

May 2009

Tidewater Virginia CSI Chapter



the COMMUNICATOR

The Construction Specifications Institute

TUESDAY MAY 12 CHAPTER LUNCH AND PROGRAM

STAYING CALM WHEN THE MARKET GOES WILD



Today could be one of the best performing days in the stock market's history.

Or it could be one of its worst days. No one can say for certain what will happen. No one ever has been able to, nor likely ever will.

However, as a long-term investor, you probably know just how volatile and unpredictable the market can be. But how does this affect your portfolio, and what steps, if any, can you take to deal with it?

John E. Sommers, III CSI, Vice President / Investment Officer of Wachovia Securities LLC and a member of the Tidewater VA Chapter will discuss the strategies recommended to help all of us weather the current economical crisis, to help ourselves and our businesses. John is quite familiar with the needs and requirements of the construction industry having been a manufacturer of concrete products prior to retiring to expand his "hobby" of financial investments into a new career.

Come and learn financial strategies that will benefit you personally and professionally as you network with other members of CSI and friends during lunch at the May Meeting of the Tidewater VA Chapter CSI

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LOCATION:

the Clark Room at the Offices of Clark Nexsen
First Floor, East Wing, 6160 Kempsville Circle,
Norfolk, VA

TIME:

11:45 am Registration (come early to network)
12 noon Lunch and Presentation (1 AIA LU)

Lunch Fee:

CSI Members: \$15.00 (includes lunch)
Non-Members: \$20.00 (includes lunch)

RSVP for each meeting so we will have a place waiting
for you!

Leave a message at 757-502-5592 or eguran@cox.net to give
a reservation to pay at the door

No-shows will be billed by mail or check page 7 and fax your
credit card reservation to Debbie Cacace at 757-486-0855 no
later than COB the Friday before each meeting.

Thanks!

Put **June 9** on your calendar NOW for
the **TVA CSI Awards Dinner** at
Ocean View Pier

5:30 pm Networking and Drinks
6:30 pm Dinner





PRESIDENT'S
MESSAGE



**Frequently Asked Questions:
Tidewater VA FY 09 Chapter Awards**



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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.

Start preparing your Tidewater VA FY 09 Chapter award nominations now. Our final meeting of the fiscal year, on Tuesday, June 9th, is the selected time for recognizing those members of our Chapter (**as well as other non-members**), who have made the past year a meaningful one for our Chapter, our Region, and the Institute. Here are answers to some frequently asked questions about Chapter awards:

Q: Who is qualified to nominate award candidates?

A: Qualified nominators include Chapter Officers and Directors, Chapter Committee Members, or any Chapter Member in good standing

Q: What are the Chapter Award Categories?

A: * Certificate of Appreciation – for FY 09 work on the CSI Chapter Board

* Distinguished Service Award – for many years of service to the Chapter

* President's Certificate – for non-members who contribute many hours of service each month to the Chapter

* Certificate of Merit – For Chapter Work over and above that anticipated

* Gary Betts Memorial Exemplary Service Award – New in FY 09, this award recognizes over 20 years of continued service to the Tidewater VA Chapter

* Other – Special category, based on unique ad hoc qualifications

Q: During what timeframe are FY 09 Chapter Awards Considered?

A: The deadline for submitting nominees for FY 09 Chapter Awards is May 15, 2009

Q: Can I nominate an individual or entity for more than one award?

A: Yes.

Q: What should I include in my nomination?

A: Include the contact data for the nominee, along with a written description of the criteria which the Awards Committee should consider in its review.

Q: Where should I send my nominations?

A: Send your nominations to: Don Jernigan (e-mail: donaldjernigan@cox.net)

Please act by the May 15 Deadline!

Cordially,

Richard Rivin, FCSI, CCS, AIA

Chapter President



CONSTRUCT 2009

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Education June 16-19, 2009 Exhibits June 17-19, 2009 Indiana Convention Center, Indianapolis

DOIN' INDY?

by Ralph Liebing, RA, CSI
Cincinnati, OH

You doin' Indy?

