chapter meeting - Lunch and Program, CNA
- 21 TVA Board meeting, Lunch at Friendly's
- 24 LOS - Gettysburg PA

## May

- 12 Chapter meeting - Lunch and Program, CNA
- 19 TVA Board meeting, Lunch at Friendly's

## June

- 9 Chapter Social - Awards Dinner, Possible venue  
OV Pier
- 16- 19 CSI National Convention/ Construction2009,  
Indianapolis, IN

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## THE ROUND TABLE OF CONSTRUCTION

by Ralph Liebing, RA, CSI  
Cincinnati, OH

King Arthur, Lancelot, Guinevere and the lot have had their many days-- from ancient time to the tuneful "Camelot" of late. All had a charm and a wonder about them, what they did and how they worked. Perhaps 'tis time to reflect and compare-- as the "round table" remains!

In lieu of a single-wide trailer, our project meeting today is in a location complete with round table of such size as to seat ALL who should and need to be there. 'Tis a formidable lot, but in just naming them we see the breadth and depth of what a project attracts, and what, indeed, it requires. The list: Owner; design professional; specifications writer; discipline consultants; staff professionals; interns; contract administrator; contractor; all sub-contractors; superintendent; crew chiefs for each trade; trade workers; apprentices; suppliers; distributors, manufacturers [or representative]; construction manager; LEED® consultant; the local authority with jurisdiction; at least one attorney (1 per participant?); ancillary parties in varying roles.

In the center of the table is not Excalibur, but rather the Contract Documents! If the legendary sword epitomized the Knights, then the Contract Documents do the same for our "Knights"-- they are the fundamental clarion calling of the collective group-- their claim to fame and glory, if only for a modest project in a remote location.

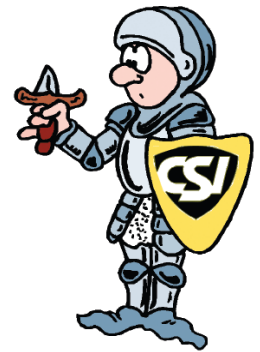
This is not all an "eat, drink and be merry" gathering (OK, coffee with donuts or bagels suffice; maybe lunch among some later) but one of serious consideration and common cause. The project shall be (note spec-like wording!) a coordinated and cooperative effort, directed toward a single goal-- a successful and faithful construction of the design concept, a profit for all, and fully satisfied Owner! Here we begin to approach the "daunting quest", much as the Knights, in their camaraderie and

resolution, and with singular purpose and goal, expressed their shared support and give-and-take common confidence.

But no! The collected expertise of the "Knights" brings to the fore and lays square out the necessary ingredients for full success. That is, to meet conditions as they arise, resolve them and never veer from the directed and dedicated path! As Knights swore allegiance to their mutual covenant, to be upstanding, courageous, and true, so our project team has a covenant to the project as expressed in the Contract Documents and all participants should be aware of the common goal - a great project. When the Knights had sworn to their covenant, it is written they "gave loud acclaim"; perhaps project teams can voice their intentions toward the Project, proclaiming to provide their best to the end; to come together and rely on each other to support, augment and communicate information and effort to the needs of the project. Much like a mythical dragon, this is quite flexible and unpredictable, but it can be slain with proper dedication, quality technique, and due care among the collected force.

We may choose to call it "team" today, but it is the remnant of Arthur, et al., emphasizing and supporting individual exploits. And yes, this is something that needs to engulf and pervade the whole of the group and the young soon-to-bes, and their understanding and correct use of their weapons-- the Contract Documents!

The battle is NOT among ourselves! It is to create a good and positive result from virtually nothing! That has been done before! With extreme effort and dedication to the end of "life". True, we need not give our lives [as did they], but merely our best efforts, in a most amiable style! Salute!





# Hampton Roads Building Products Show

Special:  
1/2 Off New Memberships  
(Only offered at trade show)

Focusing on Sustainability and Green Initiative.

