

PRESIDENT'S ADDRESS



To all the Great Lakes Region CSI Members,

Back in August I submitted an article regarding the definition of Value Engineering means to each of us. I then finished the subject comparing quality toilet paper to no-brand generic and having the reader decide what is the best choice when it come to true material performance. That being said, I recently had another abuse of my career choice that I have to get off my chest.... TIME!

Let me set the stage as a trusted product representative...

I was called to a small architectural firm to review plans, go over details and assist with product choices and aesthetics for a high-profile building for a very high-profile client. Between the architect and I, I would wager at least four hours of phone conversations to discuss this project. And now a trip to this firm included a several hour one-way drive and an overnight stay. Par for the course in my line of work and I agreed to meet.

I spent the night prior to our meeting in a ½ star hotel with poor water pressure and a feral cat outside my room that whined as soon as I turned off my lights. The next morning, I arrived at the architect's office only to find out that he is running late... approximately 2 hours late. So, I waited. When he arrived, he informed me that he forgot about our appointment and was not prepared for our meeting. But, since I was there, he would do the best with what he had.

Seven hours later I was certain that we had completed the tasks he required; basis of design specifications, drawings, testing data, materials, quantities, coatings and even a custom attachment detail that he had been worrying about since the beginning of the project... we nailed it! The last part of the puzzle was to work with the to be selected general contractor and place the order. I drove the long road home that evening proud of the work we had done and confident that a nice size project would be put on my sales list.

So, I waited... and waited some more. Messages were left on voicemail; emails were sent to the Inbox. Weeks and weeks I waited for any information about who the selected supplier was. Finally, I had enough and I drove there to get any information I could.

I arrived at his office about 2pm and as I was getting out of my car, he was leaving the office. Seeing me, he greeted me like an old friend. "I've been meaning to get back with you, been really busy. That project we worked on was awarded to (enter competitor's name here). They were much cheaper than you according to the general contractor. My secretary has all the information... I gotta go. Thanks for dropping bye!" And off he went.

So, I had a conversation with the receptionist and looked over the approved product submittals. Just like back in August's article, this manufacturer was not even on the list. The gage of material was thinner, the coatings were sub-par for environment, the profile of material submitted completely changed the look of the design intent and the attachment detail that he was so worried about penetrated the barriers that are supposed to be intact to protect the building! Needless to say, it was a long drive back home.

I'm not bitter... not one bit! You win some and you lose some. But, please be conscious of people's time and input. Quality and integrity are not always indicated on the bottom line of a quote proposal, so communicate.

So, when he calls again... and I know he will, I will provide quality work to make the project right. Right?

Again, ramblings of a trusted product representative!

Michael Rathburn, CSI
2019-2020 Great Lakes Region President
District Sales Manager - CENTRIA
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GREAT LAKES INSTITUTE DIRECTOR'S MESSAGE

The CSI Year is marching forward. Football ended with an exciting Super Bowl, basketball is in full swing, and spring training in baseball starts this month. Preparations are in full swing for the Spring GLR Conference April 23 -25, 2020, in Covington Kentucky. Registration for the Conference and for the hotel will be opening soon.

Consider running for a GLR Office this Spring (President-Elect, Vice President, Treasurer, or Emerging Professional) or run in one of your chapter offices that are up for election. Doing so assures the GLR Region and local chapters will remain strong with new leadership. Contact Edmund Brown ebrown@guidondesign.com of your interest in any of the region positions. Step up to assume one of these positions and improve your professional career with your leadership skills.