About 60 days from now, in Indianapolis, Indiana, the heartland of America there will be a gathering of the faithful, the involved, the dedicated, the loyal, the inquisitive, and -- yea, I'll be there wandering around in sheer awe of the goings on!

Guess it will be like Baltimore or Chicago, but yet different. Smaller venue and changed surroundings—different perspective but the same resolve to greet old friends, talk, eat and venture to new events to see new things. Would guess it will not be Vegas-like although I wasn't there. Should be smaller [more comfortable and real] and with less glitz.

Maybe in the middle land where travel costs are moderate since distances are not so long, there may be a more settled and work-like atmosphere. Oh, I am not dissing what has gone on in other years and other places, but various little birdies around my ear tell of a "different" show [if you permit me the term].

I know for fact that student efforts will see new emphasis and hooray for that. Baltimore was a valiant effort and great results, but those in Indy have new and different plans; seek to raise more interest and expose new directions and results. Perhaps this will be the new level of bar for future student/show efforts and allied yearlong efforts. We'll see!

Some will chase the little white ball; some attend the minor league baseball games [usually those who lives are devoid of higher level professional ball]. Some will stand in open mouth awe at the oval where the 500 is run; some will do Columbus, IN, as most intriguing story of contemporary architecture, unique in concept and execution [some of the best architecture in the country but some of the most celebrated architects of years past].

Many will gather to be "educated in some of the latest information-- BIM, green construction, etc. Others will look to more mundane sessions on contract documents, etc. But each will find something of interest. [Wonder too

what topics didn't make the cut, but that's another story]. What is to be presented will be well done, and informative.

Many will simply "meet and eat" [remember the old radio show of Duffy' Tavern where "the elite meet and eat?"] New electronic friends will suddenly be there, in the flesh, for arm pumping, hand squeezing, and close proximity cheek "kissing". Some will marvel at weight loss; other will be silent on hair lost! But glad hearts all; war stories; traded experiences; mutual interest topics and some of the greatest talk in the world-- and yes, some of it may, just may, involve specs!!

See you there? Hope so! Remember though, some folks around are newer and don't have the lasting, over-the-years relationships, so check out the chest high name tags and find some new names you've heard of-- and approach them. You might come away with new ideas, a new face to remember-- and yet a new, good experience to tuck away-- a gift from Indy!!!

Mid-June----- be there!!!!!!

Early Registration Deadline: **May 14, 2009**

www.CONSTRUCTshow.com

[Download a Schedule of Events \(PDF\)](#)

Earn continuing education credit -- Find new products and solutions -- Network with industry peers -- Build professional relationships

Register by **May 14, 2009** for complimentary exhibit hall admission and discounted education packages. View a full schedule, pick education sessions and register for CONSTRUCT2009 & The CSI Annual Convention at www.constructshow.com.

Discounted CONSTRUCT2009 Hotel & Travel at www.HanleyWoodHousing.com.

TVA Chapter Member News

The MAR-LOS in Gettysburg was an eventful occasion for some members of the Tidewater VA chapter. Rick Rivin, Eric Guran, and Margaret Chewing attended the Region Board meeting where changes to the Region Governance structure is required to accommodate the changes that are occurring at the Institute level. At the LOS Seminars recommendations for leadership and membership recruitment were offered by leaders of the Region.

At the Region Business meeting a call for nominations from the floor to supplement the slate of officers proposed by the Region Nomination Committee was made. No additional nominations were proposed, therefore the slate of officers accepted by the Board on Friday evening were declared for the Executive Committee of the Middle Atlantic Region.

Your FY10 Middle Atlantic Region Board will be headed up by the following:

President:	Ray Gaines CSI CCS, Central VA Chapter
1st V-P	Margaret G. Chewing FCSI CCS, TVA Chapter
2nd V-P	Mike Lechleitner CSI, PA Railroad Chapter
Secretary	Gail Nagie CSI, Pittsburgh Chapter
Treasurer	Linda Pressler CSI CDT, Baltimore Chapter

WELCOME

To the Chapter
Justin Trent of Stroud Pence Associates

Chapter Shirts Celebrating our 45th Anniversary

Did you notice the new CSI shirts worn by the TVA Board members at the HRBPS this year!