## SEMINAR DESCRIPTIONS

\$15 per seminar

<b>(1A)</b>	<p><b>1 H/S/W credit: Beyond Repair: Historic Window Replacement</b> <i>Marc Held, V.P. Lightstyles, Ltd.</i> This presentation reviews daylighting principles and strategies in order to maximize energy efficiency. Glazing properties and options are also discussed.</p>
<b>(1B)</b>	<p><b>1 H/S/W credit: Building Codes for Coastal Wind-borne Debris Regions</b> <i>Michael L. Mackereth the Director of Operations for Architectural Testing, Inc. Of York, Pennsylvania</i> This presentation provides an understanding of ASCE-7 and its influence on wind speed and the effects of wind on buildings. It outlines the procedure for determining wind design pressures.</p>
<b>(2A)</b>	<p><b>1 H/S/W SD LU credit: Window Fenestration and the U.S. Green Building Council's (USGBC) LEED Green Building Rating Systems</b> <i>Marc Held, V.P. Lightstyles Ltd.</i> This presentation gives an overview of the various USGBC LEED rating systems, explains the credits, and goes into detail about how windows can contribute to LEED certification. Case studies costs to build LEED, and expected changes in the next version of LEED also are included in this presentation</p>
<b>(2B)</b>	<p><b>1 H/S/W credit: Life Safety Code 2009 Edition NFPA 101</b> <i>Sharon Ashton, A.H.C./C.D.T. with Ingersoll Rand</i> This course provides a summary view of the changes in the 2009 Life Safety Code as related to hardware, doors, and means of egress requirements. Note: This course does not attempt to cover every change made to the 2009 edition.</p>
<b>(3A)</b>	<p><b>1 H/S/W credit: NFPA80 The Standard for Fire Doors, Windows and Other Protectives</b> <i>Steve Hornyak, DAHC, CSI/CDT: Distinguished Architectural Hardware Consultant and a Construction Documents Technologist. Sharon Ashton, A.H.C./C.D.T. with Ingersoll Rand</i> Many changes were incorporated in this new revision. The one change that has a great impact is the requirement for all fire doors to be annually inspected. Interesting enough this will be both new and existing buildings. It requests that a fire door inspection to be done on new structures before occupancy. This presentation will review these aspects and other specific requirements that may have an impact on the architectural specification. We'll discuss what the design professional can do today to help his clients prepare for this new and coming change.</p>
<b>(3B)</b>	<p><b>1 H/S/W credit: GreenFormat in Practice</b> <i>Roger J. Grant, Director, Technical Services and Development for The Construction Specifications Institute.</i></p> <p style="text-align: right;"><b>KEY NOTE SEMINAR</b> <b>GreenFormat</b></p> <p>This session will illustrate how CSI's newest Format organizes information for evaluating products to determine compliance with sustainability requirements. The impact of products on the environment and the performance of buildings is an important area of concern for designer and specifiers. Product Manufacturers are challenged to provide the right information to address these concerns in a way that reflects well and unambiguously on their products.</p>

Tidewater VA Chapter CSI: If you wish to reserve your seat for the seminar of your choice, please fax the form below to Debi Ernest at 757-257-0171 or you may bring it with you to the show to register at the site. Note pre-registrations will have priority.

PAYMENT INFORMATION		Amount \$ _____
Name	___ Check Enclosed (make check payable to Tidewater CSI)	
Company	___ Visa     ___ Mastercard	
Address	card number	expiration
Address	V-Code (3 digit number on back of card)	
City	State	Zip Code
Telephone	Fax	Signature

## Ten Tips for Optimizing LinkedIn

By: *Barbara Safani*

With over 25 million members, LinkedIn has grown to become a very powerful business and career management tool. Many are using it, but few have really optimized its value. Here are ten tips for creating a strong online presence.

1. **Take the time to create a robust profile.** Write a summary section that clearly outlines your personal brand and value add and gets readers jazzed up about what you do. Build out the specialties section and make it keyword rich and industry relevant. Many profiles on LinkedIn are just a shell with a name and an abbreviated chronology. You would never submit a resume to a potential employer that only listed employment, so why would you use this tactic on-line when your information is available for millions of people to see?
2. **Use the endorsements feature to request and offer endorsements.** People are more likely to contact you if you can prove that others have been satisfied with your work, product, or services. Adding endorsements can expedite the decision making process.
3. **Keep your profile up to date.** People who use LinkedIn for a job search campaign often abandon the tool after they find new employment. By keeping your information up to date, you are more likely to keep your network strong and be able to reciprocate to others.
4. **Educate your connections.** If people join LinkedIn and don't invite others, they won't get as much out of the tool and will remain several degrees apart from the people they want to meet.
5. **LinkedIn doesn't replace traditional networking, it facilitates it.** Always supplement your on-line efforts with face-to-face networking.
6. **Use the questions and answers feature to start conversations, create community, and position yourself as a subject matter expert.** By answering questions, you are simultaneously endorsing your candidacy and expertise.
7. **Don't add a connection that you would not feel comfortable introducing to someone already in your network.** Having 500 connections doesn't have much value if you can't share the love.
8. **Don't use the invitation to connect templates.** They lack authenticity and are inferior when compared to a personalized message from you.
9. **Create a public profile.** This is an easy way to start building an on-line presence for yourself, since LinkedIn ranks high in the search engines. Add a vanity URL for greater differentiation.

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for the Design Community

Margaret G. Chewning FCSI CCS CCCA MAI

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- Specifications Writing and Coordination using SpecIntact and CSI Format Systems;
- Specifications Primer and MasterFormat Workshops for design and construction personnel;
- Quality Assurance Review of Documents.



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10. **Take advantage of resources that can help you optimize your LinkedIn profile including:** <http://www.linkedinintelligence.com>, <http://blog.linkedin.com>, [http://blog.guykawasaki.com/2007/01/linkedin\\_profil.html](http://blog.guykawasaki.com/2007/01/linkedin_profil.html), <http://www.happyabout.info/linkedinhelp.php>, and <http://www.happyabout.info/onlinenetworking.php>

You can keep your LinkedIn presence healthy and strong by reviewing and updating the content frequently, sending and accepting new invitations, offering and requesting endorsements, and posing and answering questions. Try to spend at least 30 minutes per week managing your LinkedIn presence. Your persistence will pay off.