I have returned from the Institute Board Winter Board Meeting in Pasadena, CA. Last month I noted several accomplishments. Below are some additional items of note:



Jack Morgan, Institute Director

- A new Membership Dashboard will be unveiled this Spring. The existing Leaders membership data will be upgraded to a program that is more easier to use and will feature enhanced graphics. Look for training on this platform.
- Spring Certification Exams are slated for May and June this Spring. Registration opens on February 19, 2020. Many of the Region's Chapters are already in session or soon will be for CDT Exam Prep. Information can be found at the Institute Website: www.csiresources.org.
- CDT, CCS, and CCS Certifications will be available for examination this Spring. Currently, CCPR is being analyzed for examination later.
- An updated PDPG – Edition 3 will be available by June 2020. This will be accompanied with updated Instructor Materials of the CDT Exam.
- Updated PSPG (CCS) will be available by Fall 2020. PCPG (CCCA) will available for Spring 2021.
- The Dynamic Chapter Program (DCP) past coaching sessions are available on the Institute Website 24/7 for resources of how you can plan more exciting Chapter Programs. Many highlights of successful chapter program promotions are included.
- Interested CSI Members have submitted their nominations to the Nominations Chair for three positions on the Institute Board: Board Chair Elect, Treasurer, and Director at Large. The final nominees will be posted to the Institute Website to be voted on in the General CSI Election scheduled in March.

I will have additional items next month.

As Institute Awards Chair, I will be hosting a presentation on the Institute Honors and Awards that are up for nominations this year. Date to be announced. The *2020 Honors and Awards Guide* will be released this month. The *CSI Weekly* will have several articles discussing the various Institute Honors and Awards to help promote interest. The deadline to submit the various Honor and Award Nominations is May 28, 2020. The Outstanding Chapter Commendations (OCC) will be due July 13, 2020. Judging for the various Awards will be done by the Institute Awards Committee after the Nominations have been submitted. Judging for Fellowship Nominations will be done by the Jury of Fellows. This is CSI's way of rewarding those in your Chapter or Region who have gone "up and above" and shown they deserve an award.

Drop me a line or call about any praises, concerns, or questions about CSI.

Thanks!

Jack

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Great Lakes Region, CSI – Institute Director

CERTIFICATION QUIZ ANSWERS
ANSWERS: 1. - b [PDPG 11.2.2]; 2. - b [PDPG 13.7]; 3. - b [PDPG 14.2.1]; 4. - a [PDPG 15.11.2.3];
5. - b [PDPG 16.8.2];
*PDPG Second Edition (March 2020, GLR Newsletter Electronic)

**CSI COLUMBUS & CSCC CONSTRUCTION MANAGEMENT
PRESENT
CDT BOOT CAMP SPRING 2019
SATURDAY, APRIL 18, 2020 8 AM - 3 PM**

Davidson Hall Room 229
Columbus State Community College
550 E Spring St, Columbus OH 43215

SCHEDULE

7:30 - 7:59 AM	Registration
8:00 - 8:05 AM	Welcome and Introduction, CDT Exam Candidate Booklet
8:06 - 8:50 AM	Fundamentals
8:51 - 8:59 AM	Break
9:00 - 9:51 AM	Project Concept, Delivery & Design Process
9:51 - 9:59 AM	Break
10:00 - 10:59 AM	Construction Documents 1
11:00 - 11:45 AM	Lunch (on your own)
11:45 - 12:35 PM	Construction Documents 2
12:36 - 12:44 PM	Break
12:45 - 1:35 PM	Procurement & Preconstruction
1:36 - 1:44 PM	Break
1:45 - 2:35 PM	Construction, Life Cycle, and Operations & Management
2:36 - 3:00 PM	Open Forum & Feedback

RSVP - seating is limited to first 20 attendees. A donation of \$75 is requested with 100% going to the CSI Columbus CSCC Scholarship fund. Make checks payable to: CSI Columbus and mail to: CSCC Construction Management, DH 205, PO Box 1609, Columbus OH 43216-1609.