We still have a few left available for sale. The men's shirt in a beige color and ladies shirt in blue with a CSI Logo in Copper on the front, indications are they are quite comfortable at a reasonable cost. Contact Tom Gill for more information.

CSI Blog: What is Your Elevator Pitch?

Brent L. Williams, CSI, CDT, of CSI's [Knoxville Chapter](#), is blogging about membership and CSI's mission on CSI's blog! Follow his "[Hit Any Key](#)" postings at [blog.csinet.org](#). Below is one of his latest postings.

Can you distill your feelings for the Institute into a micro statement, a tiny sound byte that allows you to describe CSI to another professional in the community? What is it that keeps you involved, excited and driven to be actively involved in the Institute?

How do I know that you're involved? That you even care? Because you are reading this post. If you didn't care or didn't want to be involved in the future of this Institute, you wouldn't be wasting the time to even find this somewhat obscure blog with its somewhat myopic focus and read this entry.

So now that we've determined that you care, and if you've been absorbing my posts at all, you realize that I hammer things like efficiency, simple communications and evangelizing the community about the Institute. I preach about using social media to grow your circle of influence and reach out to a larger audience. I encourage the use of visual electronic media because it leverages the power of the individual.

Why do I focus so much on things that that encourage people to connect? Because I believe in the mission of the Institute and it has become a personal passion to see that we revitalize the mission. Our mission was what drew the corps of like-minded professionals together in the early days of the Institute, and articulating that very same mission using the accumulated horsepower of our membership will be the force that brings the Institute back to its rightful position: being the communicator of excellence in the construction community.

We begin this journey simply by reminding every member of our Institute that a flock begins with a single bird. One that has the vision and foresight to take off toward a better situation, even if the particulars of that situation may be unclear. Soon, others join in, drawn by the possible opportunities, the thrill of the journey or simply because they've grown tired of the current situation. It's not hard...you simply take wing and do what has always come naturally to CSI members. You educate. You encourage. You share excellence and make it clear



MARC '09

CSI MIDDLE ATLANTIC REGION CONFERENCE

www.MARC09.com

For sponsorship information contact Ray Gaines:
434.979.5245 | rgtect@thegainesgroup.com

OMNI Hotel | Charlottesville, VA | October 8-11, 2009

Central Virginia CSI is pleased to announce that registration for the Middle Atlantic Region CSI Conference is now open (<http://www.marc09.com/register.html>).

Please join us for this outstanding event on Columbus Day weekend, October 8-11, 2009. The conference will explore the topic of "Sustaining Mr. Jefferson's Legacy: Designing for the Future." We have a packed schedule of fun events, family friendly outings, hard hat tours, and technical education sessions scheduled for October 8th - 11th that will feature the contractors, architects, owners, specification writers, industry leaders, and certification experts that are changing the way construction happens.

We hope you will join us at The University this fall in Charlottesville, Virginia. Raymond E. Gaines, AIA, CSI, CCS Central Virginia CSI Conference Chairman P.O. Box 6513 Charlottesville, VA 22906 (434)979-5245 rgtect@thegainesgroup.com

that you prefer to only associate with members of the community that are willing to make excellence a priority as well.

Some will chose not to make the trip. They're too old, they're too tired, they don't understand why the journey is even necessary in the first place and most of all, they don't care. The sit in place and grumble at the "arrogance" of the ones heading out. Truth be told, most of them will perish for their stubbornness. Those that manage to survive will have to endure the awful torture of listening to the endless stories of fun, adventure and good times shared by the flock upon its return the following spring.

So are you willing to soar? Or are you one that prefers to be left alone...and behind?

The Institute is on the cusp of a new day of leadership within the construction community. In order to become a leader, you simply must be in touch with your personal passion. Be it design, product representation, technical matters, communication or any of the myriad skills we share as an Institute, you simply have to know what it is that gets you out of bed and going in the morning, and you need to take a minute to polish how you would explain that to someone that has no idea of what you do.

