

## PRESIDENT'S ADDRESS



## “So *What’s New?*”

That's the question I always ask when I step up to a booth at a product show. I have to admit it; **I love product shows**. Not because I get to add to my stress toy collection or get some new sketch books, but understanding building products has always been a strong interest of mine. I enjoy walking booth to booth, talking with reps, handling product samples and bringing that knowledge back to the office and sharing it with coworkers. I think my love for product shows goes back to high school and my architectural drafting classes, when I would attend the local home expo and see all sorts of products I could incorporate into my school projects.



I have missed walking the floor and meeting with product reps during the epidemic. It was a bit disappointing that the National CSI Conference did not include the product show. Although the BPM (Building Product Manufacturer) Speed Networking did give attendees some one-on-one time with reps. If the Institute moves on hosting the National Conference without a trade show organization, I would hope they could look at having the Host Chapter coordinate their trade show with the event.

Trade shows are the essence of what CSI is all about. It is the gathering of the facility owner, design, construction and manufacturing professions. Within our region we have a number of chapters that put on a variety great trade shows. There are a number of best practices of our chapters that can be considered and incorporated into your own chapter's program. Talk to any of them for suggestions or recommendations. At our Regional Conference I'd like to have a roundtable discussion to share these ideas.

- Product Show – tabletops vs booths, small venue (20-30 vendors) to larger venues (50-100)
- Educational sessions - AIA credits, consider providing sessions impactful for all groups (Owners/Designers/Contractors)
- Combining efforts with associated industry groups – AIA, USGBC, ABC, Builders Exchange, etc.
- Food and drinks – incorporating meals, buffets, snacks, beverages (food brings them in!)
- Door prizes (must be present to win!)
- Sponsorships
- Advertising and invitations – contact everyone in the design and construction industry in your area

A special congratulation to the **Akron Canton Chapter** for their **Outstanding Contribution Award** this year for their creative and successful 2020 ProductFest that was held in a parking ramp during the pandemic. That's thinking outside the box.

Some have passed but there are still a number of upcoming Great Lakes Regional Chapter Trade Shows:

Indianapolis CSI Chapter – CSI Trade Show – October 28, 2021

Cincinnati CSI Chapter – EduCon – November 9, 2021

Columbus CSI Chapter – Design Columbus – March 14, 2022

Akron/Canton CSI Chapter – ProductFest – March 24, 2022

Grand Rapids CSI Chapter – West Michigan Design & Construction Expo – TBD

Louisville CSI Chapter – AIA/CSI Trade Fair – TBD

Have a Happy Thanksgiving!

GREG ALAN JONES

Gregg Jones, AIA, CSI, CDT, CSS

Region President FY2022

Great Lakes Region CSI

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Fall is here and the holidays are approaching. Hope your chapter is planning on events to celebrate the holidays.

### CSI National Conference recap:

Key Message: CSI Learning continues to build out new content offerings including the recently successful National Conference, which was held September 22-24 in Nashville, TN at the Grand Hyatt Nashville.

Selling out in record time, the conference offered opportunities to reengage, reconnect, and refocus, with 75 percent of survey respondents rating the conference excellent or above average.

Attendee breakdown:

- Design (architect, engineer, specifier) – 45 percent.
- Ownership (owner, property, and facility managers) – 3 percent.
- Supply (building, product manufacturers, and representatives) – 29 percent.
- Construction (general and sub-contractors, trades) – 6 percent.
- Support (Lawyer, Consultant, Management) – 5 percent.
- Other (student, third party) – 10 percent.

Specifically, the conference offerings included:

- Two half-day pre-conference workshops
- Three keynote sessions, with focus on diversity in the AEC space and technical innovation
- Twenty education sessions, eligible for LUs

Conference highlights can be seen on our website at [Conference Highlights – Construction Specifications Institute \(csiresources.org\)](https://www.csiresources.org/conference-highlights-construction-specifications-institute)

Staff Contact: Kristin Gates, [kgates@csinet.org](mailto:kgates@csinet.org)

Next month will discuss some actions taken in the board meeting held after the Conference.

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

Thanks!

Jack

***Jack P. Morgan, FCSI, CDT, CCS, CCCA, AIA, SCIP, USGBC, LEED Green Associate***  
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***Institute Director from the Great Lakes Region***



**Jack Morgan, Institute Director**

## GREAT LAKES REGION CHAPTER CHALLENGE 2021

The CHAPTER CHALLENGE, which began in 2018, is still in full effect. The purpose of this CHALLENGE is to increase membership. In this CHAPTER CHALLENGE, the Chapter members must recruit new members with no cost to the new member. The Chapter will pay for the first year's chapter dues, and the Region will pay for the first year's Institute dues. This is for PROFESSIONAL and EMERGING PROFESSIONAL members only (renewals and industry members are not included).