**Join CSI's group and CSI's Specifier's Practice Group on LinkedIn!** Visit [www.linkedin.com](http://www.linkedin.com), create a free profile, and then search for "CSI" under "Groups."

Article Source: <http://www.articlesbase.com/business-articles/ten-tips-for-optimizing-linkedin-538708.html>

About the Author:

Barbara Safani, owner of Career Solvers, (<http://www.careersolvers.com>) has over 12 years of experience in career management, recruiting, and executive coaching. Ms. Safani partners with both Fortune 100 companies and individuals to deliver targeted programs focusing on resume development, job search strategies, networking, interviewing, salary negotiation skills, and online identity management.



# TVA CSI CHAPTER BOARD AND COMMITTEES FOR FY09

## OFFICERS

	<u>NAME</u>	<u>PHONE</u>	<u>E-MAIL</u>
President	Richard A. Rivin FCSI CCS	455-5800	rivin@clarknexsen.com
Past President	Margaret Chewning FCSI CCS	581-0428	mgcccs@spexresources.com
1st Vice President			
2nd Vice President	Sharon Ashton CSI CDT	362-7982	sharon_ashton@irco.com
Secretary	Calvin Crofford CSI	322-4237	horace.crofford@navy.mil
Treasurer	Debbie Cacace CSI PE	486-5522	dcacace@engineeringandtesting.com
Director 2009	Richard Chipchak CSI	495-0115	DChipchak@aol.com
Director 2009	Thomas Gill Jr. CSI CDT	523-1029	philmontgill@yahoo.com
Director 2010	Eric Guran CSI	502-5592	eguran@cox.net
Director 2010	George Luce CSI CDT	498-4400 Ext 109	georgel@ameinc.biz

## COMMITTEE CHAIRS

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Board Meetings are scheduled for the 3rd Tuesday of each month at lunch time at Friendly's Restaurant, Virginia Beach Blvd and Military Hiway.

Board meetings are open to all Chapter Members .

(757) area code unless noted otherwise

## the small stuff

### The Communicator

Publication of the Tidewater VA Chapter CSI

Editor: Margaret Chewning FCSI

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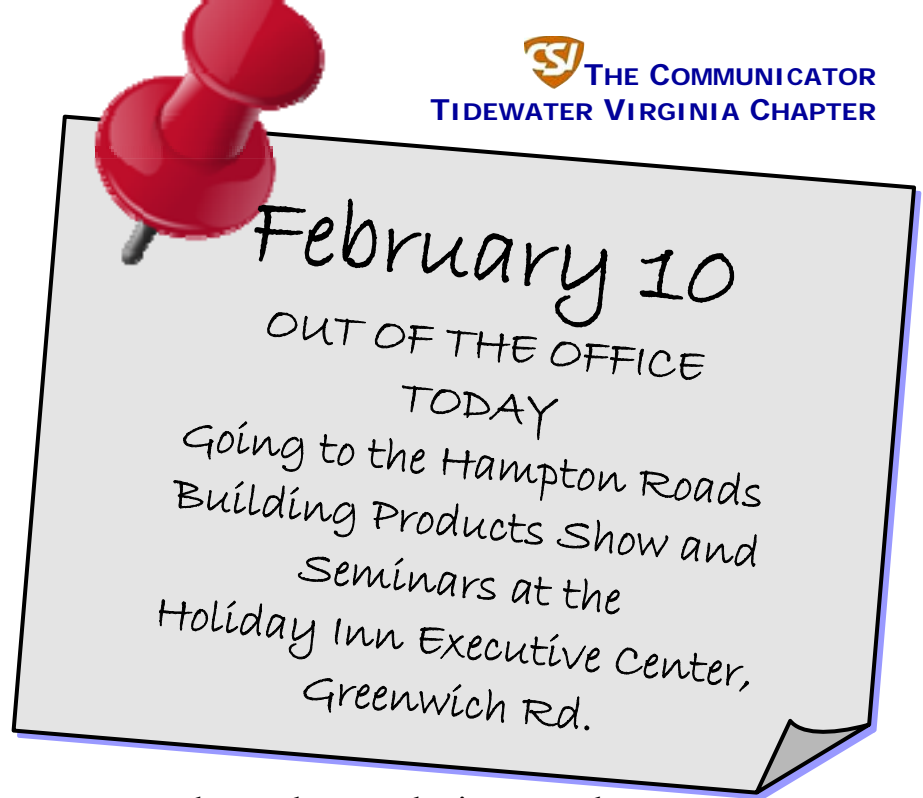
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Founded in 1948, the Construction Specifications Institute is a non profit technical organization dedicated to the advancement of construction technology through communication, research, education and service. CSI serves the interest of architects, engineers, specifiers, contractors, product manufactures and others in the construction industry.



February 10

OUT OF THE OFFICE  
TODAY

Going to the Hampton Roads  
Building Products Show and  
Seminars at the  
Holiday Inn Executive Center,  
Greenwich Rd.

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