That's the elevator pitch. A 45-second (or less) sound-bite that tells them who you are, what you do, what you are the very best at and, most of all, WHY your personal passion is important to the community. A quick description that you can deliver in the time it takes an elevator to climb a few floors. Know your pitch, practice your pitch then use it at every opportunity.

Why? It's good for your career, your reputation, your future and your Institute.

If you're interested in blogging for CSI, or you have another web-related question, contact CSI Web Content Manager Joy Davis, CSI, CDT, at jdavis@csinet.org.



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-

May

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

June

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

July

- 11 Chapter Board Retreat for FY10 planning Clark Room, CNA Offices.

September

- 8 Chapter Meeting - Lunch and Program

October

- 8-10 MARC 09 in Charlottesville VA
- 13 Chapter Meeting - Lunch and Program

Next Month's Meeting

OCEAN VIEW PIER for DINNER

Join your fellow chapter members and friends at the Ocean View Pier in Norfolk to celebrate achievements of and contributions of our members and friends. Last year's dinner was great and we expect Mr. Boone to do no less for us this year. The Frog will be back cheering everyone on with maybe a round or two. See you there!

Set your Calendar for all of these meetings!

SEE YA'LL THERE!

The Chapter can now take Credit Card payments for Meetings and for Seminar fees

As a service to our members, the Tidewater VA Chapter has set up an account to allow us to take credit card payment for lunch meetings and other events such as reservations for the Hampton Roads Building Products Show. If you wish to reserve your seat for our Chapter meeting you can fax the form below to Debbie Cacace at 486-0855 and we will have a plate waiting for you.

Tidewater VA Chapter CSI

Credit Card Charge

Payment Information	Chapter Meetings: \$15 each for CSI members and guest \$20 each for non- CSI Members
NAME	Total AMOUNT \$ _____
Guest: Yes [] No [] _____	Event:
COMPANY	" VISA " MASTERCARD
ADDRESS	CARD NUMBER EXP DATE
ADDRESS	V-CODE (3-DIGIT NUMBER ON BACK OF VISA/MC CARD)
CITY STATE ZIP CODE	
TELEPHONE FAX	SIGNATURE



Tips for Using CSI to Find Your Next Job

CSI's unique membership network offers a cross-disciplinary mix of construction professionals. Through CSI, owners, facility managers, architects, engineers, specifiers, contractors, sub-contractors, product reps and manufacturers come together.

That's good news if you're looking for a job.

Below are some tips for using CSI if you're looking for a job, or think you might need to start looking in the next few months. Here are [additional tips](#). CSI members with other ideas are urged to post them in [CSI's forums](#).

People Join CSI, Not Companies

Remind your colleagues and the people in your network that CSI is an individual membership organization. Companies don't join CSI, people do. When those people are between jobs, they're still CSI members, and welcome to attend their chapter meetings to network, and to use their CSI membership discount on the [CDT program](#) and other resume-enhancing education. Never joined a chapter? Call CSI Member Services at 800-689-2900 for information about adding a chapter membership to your national membership.

Changing Jobs?

Update Your CSI Contact Information

Remember to update your contact information with CSI. Your membership is attached to you (even if your former employer paid for it). To update your contact information online, log in at www.csinet.org and look for "Modify Your Profile" in the login box. Or contact CSI Member Services at csi@csinet.org or 800-689-2900.

Hot Jobs in the CSI Career Center

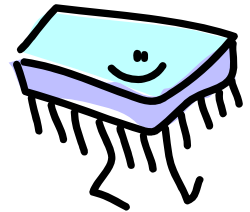
CSI's [Career Center](#) posts new openings in the construction industry every week! Visit the [Career Center](#) to learn more about these jobs.

Use CSI to Get Your Name Out There!

Recruiters are cruising the web looking for the perfect hires. HR managers are Google-ing names as they sift through resumes. Give these people something to find: comment in a [CSI forum](#), write a [blog entry](#) for CSI, write an article for CSI's [Construction Specifier](#) – do something to get your name out there. CSI membership is a valuable tool in you job-hunt arsenal. Use it!

Spring Cleaning: Clean Up Your Member Profile!

It's that time of year again! Make sure your member profile is up to date.



