



# ANNUAL REPORT

Fiscal Year

**2021-2022**

## OUR PURPOSE

The Construction Specifications Institute drives innovation by connecting design to construction. Members of CSI take a core concept – translating design into written description of processes and products – so the project can be delivered on time and on budget.

CSI and its membership are laser focused on managing and delivering project information, from conception through occupancy and facility management. CSI exists to make you a better professional in service of these goals.



“

*I think where CSI differs is that we want everyone at the table — construction, architecture, and engineering. Having everybody together on the team is for the betterment of the project.*

**RACHEL NAVA**

CSI, CDT®

Specifier

ArchiTech Consulting



## FUTURE FOCUSED

The past fiscal year has been a time of dramatic change from a social and economic perspective. Even so, CSI and its components remained focused on our core mission: to enhance the management and delivery of projects by providing the tools and training necessary for professionals to build a better future.

We are committed to continuing this momentum into 2023 and beyond, dedicating more of our time and resources to building innovation, expertise, and knowledge across the architecture, engineering, construction, and owner (AECO) industry.

As professionals in a constantly evolving industry and world, we are challenged to remain agile in how we respond to trends in the construction process. New technologies and processes are pushing us further, setting higher standards for our field, and leading to a more integrated physical environment.

The only way to achieve our goals in the coming years is through a tightly connected community of fellow AECO professionals committed to working together, sharing knowledge, and partnering to construct the buildings fit for the changing world. At CSI, we are future focused, and 2022 was a year we declared it boldly.

### MARVIN KEMP

FCSI, CDT®, AIA  
CSI Board Chair





## INVESTING IN YOUR SUCCESS

The Construction Specifications Institute continues to focus on three pillars: building a community of belonging, elevating your profession, and creating a center of innovation to anchor the AECO industry now and for future generations.

We started the 2021-2022 fiscal year by launching a compelling and modern brand image and story, one that reflects how CSI is leading the way for AECO professionals. We standardized how chapters, regions, and the national organization connect with each other so we can better serve our members and customers and consistently deliver more. And we are proud of the work we've done to make the business and ethical case for diversity and inclusion in the construction industry and at CSI.

In September 2021, we held one of the most popular and successful national conferences in CSI's history. The sold-out event brought together over 300 AECO professionals face-to-face for the first time in two years. While it wasn't CSI's first national gathering, the conference was completely reimaged for 2021 with a theme that inspired renewed energy and perspectives on our industry: Reconnect, Refocus, and Reimagine. Colleagues and friends were invigorated by the in-person knowledge exchange, gaining a spectrum of new insights. Exceptional presentations focused on timely topics such as how environmental, social, and governance issues impact investments in construction projects; how to navigate workforce and career challenges in a post-COVID world; and how technology affects the present and future of construction.

As phenomenal of a year as fiscal 2022 was, our work is still not done. We have invested in various initiatives to prepare our CSI members and the industry for what is to come: more innovation, more learning, and more connections.

Everything we accomplished in FY2022 has positioned CSI to continue its role as the bedrock resource for the AECO community. I look forward to continuing to grow together.

### **MARK DORSEY**

FASAE, CAE

CSI Chief Executive Officer



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# **BUILDING A COMMUNITY OF BELONGING**

# MEMBERSHIP AND ENGAGEMENT

## *Creating and Strengthening Connections*

The heartbeat of CSI is its ability to connect tens of thousands of AECO professionals throughout North America. This network of professionals – in our online communities, social networks, and chapter, regional, and national events – help each other solve work-related problems every day. And we have made it easier for you to connect across chapters and regions with a new dues structure that gives members full access to all CSI resources across all chapters.

This close and welcoming community benefits every AECO professional and helps move the industry forward as a whole.