Questions? Contact Dean Bortz, CSI, CDT, CCPR

614-287-5033 dbortz@cscce.edu

AUTUMN 2020 CDT BOOT CAMP - SATURDAY, OCTOBER 17, 2020

**The TOP TEN reasons to attend
the Great Lakes Region Conference.
April 23-25th 2020**



1. **Chapter Presidents** are Directors of the Region Board.
Required to attend the annual board meeting as a voting member/send a proxy.
2. **New Chapter Officer Leadership Training**
Recently Elected Chapter Officers. Get training to be the best you can be.
3. **Share Best Practices.**
Officer, Committee or General member- See how other chapters celebrate success.
4. **Leadership Training.**
Industry best practices benefit everyone.
5. **Fun, Fun, Fun.**
Zoo Tours. Ball Games. Shopping. Building Tours. Host Chapter events focus on fun.
6. **New to CSI?**
Find out what the Region is all about
7. **Get an Award!**
Comprehensive Awards program- submit and show off!
8. **See the Host City**
Come see the host city. Experience it with someone who lives in the area/show you all the best places!
9. **See old friends.**
One of the best things is seeing good friends from year to year.
10. **Meet New People.**
One of the best things is meeting new people from year to year.
11. **Vote!**
The Region has one face to face meeting each year.
It happens at the Region Conference.
Come and let your voice be heard.

2020 GREAT LAKES REGION CONFERENCE

When is the Great Lakes Region Conference?

April 23-25, 2020 – Cincinnati, Ohio

Where is the Great Lakes Region Conference?

- **Radisson Hotel Cincinnati Riverfront** - From its convenient location in Covington, KY, the Radisson Hotel Cincinnati Riverfront offers an impressive view of the Ohio River and the Cincinnati skyline. Take a 10-minute trip over the river and into downtown Cincinnati to cheer on the Cincinnati Reds or marvel at the masterpieces at Cincinnati Art Museum. You can also stroll to nearby Main Strasse Village to enjoy a variety of German shops and restaurants.
- **Cost: \$129.00 per night plus taxes** for the CSI reserved block of rooms.

How do I Register for the Great Lakes Region Conference?

CLICK HERE FOR COMPLETE CONFERENCE INFORMATION, TO REGISTER FOR THE CONFERENCE, AND TO RESERVE YOUR HOTEL ROOM.

How much does it cost to attend the Great Lakes Region Conference?

- Full Conference - \$175.00 (full conference registration includes all the options below for ONE PRICE.)

Can I choose to attend just one event instead of attending the entire conference?

YES.

We have designed Friday as our Education Day. Pick the CEU or the Product Rep Academy tracks and receive personalized instruction.

- Product Rep Academy - \$100.00
- CEU College - \$75.00
- Companion Program - \$120.00

Is it too late to be a Sponsor?

No- We still have many opportunities for sponsorships and advertising. Purchase and pay for your sponsorship or advertisement on line or register on line and bypass payment to pay by check. Go to <https://csincincinnati.org/meetinginfo.php?id=15&ts=1582082965#Sponsorship> to see the sponsorships and advertising available.

Is there a Trade Show or Table Top Opportunities?

No. This is a Leadership and Awards Conference designed to provide CSI Great Lakes Region members with Chapter and Industry training and best practices sharing.

Why would I want to sponsor this event?

Chapter and Industry Leaders from 4 states will be attending. Show your support of CSI and get your name in front of the Region Leaders.

Who are the Major Sponsors for this event?

Our Current Medal Sponsors



Don't miss this opportunity to get together with other members of the construction industry for leadership development, education, networking, and fun. The 2020 CSI Region Conference is a two day event that includes a Product Rep Academy, Chapter Leadership Forums, a CEU College, awards banquet, plus a companion program for those traveling with attendees. We invite you to take advantage of this opportunity and visit the beautiful Queen City!

It's time for the 2020 CSI Great Lakes Region Conference!