Verifying the information listed in your member profile is easy! Here's how:

1. Go to www.csinet.org and login. (If you don't know your username and password, or have trouble logging in, contact [CSI Member Services](#).)
2. Under the "Welcome" box select "Modify Your Profile."
3. Review your contact information. Don't forget to check the tabs at the top. Under the "Supplemental Tab" you can verify your contact preferences. Make sure that "Do Not Email" is not marked so you'll receive important communications and updates from CSI!

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Curmudgeon's Corner; Stimulus package



by Sheldon Wolfe, RA, FCSI, CCS, CCCA

taxes; plural of taxis: movement of an organism in response to a stimulus

One of the side effects of the recent reorganization of the Institute Board of Directors is that Institute Directors are no longer required to visit the chapters in their regions. Region officers will take on the responsibility for chapter visits, and the expense of those visits will now be borne entirely by the regions.

If you know how regions are funded, you can skip the next few paragraphs; if not, you might be interested in where regions get their money, especially as a reorganization of our dues structure is in the making.

At the moment, regions get money from their respective chapters through an assessment. Each region decides how much money it needs to operate, then divides that amount by the number of chapter members to get an average cost per chapter member. Each chapter is then invoiced for its share of the expenses, the amount being determined by multiplying the number of members in the chapter times the average cost per chapter member.

If, for example, a region with 2,000 chapter members needs \$20,000, the average cost is \$10 per chapter member. A chapter with 100 members will be assessed \$1,000, and a chapter with 200 members will be assessed \$2,000. Finally, each chapter in that region bases its dues on its operating expenses plus the amount of the region assessment.

In reading the above explanation, the astute reader will notice that instead of referring simply to "members", I used the term "chapter member" - but not "region member". Obviously, a member of a chapter also is a member of a region, so isn't a region member automatically a chapter member? No! It is possible to be an Institute member and not be affiliated with any chapter.

There is good reason for allowing at-large membership; many members are so far from the nearest chapter that they would receive no significant benefit from chapter membership. However, even though non-affiliated members are region members, they contribute no money to the region. Remember, regions get their money by assessing *chapters* based on their chapter membership.

So a few members don't pay into the regions, what's the big deal? You might be surprised how many non-affiliated members we have; the North Central Region, for example, has about 170. At \$8 per member, that's \$1,360 the region doesn't have for its programs. Another problem regions have faced is late payment of assessments by their chapters. Even when chapters eventually catch up, as most do, late payments affect cash flow and planning. Both of these problems can be solved by collecting money for the regions along with Institute and chapter dues.

The Institute Board recently approved a Region Allocation Program (RAP) that will address all of these issues. Briefly, Institute dues will be increased by seven

percent, and that seven percent will go directly to regions to support region activities. For professional, industry, and associate member, the increase will be \$15, intermediate members will see an increase of \$7, and students will pay \$2 more.

The result of the allocation will vary from one region to the next, as each region determines its own activities, budget, and means of generating income. Region assessments currently range from \$6.00 to \$22.50 per member, with most set at less than \$10.00. Ignoring everything else, those regions with assessments of less than \$15.00 will receive more money than before, and those with assessments greater than \$15.00 will not receive as much. (The net difference realized by the regions will be slightly less, as regions no longer will benefit from use of the Institute Directors' travel allowance.)

Only the Northeast Region has an assessment greater than \$15.00, so the new plan is essentially a stimulus package for regions. The RAP does not prevent regions from continuing to assess chapters, so the Northeast Region is still able to collect money needed to fund its activities. Ideally, regions will reduce or eliminate chapter assessments, but that decision is in the hands of the regions.

Similarly, if a region does eliminate or reduce assessments, each of its chapters will then be able to reduce its chapter dues, thereby offsetting at least some of the basic dues increase. Again, that decision is left to the chapters.

I suspect at least a few members are asking, "Didn't we just have a dues increase?" Institute dues were last increased in July 2006, from \$210 to \$220. The accompanying table shows how much membership dues have increased in the last dozen years. Since 1997, when Institute dues were \$155, this will be our fifth dues increase.