“

*If I don't know the answers, I know someone in CSI who does. This is a very well-developed community.*

**ERICA BITTERMAN-RYON**

CSI, Assoc. AIA

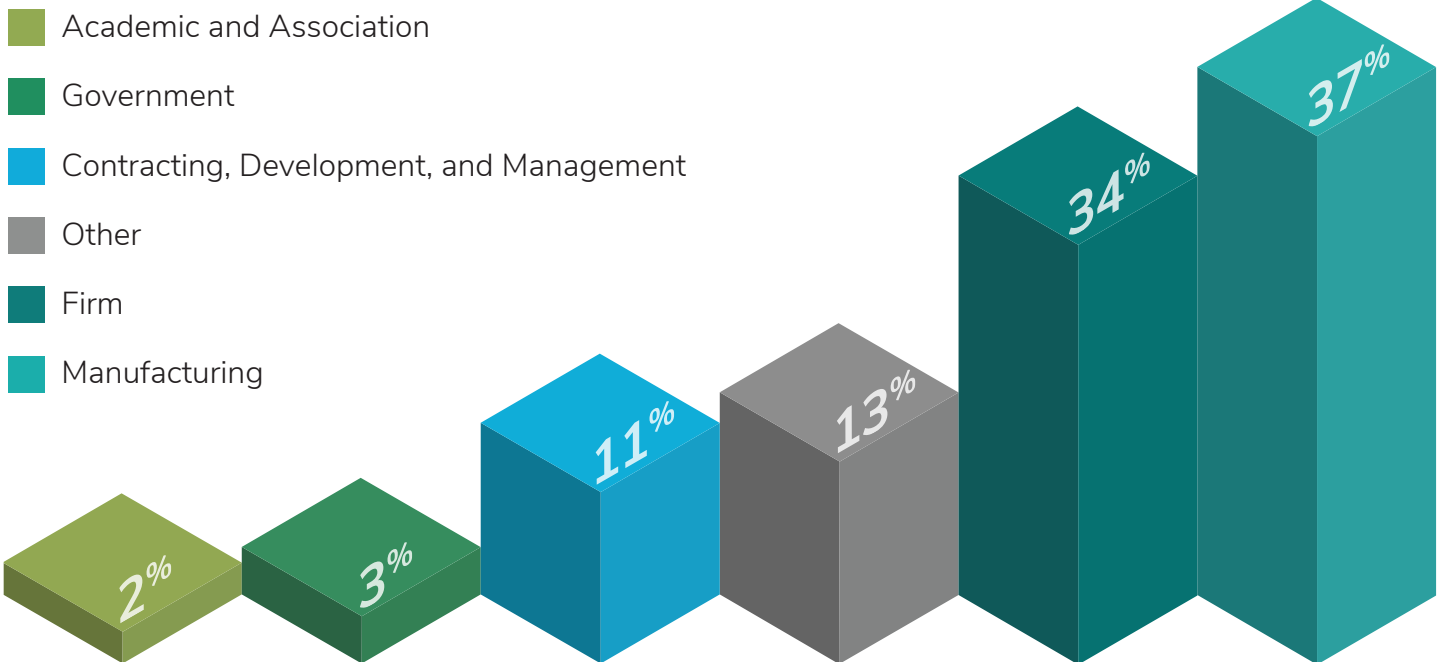
Operation Manager

Johansson Wing Architects, PC

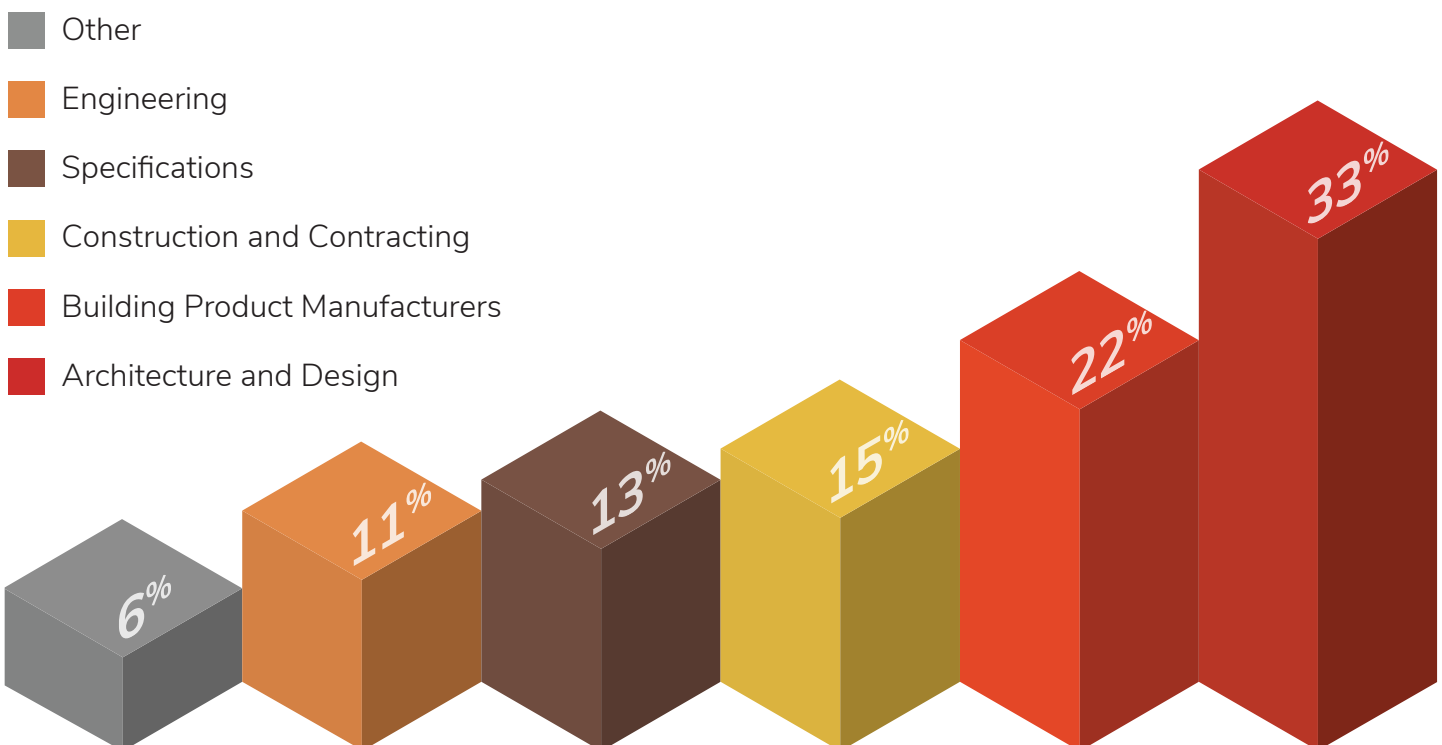




### CSI MEMBERS BY ORGANIZATION TYPE:



### CSI MEMBERS BY OCCUPATION:





## ***Built for Everyone***

### **FOSTERING A SUPPORTIVE AND INCLUSIVE COMMUNITY**

Innovation, economics, and professional communities benefit when we embrace different perspectives and backgrounds. CSI is committed to building a membership to be as diverse as society and creating a better industry through inclusion. To ensure that CSI continues to develop a diverse and inclusive workforce, sustain a welcoming member community, and serve the needs of those in our built environments, CSI's Board of Directors has developed a diversity, equity, and inclusion (DE&I) statement and a DE&I task force.

### **CREATING A BETTER WORLD THROUGH INCLUSION**

CSI recognizes that the built environment impacts the health, safety, and welfare of millions of people around the world every day.

CSI seeks out and values every individual difference and contribution, promotes dignity and respect for all, continually increases its cultural competency and cultural humility, facilitates courageous conversations around diversity, equity, and inclusion in the construction industry and beyond, and is inclusive by design.

### **EMPOWERING COMMUNITY MEMBERS**

Your CSI membership provides you with access to thousands of professionals at the local, national, and international levels through our 50+ online communities and social networks. These networking tools offer a strong platform for members to connect, participate, exchange information, learn from one another, and cultivate both professional and personal relationships that can last a lifetime.

### **CSI COMMUNITY BY THE NUMBERS:**

**6,400+**

CSI Connect Members

**7,000+**

Facebook Community

**8,200+**

Twitter Followers

**20,000+**

LinkedIn Members

## CHAPTERS AND REGIONS

With 127 local chapters and 10 regions, members have access to a wide range of resources at their doorstep. Local chapters and regions provide members with valuable networking opportunities, professional development, community building, and access to local resources.