April 23-25, 2020 - Cincinnati OH

[CLICK HERE FOR COMPLETE CONFERENCE INFORMATION, TO REGISTER FOR THE CONFERENCE, AND TO RESERVE YOUR HOTEL ROOM!](#)

Schedule At-A-Glance:

Thursday, April 23, 2020

- Registration Opens
- Hospitality Suite for Full Conference and Companion Attendees

Friday, April 24, 2020

- Product Representative Academy
- Chapter Leadership Forum
- CEU College - Four CEU Presentations
- Companion Tour
- Awards Banquet

Saturday, April 25, 2020

- Great Lakes Region Annual Meeting/Board Meeting

Registration Options and Costs:

- Full Conference - \$175.00
- Product Rep Academy - \$100.00
- CEU College - \$75.00
- Companion Program - \$120.00

Event Location and Lodging

- **Radisson Hotel Cincinnati Riverfront** - From its convenient location in Covington, KY, the Radisson Hotel Cincinnati Riverfront offers an impressive view of the Ohio River and the Cincinnati skyline. Take a 10-minute trip over the river and into downtown Cincinnati to cheer on the Cincinnati Reds or marvel at the masterpieces at the Cincinnati Art Museum. You can also stroll to nearby Main Strasse Village to enjoy a variety of German shops and restaurants.
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CONSTRUCTION DOCUMENT TECHNOLOGIST (CDT) CHANGES

The Construction Document Technologist (CDT) status has changed. To continue to hold CDT status, there are some guidelines and actions now required.

Why did this happen? A little history helps frame the answer.

The Construction Specifications Institute (CSI) created a certification for Architectural and Engineering firm specifiers in 1978. The Certification Construction Specifier (CCS) certification provided a way to highlight the strong suits of an organization that created products like SectionFormat, OmniClass, and Uniforformat. It provided an excellent learning base from the Manual of Practice (MOP) established in 1967 by the Institute. The MOP was based on what CSI considered best practices for construction industry professionals.

The Construction Document Technologist (CDT) was introduced as a prerequisite for CSI's CCS credential in 1986. The CDT allowed architects and included product representatives with a chance to highlight this acumen for contract documents.

The CDT was created by subject matter experts within the organization and offered as a lifetime *certificate* with an expiration date 99 years past a passing grade. CSI created their certification program in house at this time following established certification guidelines according to industry best practices.

In 1989, product representatives could move to a full certification status with the establishment of the Certified Construction Product Representative (CCPR). At the time, CSI's member status groups were Professional and Industry Members. Industry members who wanted to set themselves apart in professional status now had a certification program.

In 1991, Certified Construction Contract Administrator (CCCA) was added to help ensure construction results meet owners needs.

Over the years, the training documents were updated to keep up with the industry needs. The MOP evolved over time to meet changes in the contract documents and delivery methods. In 2004, CSI upgraded and renamed the MOP, releasing the Project Resource Manual (PRM). In 2011, it was updated to the CSI Practice Delivery Practice Guide (PDPG). The PDPG is currently in its 2nd Edition with a 3rd revision in the works, soon to be released.

While all these changes were happening within CSI, ANSI Standards for certification were changing also. No longer was a completely internal process acceptable to be true industry certification. An independent third-party oversight was now required. Requirements for certificates had changed also. The CDT had now fallen outside the requirements for a certificate but was not strong enough to be considered a certification. All of CSI's certifications needed to be addressed. CSI's board was made aware of this in 2013 and voted to do an overhaul of the entire system. Recognizing the strength of the CDT in the construction industry, the vote included making the CDT a full certification.

Starting July 1, 2018, the CDT became an actual certification, with learning unit requirements to maintain the credential. Members who passed their CDT prior to this date have three years (June 30, 2021) to complete 24 learning units of professional development.

It is required to provide evidence via the portal at <https://www.csiresources.org/certification/certrenewal>. Like other certifications, a renewal fee is required to keep the title in addition to the required continuing education.

Renewal of the CDT is fully voluntary. For those who have other CSI certifications such as the CCCA, CCS, CCPR, it may not be of importance to hold onto the CDT. In the past, showing these titles meant you had already earned the CDT. This is no longer the case. A person may sit directly for any CSI certification provided they meet newly established needed requirements.

What type of units qualify? Currently approved AIA, GCBI, and other industry qualified learning unit credits count, as do session from CSI events or documented in the CSI Learning Library. Presenting at industry events like CONSTRUCT, authoring a published industry professional article or teaching/presenting at an industry conference may count also.