The following table shows the year and amount of each dues increase, and the amount the dues would be if they increased at a rate of four percent per year.

Year	Dues	4% incr
1997	\$155.00	\$155.00
2002	\$180.00	\$188.58
2003	\$195.00	\$196.12
2005	\$210.00	\$212.13
2006	\$220.00	\$220.61
2009	\$235.40	\$248.16

Even though inflation has been closer to three percent, Institute dues have been relatively constant for the last decade.

The question now is one we've been hearing a lot lately; "How will the stimulus money be spent?" I trust that our regions, which soon will enjoy more income than ever before, will provide a better answer than the Feds.



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

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By-Laws	Debbie Cacace CSI PE	486-5522	dcacace@engineeringandtesting.com
Certification	Margaret G. Chewning FCSI CCS	581-0428	mgcccs@spexresources.com
Convention	Kevin Casey CSI	428-5380	kevin_casey@mcgraw-hill.com
Publications – Web	George Luce CSI CDT	498-4400	georgel@ameinc.biz
Publications —Newsletter	Margaret Chewning FCSI CCS	581-0428	mgcccs@spexresources.com
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Nominating	Past President's Council		
Product Show	Southgate Leigh CSI CDT	640-1450	sleigh@lightstyles.com
Programs	Tom Gill CSI CDT	523-1029	philmontgill@yahoo.com
Technical	Mike Bumbaco CSI	619.8580	Msb23454@aol.com

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

Edition - 09-10

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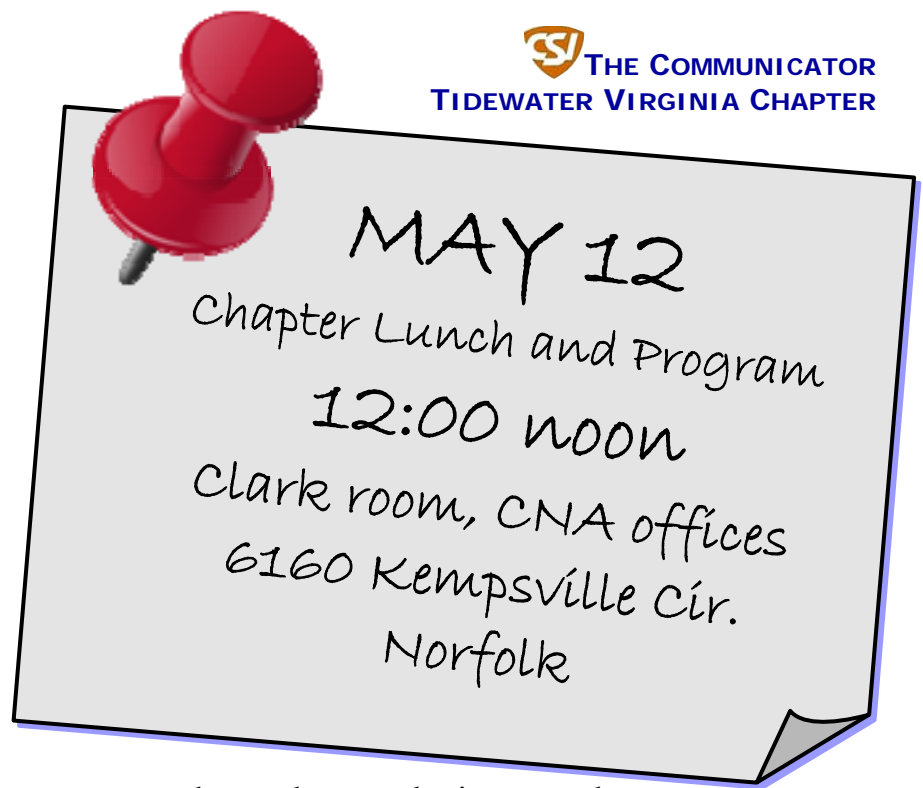
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Founded in 1948, the Construction Specifications Institute is a non profit technical organization dedicated to the advancement of construction technology through communication, research, education and service. CSI serves the interest of architects,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



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Please post and/or pass on to others who may be interested.