### WEST REGION

East Bay-Oakland  
Fresno  
Honolulu  
Inland Empire  
Los Angeles  
Monterey Bay  
Orange County  
Redwood Empire  
Reno  
Sacramento  
San Diego  
San Francisco  
Santa Clara Valley

### SOUTHWEST REGION

Albuquerque  
Denver  
Las Vegas  
Phoenix  
Pikes Peak  
Salt Lake City  
Tucson

### SOUTHEAST REGION

Atlanta  
Charleston  
Charlotte  
Florida Southwest  
Grand Strand  
Greater Orlando  
Greenville  
Jacksonville  
South Florida  
Raleigh-Durham  
Suncoast  
Tampa Bay

### SOUTH CENTRAL REGION

Amarillo  
Austin  
Dallas  
Fort Worth  
Houston  
Lubbock  
Oklahoma City  
Oklahoma State  
University Student  
San Antonio  
Tulsa

### GULF STATES REGION

Acadiana  
Baton Rouge  
Birmingham  
Chattanooga  
Gulf Coast  
Huntsville  
Knoxville  
Little Rock  
Memphis  
Mississippi  
Mobile Bay  
Montgomery  
Nashville  
New Orleans  
Pensacola  
Shreveport

### GREAT LAKES REGION

Akron-Canton  
Blue Grass  
Cincinnati  
Cleveland  
Columbus

Dayton-Miami Valley  
Evansville  
Grand Rapids  
Indianapolis  
Lansing  
Louisville  
Metropolitan Detroit  
Toledo

### MIDDLE ATLANTIC REGION

Baltimore  
Blue Ridge  
Central Pennsylvania  
Central Virginia  
District of Columbia  
Metropolitan  
Erie-Northwestern  
Pennsylvania  
Greater Lehigh Valley  
Northcentral  
Pennsylvania  
Northern Virginia  
Philadelphia  
Pittsburgh  
Richmond  
Tidewater Virginia

### NORTH CENTRAL REGION

Central Illinois  
Central Iowa  
Central Missouri  
Chicago  
Crandic  
Flint Hills  
Fox River Valley  
Greater Saint Louis

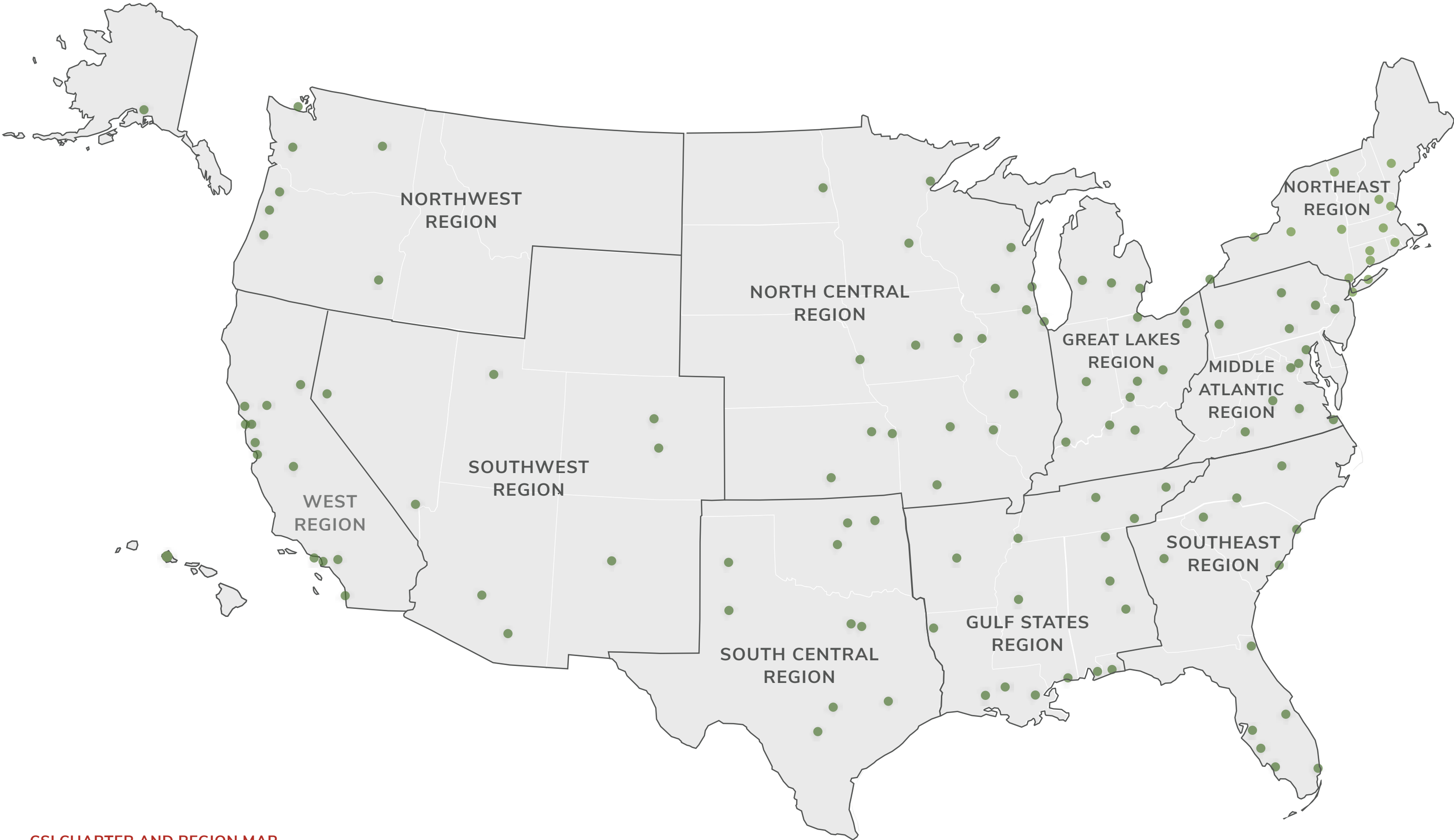
Illowa  
Kansas City  
Madison  
Mid-Kansas  
Milwaukee  
Minneapolis-St. Paul  
Nebraska  
N. Dakota-Red River Valley  
Northern Illinois  
Southwest Missouri  
Twin Ports

