

PRESIDENT'S ADDRESS



Fellow GLR Members,

My year has come to a close, and it has been a lot of fun. Thank you! While our first Region Leadership Conference under the new direction of the Education Chapter Leaders was the highlight of my year, but at the June board meeting, the GLR supported the motion to fund a new member growth incentive called the CHAPTER CHALLENGE. The Region allocated over \$37,000 to support this membership drive, which starts at the Chapter level. The CHAPTER CHALLENGE is intended to, not reinvent the wheel, but to simply give some direction to the Chapter membership as a whole.

The Region is asking the Chapter membership to get involved with not only bringing in new professional members, but embracing them once they join. All too often we hear from new members that they were never recognized or invited to participate. Some of us think those are crazy complaints but it happens too often. The basis of the CHAPTER CHALLENGE is to pay for the Institute dues for professional and emerging professionals for new members (renewals and industry members not included).

The CHAPTER CHALLENGE asks that the Chapter literally write a check for the Chapter dues (which will be reimbursed by the Institute, as usual). Thus, there is no cost for the new member. CHAPTER CHALLENGE asks that your Chapter create a temporary adhoc CHAPTER CHALLENGE (CC) committee. The CC committee should not be a committee of one. The CHAPTER CHALLENGE Chair (CCC) along with the President and Chapter Membership Chair will select a number of committee members, referred to as Ambassadors. This committee will select professional firms (Targets), contact the principals for an appointment, meet the principals, explain the CHAPTER CHALLENGE, invite the targets to select from their employees (Candidates) who they would like to see as members of your Chapter, meet with the Candidate, and let them know he or she has been selected by their boss to be a member with no cost to her or him. The Ambassador will assist in filling out the application (no electronic submissions accepted). One this task is completed, make copies of the application and distribute to all pertinent committees in your Chapter, including but not limited to the following: The President, the Membership Chair, Newsletter Chair, Meeting Arrangements, various Key Committee Chairs, and even your local dog catcher if you want. Present the application and the check to the CHAPTER CHALLENGE Coordinator, Elizabeth Woodrow, using the FedEx label located in the last tab of the CHAPTER CHALLENGE binder.. She will have the Region Treasurer write a check for the Institute dues and process the rest of the application. Upon Receipt, the CC Coordinator will send a welcome letter to the new member, copying the Chapter President, Membership Chair, and CHAPTER CHALLENGE Chair.

That's it! Super Simple! One limitation: Each Chapter's goal is a maximum of 10 new members! That is 130 new members! The goal is to have these new members by Christmas!

Then, the Chapter takes over with the most important part of this program: The CHALLENGE. The Challenge is to receive 10 new members into your Chapter, integrate them, make them feel as comfortable as you do, and get them involved.

The CHAPTER CHALLENGE program is not intended to replace the activity of your membership committee. It is an incentive program target at the professional firms or professional or emerging professional members only. We think the Chapters do a great job bringing the industry folks into the Chapters so no incentive there is needed. The purpose of the GLR entity is to serve as the liaison between the Chapters and the Institute, but more importantly, it is to work with the Chapters to create and develop leaders in the within the Chapters. The CHAPTER CHALLENGE program was created over 10 months ago and took most of last year to get it approved, vetted, and beta tested. If you want to know how well it works, contact the Grand Rapids Chapter who already have five or six new members or Louisville has three. Each month in the GLR Newsletter, we will be publishing a list of successes by Chapter. Let's make your Chapter be in first place! For more information contact your Chapter President; the CHAPTER CHALLENGE Chair, Elizabeth Woodrow; or me.

Respectfully,

Ken Schmidt
GLR President

GREAT LAKES INSTITUTE DIRECTOR'S MESSAGE

Getting ready for the June Board Meeting in Leesburg, Virginia, it occurred to me that I have been your Director of the Great Lakes Region for almost a year. The time had rapidly flown by. I have another year of being Director ending June 2019, unless I decide to be nominated again. More on that later.

Highlights of the year for me include the Institute Board Meetings at Alexandria, Virginia; Providence, Rhode Island at CONSTRUCT; Amelia Island, Florida; and planning for the next meeting in Leesburg. I see many signs from Institute that the CSI Member Experience is slowly improving. The new Region Website is a delight to use. Try it if you have not yet. Join a CSI Community to join the discussions of many issues relevant to the Construction Industry.

Other highlights of this past year were the Region Caucus at CONSTRUCT, Day at The Races in Louisville, KY, attending the 60th Anniversary Celebration of the Columbus Chapter, and the Region Conference in Indianapolis, IN.



Jack Morgan, Institute Director

Congratulations to the Grand Rapids Chapter for celebrating their 50th Anniversary as a Chapter.

I want to give Ed Brown of the Indianapolis Chapter a word of praise for being an Institute's Director at Large on the Institute Board. The Great Lakes Region is proud of his contributions and participation in this important position. His term ends June 30.

I will have highlights of the June Institute Board meeting next month.

Drop me a line or call about anything CSI

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AROUND THE REGION

Advertising - Louisville Chapter

The Louisville Chapter is currently soliciting for advertisements for their Newsletter. The ad will appear in 12 issues and will be electronically distributed to all Louisville Chapter members and over 1,000 email recipients. The ad will be the size of a business card for the price of \$50.00 each. Anyone interested in placing an ad should make checks payable to Louisville CSI and send them to Mr. Dale Curth, AIA.CSI, 620 S Third St Ste 601, Louisville KY 40202.

Region Caucuses

Region Caucuses will be held on Wednesday, October 3, 2018. Final details will be forthcoming.