Your involvement does not stop there! Once the new members attend their first Chapter meeting, the Chapter has to engage those new members, embrace them by making them a part of the Chapter, getting them involved, and giving them a sense of belonging.

If you have any questions or need any other information, please contact one of the following:

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## WHAT DOES THE REGION DO?

Last month we outlined some of the things the Region does for its members.

Here are some of the things your Region and Region Officers do better than anyone else can in the Construction Specifications Institution Structure:

**Leadership Training** If you've ever thought about applying for a Chapter Leadership position, it's as simple as looking [here](#) to see what kind of thing are expected.

**Programs Bureau-** Programs Chairs have a place to go to fill up a hole or two in the annual calendar. If you see a monthly program that stands out, please pass those thoughts on to Jack Morgan, who oversees the submissions. Visit the Speakers Bureau [here](#).

**Awards-** The format and organization of our Awards program is very robust and well thought out. It's been seen by other regions and used as a template for the creation of their awards programs. Please review it [here](#) to see how to reward active leaders in your chapter. Bill Ahern (Akron/Canton) is the current Awards Committee Chair.

**Chapter Challenge-** Introduced in 2018. It's a way to introduce your friends and colleagues to CSI. More on this on page 3 of this newsletter.

**Member Relief Program-** Introduced December 2020, still in effect. Details and information [here](#).

Your Region officers are always willing to add a program or help vet out a new idea. If have an idea or new program you would like to suggest- I would be honored if you message me at [thadg@nationalgypsum.com](mailto:thadg@nationalgypsum.com) or call 614.214.5666.

## CERTIFICATION QUIZ

1. Under the Design-Build project delivery method, there are several benefits to the Owner that include all of the following except:
  - a. The A/E represents the owner's interests
  - b. The A/E and Contractor compromise the Design-Build entity
  - c. The Design-Builder has specialized knowledge of design and constructability
  - d. Single entity is responsible
  
2. The specified correction period (typically one year) and specified extended warranties begin:
  - a. Upon final payment
  - b. On the date of substantial completion
  - c. One year from occupancy of the project
  
3. A defined portion of work that is priced separately is:
  - a. A Unit Cost
  - b. Lump Sum
  - c. Alternate
  
4. A particular material may be indicated several times on the drawings but is specified in how many locations?
  - a. One
  - b. Two
  - c. According to the number of trades involved
  - d. As determined by Division 01
  
5. In specification writing, the two basic grammatical sentence moods, which can be used to clearly convey specification requirements, are:
  - a. Imperative and Indictive
  - b. Suggestive and Imperative
  - c. Prescriptive and Descriptive
  - d. Performance and Indictive

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
<b>Akron-Canton</b>	Pam Neely	pneely@inprocorp.com	Third Thursday	Varies	<b>5:00 pm</b>
<b>Blue Grass</b>	Thad Goodman	thadg@nationalgypsum.com	Third Thursday	Common Ground Coffee	<b>12:00 pm</b>
<b>Cincinnati</b>	David Proudfit	dsp-csi@cinci.rr.com	Second Tuesday	Old Montgomery Inn	<b>Varies</b>
<b>Cleveland</b>	Scott Mitchell Taylor	smtaylor@conspectusinc.com	Third Wednesday	Varies	<b>Varies</b>
<b>Columbus</b>	Buddy Stanford	bstanford@tnemec.com	Second Monday	Boathouse Restaurant	<b>11:30 am</b>
<b>Dayton-Miami</b>	Thomas Boardman	tboardman@ljbinc.com	Third Tuesday	Varies	<b>12:00 pm</b>
<b>Evansville</b>	Jack Morgan	morwalsoplal@gmail.com	Second Thursday	Varies	<b>Varies</b>
<b>Grand Rapids</b>	Gary Beimers	gbeimers@comcast.net	Second Thursday	Varies	<b>6:00 pm</b>
<b>Indianapolis</b>	Ivette Bruns	ibruns@ratiodesign.com	Third Thursday	Varies	<b>5:30 pm</b>
<b>Lansing</b>	Brian Delaney	delaney@mayottearchitects.com	First Tuesday	Virtual	<b>12:00 pm</b>
<b>Louisville</b>	Todd Irvin	toddi@exelevator.com	Second Thursday	Varies	<b>Varies</b>
<b>Metro Detroit</b>	Jonathan Selleck	jselleck@wje.com	Second Tuesday	Varies	<b>5:00 pm</b>
<b>Toledo</b>	Trent McNutt	tmcnutt@redoxcoatings.com	Third Wednesday	Scrambler Maries	<b>7:00 am</b>





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