### NORTHWEST REGION

Capital  
Cook Inlet  
Idaho  
Mt. Rainier  
Portland Oregon  
Puget Sound  
Spokane  
Willamette Valley

### NORTHEAST REGION

Boston  
Buffalo-Western  
New York  
Eastern New York  
Hartford  
Housatonic  
Long Island  
Maine  
Metropolitan New York  
New Hampshire  
New Jersey  
Rhode Island  
Rochester New York  
Syracuse  
Vermont  
Worcester County



CSI CHAPTER AND REGION MAP





**A CENTER OF  
INNOVATION**

# INNOVATIVE RESOURCES

## Tools for the Built Environment

CSI organizes construction information through specifications and facilities communications for all members of the project team. Through innovative tools, standards, and resources, CSI provides a standardized way to present information about construction projects, systems, and procedures, creating safe buildings.



### **MASTERFORMAT®**

The AECO industry's gold standard for organizing and communicating specifications and work results for construction projects.

### **OMNICLASS®**

A comprehensive classification system for the construction industry encompassing key elements of both MasterFormat and UniFormat for a building's life cycle and project management.

### **UNIFORMAT®**

A classification system for building elements, systems, and assemblies, providing a framework for design and management across a building's life cycle.



### **CROSSWALK®**

A platform that enhances design, construction, and facilities management software by integrating CSI standards through an application programming interface (API). Crosswalk is the first major construction standard to be made available this way. By providing immediate, digital access to critical standards like MasterFormat, Crosswalk ensures accuracy and a greater standard of care for modern software users.



**ELEVATING THE  
PROFESSION**



# LEARNING

## ***Professional Development When and Where You Need It***

Like most companies, CSI opted not to hold major in-person events during the pandemic. Although we provided several virtual events to stay connected with colleagues throughout that time, nothing beats the collaboration and cohesion that occurs when meeting with other professionals in person. As soon as we felt it was safe to do so, we began to hold in-person events again in 2021, namely the Master Specifiers Retreat (MSR) and CSI National Conference. The success of those two events were clear indicators of the staying power, enthusiasm, and fortitude of the AECO community and overall industry.



Here are some of the CSI communication tools, education resources, and events that keep AECO professionals connected and at the top of their game.

### **WEBINARS**

Weekly webinars that feature the latest information on product innovations and trends.