CSI certifications are valid for a period of three years and expire on June 30 or December 31 of the third year. This is important for those who have earned their CDT since that initial establishment date of July 1, 2018.

Just remember the clock is ticking on CDT status. Learn more at <https://www.csiresources.org/certification/cdt/certification-cdt-transition>

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PEEK BEHIND THE CURTAIN OF LEADERSHIP!



**The Great Lakes Region Announces a Leadership Series for
Current and Future Chapter Members**

Election time is around the corner!

Get those chapter members motivated to take on a new committee or step into an officer position.

WHAT: Chapter Leadership Training

WHEN: March Webinars

WHO: Those interested in being a Chapter Officer/Committee Leader

IT'S TIME TO STEP ONTO THE DANCE FLOOR OF LEADERSHIP!



**GREAT LAKES REGION LEADERSHIP WEEK
MARCH 9-12, 2020**

SCHEDULE

Monday, March 9, 2020

President 3:00pm
Programs 4:00pm

Tuesday, March 10, 2020

Treasurer 3:00pm
Trade Shows 4:00pm

Wednesday, March 11, 2020

Secretary 3:00pm
Certification 4:00pm

Thursday, March 12, 2020

Director 3:00pm
Membership 4:00pm

CONTACT YOUR CHAPTER PRESIDENT FOR MORE INFORMATION

CERTIFICATION QUIZ

1. Which of the following are best designated on the drawings?
 - a. Specific requirements
 - b. Dimension and Size
 - c. Manufacturer's Name
 - d. Quality of Materials

2. Subcontractors are not:
 - a. The principal providers of labor
 - b. Original source of most materials
 - c. Providers of services
 - d. Providers of technical information

3. If the date to proceed is not stipulated in the agreement, the Owner should issue to the Contractor(s):
 - a. Purchase Order
 - b. Notice to Proceed
 - c. Letter of Intent
 - d. Order Initiative

4. All of the following may be accomplished through issuing of a Change Order except:
 - a. Change in Bid Date
 - b. Decrease in Contract Cost
 - c. Extension of Contract Time
 - d. Reduction in Scope

5. Submission of operations and maintenance data should occur:
 - a. Immediately after Substantial Completion
 - b. Prior to Substantial Completion
 - c. After System Commissioning
 - d. During the Submittal Review Period

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@hasenstabinc.com	Third Thursday	Varies	5:00 pm
Blue Grass	Scott Noel	snoel@n3dgroup.com	Third Thursday	Common Ground Coffee	12:00 pm
Cincinnati	David Proudfit	Dsp-csi@cinci.rr.com	Second Wednesday	Old Montgomery Inn	Varies
Cleveland	John Workley	john.workley@vocon.com	Third Wednesday	Varies	Varies
Columbus	Brian McNally	bmcnally@meyersarchitects.com	Second Monday	Boathouse Restaurant	11:30 am
Dayton-Miami	Kenneth Oren	kenoren@plasterinfo.org	Third Tuesday	Varies	Varies
Evansville	Mike Vannatter	mikevannatter@sigecom.net	Second Thursday	Varies	Varies
Grand Rapids	Justin DeMarco	Justin.demarco@basf.com	Second Thursday	84th Street Pub & Grille	6:00 pm
Indianapolis	David Fryman	Dave.lodsap@gmail.com	Third Thursday	Willows on Westfield	5:30 pm
Lansing	Roger Donaldson	rogeraia@comcast.net	First Tuesday	Tony M. 's	12:00 pm
Louisville	Todd Irvin	toddi@exelevator.com	Second Tuesday	Varies	Varies
Metro Detroit	Kevin Bush	kbush@kalwall.com	Second Tuesday	Varies	5:00 pm
Toledo	Gerald Marquette	jmarquette@hansenmarketing.com	Third Wednesday	Scrambler Maries	7:00 am

2019-2020 CSI GREAT LAKES REGION CONTACTS

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