Indianapolis Chapter

The Indianapolis Chapter's CSI Education Foundation will be having its second annual Aim High for Education sporting clays tournament on Monday, July 23, 2018 from 12:00pm to 4:00pm at the Indiana Gun Club located at 14926 E 113th St, Fortville IN. See their website for more information and/or to register

<http://indianapolis.csinet.org/Functional-Menu-Category/Upcoming-Events/2nd-Annual-Aim-High-for-Education.html>

CERTIFICATION QUIZ ANSWERS
ANSWERS: 1. - b [PDPG 6.7.3]*; 2. - c [PDPG 2.2.2]*; 3. - b [PDPG 14.1.2]*; 4. - c [AIA A201 3.9.3]*;
5. - d [PDPG 12.4.1.1]*
*PDPG First Edition (June 2018, GLR Newsletter Electronic)

CERTIFICATION QUIZ

1. If the Construction Budget of a 50,000-square -foot project is \$5 million based on \$100 per square foot, it is an example of which method of preparing the budget?:

- A. Unit Price
- B. Cost per Measured Unit
- C. Systems
- D. Component Cost

2. It is not uncommon for a Public Owner to dictate the design and construction process for the different delivery methods. Which of the following are examples of this?:

- A. Which financial institutions will provide bonding for the Contractor financing
- B. AHJ submittal requirements
- C. How the A/E's Construction Administration and the Contractor's Project Management will be conducted
- D. How safety will be controlled on the Project site

3. True or False: The Facility Manager should not be involved in project closeout because the Facility Manager is not a party to the Construction Contract:

- A. True
- B. False

4. The Contractor's Superintendent:

- A. Cannot be changed without Owner's consent
- B. Communication is as binding as if given by the Contractor
- C. All of the Above
- D. None of the Above

5. Which of the following is not a Mobilization and Start-up cost?:

- A. Transportation
- B. Installation of temporary facilities
- C. Protection between stages of work
- D. Royalties, licenses, and fees

Answers with source info can be found at bottom of Page 2.

GREAT LAKES REGION CHAPTER CONTACTS & MEETINGS

Chapter	President	Email	Meeting Date	Meeting Location	Meeting Time
Akron-Canton	William Ahern	wahern@fmdarchitects.com	Third Thursday	Varies	5:00 pm
Blue Grass	Scott Noel	snoel@n3dgroup.com	Third Thursday	Common Ground Coffee	12:00 pm
Cincinnati	David Edwards	dedwards@erlangerhardware.com	Second Wednesday	Old Montgomery Inn	Varies
Cleveland	John Workley	john.workley@vocon.com	Third Wednesday	Varies	Varies
Columbus	Jerry Stickler	barney5636@yahoo.com	Second Monday	Boathouse Restaurant	11:30 am
Dayton-Miami	Randall Fox	rfox@agcofdayton.com	Third Tuesday	Varies	Varies
Evansville	Mike Vannatter	mikevannatter@sigecom.net	Second Thursday	Varies	Varies
Grand Rapids	Charlie Appleby	applebycharlie@mwacrs.com	Second Thursday	84th Street Pub & Grille	6:00 pm
Indianapolis	Gene King	gene@merlinking.com	Third Thursday	Willows on Westfield	5:30 pm
Lansing	Allen Ludwick	ludwick@mayottearchitects.com	First Tuesday	Mayotte Architects	Varies
Louisville	Julie Eckert	julie.eckert@tarkett.com	Second Tuesday	Varies	Varies
Metro Detroit	Elise Love	elove@wje.com	Second Tuesday	Varies	5:00 pm
Toledo	Gerald Marquette	jmarquette@hansonmarketing.com	Third Wednesday	Scrambler Maries	7:00 am

2019 GLR SPONSORSHIP OPPORTUNITIES

SPONSORSHIP PACKAGES

- **Gold Level Sponsor - \$2,500 (one available)**
 - Name on signage
 - Registration Table
 - Awards Dinner Entry Sign
 - Classroom Signage
 - Two free conference registrations
 - Name (company logo) on Website
 - Name announced at Awards Dinner
 - Logo on “Agenda/Schedule Page” of conference program
 - Logo looping on screen before Lunch and Awards Dinner
- **Silver Level Sponsor - \$1,500 (two available)**
 - Name on signage
 - Registration Table
 - One free conference registration
 - Name (company logo) on Website
 - Logo on “Agenda/Schedule Page” of conference program
 - Logo looping on screen before Lunch and Awards Dinner
- **Bronze Level Sponsor - \$750 (four available)**
 - Name on signage
 - Registration Table
 - Name (company logo) on Website
 - Logo on “Agenda/Schedule Page” of conference program
 - Logo looping on screen before Lunch and Awards Dinner

ONE-OFF SPONSORSHIPS

- **Awards Dinner Sponsor - \$200 (five available)**
 - Logo on tent card on each table
- **Lunch Sponsor - \$150 (five available)**
 - Logo on tent card on each table
- **Breakfast Sponsor - \$100 (two available)**
 - Logo on tent card at breakfast buffet
- **Training Session Sponsor - \$150 (two available per class)**
 - Logo looping before start of class
- **Hospitality Suite Sponsor - \$500 (three available)**
 - Signage in hospitality suite
 - Recognition in program next to hospitality suite line item
- **Gift Bag Sponsor - \$250 (four available)**
 - Logo on card in gift bag

EVENT BROCHURE ADVERTISING

- **Back Page**
 - Full Page - \$500
 - Half Page - \$350 (only if full page has not been purchased)
- **Inside Cover**
 - Full Page - \$500
 - Half Page - \$350 (if full page has not been purchased)
 - Quarter Page - \$200 (if full page has not been purchased)
- **Non-Specific Ad Locations**
 - Half Page - \$275
 - Quarter Page - \$150
- **Brochure Print Cost Sponsor - \$500**
 - Sponsor will have logo and tagline on inside cover

Anyone interested in any of these opportunities, please send inquiries to:

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