### **PRACTICE GUIDES**

Reference materials that define the scope of practice and competencies required to perform job roles related to project delivery, construction specifications, construction contract administration, and project representation.

### **PRACTICE COMMUNITIES**

Free and open forums that bring together professionals from across the globe to discuss current and emerging best practices and improve project delivery.

### **LEARNING LIBRARY**

Free and low-cost on-demand courses on topics such as specifications, building information modeling (BIM), sustainability, and project delivery.

**MASTER SPECIFIERS RETREAT (MSR)**

An exclusive event that brings together architects, specifiers, and project selection influencers at the forefront of building product innovation. This close-knit experience focuses on education, networking, and professional knowledge.

**NATIONAL CONFERENCE**

A yearly event that gathers professionals from across the built environment and focuses on education, professional skills, knowledge development, and networking.

**WEEKLY E-NEWSLETTER**

A weekly electronic email that brings you the latest in industry news and organizational updates.

**THE CONSTRUCTION SPECIFIER**

A peer-reviewed publication for AECO professionals throughout North America that provides the latest information on construction documentation, materials, and methods.

**44,000+**

E-Newsletter Readership

**28,000+**

Specifier Circulation

**11,139**

Learning Library  
Registered Users

**6,379**

CSI Learning Units Issued

**4,000+**

Live Webinar Attendees

**153**

Learning Library Courses

**36**

Sponsored Webinars

“

*The MSR is unlike any other conference experience, and I think everyone should try to attend at least once.*

**JEFFREY PARNELL**

CSI, CDT®, AIA  
Fleming Architects

# CERTIFICATIONS

## ***Become an Authority on Project Delivery***

A CSI certification is the single-best way to demonstrate your knowledge and skill in a given area, be it project delivery, specification writing, contract administration, or product sales.

This year we revamped and relaunched the Certified Construction Product Representative (CCPR™) exam. Stacked with the CDT, the reconfigured CCPR attests to your knowledge on how project delivery happens — including roles, phases, risk, and documentation, etc. — and how to be a trusted product advisor.

### **Construction Documents Technologist (CDT®)**

CDT® certification demonstrates the knowledge of writing, interpreting, enforcing, and managing documents and project delivery methods. Improve design outcomes and reduce risk.

### **Certified Construction Product Representative (CCPR™)**

CCPR™ certification shows your ability to inform decision-makers about products and present the right product or material based on the project, across all phases of the project delivery process.

“

*As a certified construction specifier, I have been more effective for firms and clients. In addition, many opportunities have been forwarded to me for job openings.*

**J. GERARD CAPELL**

CSI, CCS®, AIA

### **Certified Construction Specifier (CCS®)**

CCS® certification demonstrates an in-depth understanding of agreements, conditions of the contract, Division 01, and how these components relate to specifications.

### **Certified Construction Contract Administrator (CCCA®)**

CCCA® certification attests to a high level of knowledge on developing, administering, and enforcing construction documentation, with a focus on negotiating, bidding, quality assurance, quality control, and the construction, observation, and inspection process.

# 28,000+

Credentials Issued Since 1978





# FINANCIAL UPDATE

# OVERVIEW

CSI, the CSI Foundation, and the Construction Information Network, LLC continue to make strides and maintain an overall positive financial outlook with \$11,713,907 in assets. Although 2022 expenses exceeded revenue, this deficit was paid for by board-authorized transfers from income realized in FY21. The board allocated \$891,975 that supports the strategic building of essential programs and benefits.



## REVENUE

Non-dues revenue accounted for 71 percent of CSI's consolidated income, meaning that membership contributed 29 cents for every dollar of the association's income. Out of the 71 percent of income, 65 percent was attributed to product sales, conferences, sponsorships, and education programs, and 6 percent was attributed to interest and dividends, contributions, and other income.

## EXPENSES

Expenses in Fiscal Year 2022 included support for conferences, marketing, technical programs, education, product sales, member services, association governance, and strategic initiatives. While the total expense exceeds income by \$2.8 million, it is important to note that this deficit was a planned shortfall, and the difference was made up by the board-approved transfers of revenue earned in prior fiscal years.

CONSOLIDATED  
FINANCIALS

OPERATING REVENUE  
AND SUPPORT

Total: \$5,216,228

Membership dues .....	\$1,498,584
Conference, sponsorship, and registration .....	\$1,392,561
Educational programs .....	\$870,071
Product sales.....	\$846,565
Interest and dividends, net.....	\$293,703
License sales .....	\$284,101
Contributions and grants .....	\$27,040
Other income.....	\$3,603

EXPENSES

Total: \$8,071,752

Program services

Strategic initiatives .....	\$891,975
Conference, sponsorship, and registration .....	\$877,090
Product sales.....	\$783,762
Community.....	\$607,365
Marketing.....	\$519,386
Educational programs .....	\$502,367
Governance.....	\$254,852
Technical programs .....	\$107,837

ASSETS

Total: \$11,713,907

Supporting services

Investments .....	\$10,327,316
Management and general.....	\$3,527,118
Cash and cash equivalents.....	\$888,658
Prepaid expenses and other assets .....	\$248,565
Property and equipment, net .....	\$101,230
Inventory .....	\$92,577
Accounts receivable.....	\$55,561

LIABILITIES

Total: \$2,858,324

Accounts payable and accrued expenses.....	\$1,040,793
Deferred membership dues .....	\$925,312
Other deferred revenue .....	\$733,208
Dues collected for local chapters.....	\$133,848
Deferred rent.....	\$25,163

NET ASSETS

Total: \$8,855,583

Without donor restrictions.....	\$8,573,873
With donor restrictions.....	\$281,710

Candid.  
GuideStar



5

# **CSI BOARD MEMBERS**

# CSI BOARD OF DIRECTORS



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**BOARD CHAIR**  
FCSI, CDT®



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Featherstonhaugh IV**  
**CHAIR-ELECT**  
CSI, CDT®



**William "Chip"  
Hayward**  
**TREASURER**  
CSI, CCS®, CCCA®,  
CDT®



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CSI, CDT®



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**DIRECTOR-AT-LARGE**  
FCSI, CCS®, CDT®



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PE, CSI, CDT®



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CSI, CCPR™, CDT®



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CENTRAL REGION**  
CSI



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SOUTHEAST  
REGION**  
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NORTHEAST  
REGION**  
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LAKES REGION**  
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CDT®, RA



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REGION**  
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ATLANTIC REGION**  
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FCSI



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REGION**  
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CDT®



**Andrea Zawodny**  
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CENTRAL REGION**  
CSI, CCS®, CDT®



**Mark Dorsey**  
**CHIEF EXECUTIVE  
OFFICER (EX-OFFICIO)**  
FASAE, CAE



# **CORPORATE PARTNERSHIP PROGRAM**

## PLATINUM PARTNERS

Exclusive Metal Wall and Roof Panel  
Products/Services Platinum Partner:



Exclusive Technology Platinum Partner:



Exclusive Architectural Woodwork  
Accreditation Platinum Partner:



Exclusive Paint and Coatings Platinum Partner:



Exclusive Joint Sealants Platinum Partner:



Exclusive Ceilings Platinum Partner:





## GOLD PARTNERS

air barrier

**abaa**  
association of  
america

**ARKEMA**

 **ClarkDietrich**

**CARLISLE**  
SYNTEC SYSTEMS

  
**FIRE-TROL**  
PREFABRICATED FIREPROOF COLUMNS

**kuraray**

  
**Kingspan**

**National**   
**Gypsum**

**LiftMaster**  
POWERED BY myQ

**PPG**

**ROLLEASE ACMEDA**  
**CONTRACT**

 **Specified  
Technologies Inc.**

 **TREMCO**  
Construction Products Group

 **Total Door** SYSTEMS  
Global Leader in Integrated Access Technology™

  
**WOODWORK**  
INSTITUTE

**ZURN**

## SILVER PARTNERS





**CSI  
FOUNDATION**

## CSI FOUNDATION OVERVIEW

The CSI Foundation is a 501(c)(3) tax-exempt organization that supports research, education, and scholarships related to workforce development and construction industry leadership.



Most notable is the Let's Build Construction Camp for Girls, a program designed for middle to high school-aged girls to attend a free week-long camp to explore the construction trades through hands-on experiences and field trips. With only 10 percent of the AECO industry represented by women, the camp is just one way CSI is helping find ways to build a more gender-diverse workforce. As a result of their engagement in the program, several women who enjoyed the program are now working in the industry.

This year, through a generous grant received, The Foundation was able to support the formation of two new camps, helping to further our goal. In addition to the Let's Build Construction Camp for Girls, The Foundation also funds and supports emerging professionals and students through the Student and Emerging Professionals (SEP) Fund and the Moll/Betts Student Excellence Fund.



# BOARD OF TRUSTEES



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**CHAIR**

FCSI, Lifetime Member  
CCS®, CCCA®, CDT®



**William (Bill) DuBois**  
**VICE CHAIR**

CSI, CCS®, CDT®



**Monique Birault**  
**SECRETARY**

CSI, CDT®



**William "Chip" Hayward Jr.**  
**TREASURER**

CSI, CCS®, CCCA®, CDT®



**M. Keith West**

FCSI, CCPR™, CDT®



**Joseph Anetrella**

FCSI, CCS®, CDT®



**Mark Dorsey**  
**CHIEF EXECUTIVE OFFICER  
(EX-OFFICIO)**

FASAE, CAE

# FISCAL YEAR 2022 DONORS

We are deeply grateful for the generous contributions of our donors. Without their support, we wouldn't be able to provide scholarships or expand our programs to new communities. All gifts, regardless of size, are significant. Thank you for your ongoing support of The Foundation.

## **Adel Alnassar**

## **Joseph Anetrella\***

Member Emeritus, FCSI, CCS®, CDT®, AIA, LEED AP, NCARB

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CSI, CCS®, CDT®, AIA

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CSI

## **Larry Brandhorst**

CSI

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CSI, AIA, NCARB

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FCSI, CCS®, CDT®, AIA, LEED AP

## **J. Gerard Capell**

FCSI, CCS®, CDT®, RA

## **Shari Carlozzi**

CSI, CCPR®, CDT®

## **Michael Chusid**

M. ARCH

## **Thomas Collupy**

CSI, CDT®+CCPR™

## **Patrick Comerford\***

CSI, CCPR™, CDT®

## **Tim Corbett**

CSI, CCCA, CDT®

## **Royce Cornelison**

CSI, ASSOC. AIA

## **Jonnie Cox**

FCSI, NCARB, RA

## **Richards Crawford**

CSI, CDT®

## **Ellen Crews**

Lifetime Member, FCSI, CCCA®, CCS®, CDT®, FMP

## **James Deane**

CSI, AIA, LEED AP, M. ARCH, NCARB, PMP

## **Michael Deblasio**

CSI

## **Matt Dirks**

## **Patrick Donnell**

CSI, AIA

## **Mark Dorsey\***

CAE, FASAE

## **William Dubois\***

MA, CSI, CCS®, CDT®, M. ARCH, NCARB

## **Kermit Duncan**

FCSI, CCCA®, CDT®, AIA, NCARB

## **Willard Eastman**

CSI, CDT®, AIA

## **Gene Fosheim**

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**Daniel Frondorf**

CSI, CDT®, ASPE

**Enrique Gambra****Ronald Geren\***Lifetime Member, FCSI, CCS®,  
CCCA®, CDT®, AIA, CSC**Nina Giglio**

FCSI, CCS®, CDT®, AIA, LEED AP

**Jill Goedken**

CSI, CCS®, CDT®, AIA

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CDT®, CSC**Lynsey Hankins\***

CSI

**James Harbacek**

Member Emeritus, CSI, CDT®

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FCSI, CCS®

**Donald Harris**

CSI, CCS®, AIA

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CAE, FASAE

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GA, SAME**Liz Icenogle**

CAE

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LEED AP**Mark Jenssen**

CSI, CCS®, CDT®

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Lifetime Member, FCSI, CDT®, AIA

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CSI, CDT®, AIA

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CSI

**Jerry Putnam**

FCSI, CCS®, CDT®

**William Rains, Jr.**

CSI, CDT®

\* Denotes a member of the CSI Board of Directors or CSI Foundation Board of Trustees

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Member Emeritus, FCSI, CDT®, AIA,  
LEED AP

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**Robin Rund**

CSI, CCS®

**Richard Ruppert****Renée Russell**

CSI, AIA, NCARB

**Nicholas Safstrom**

CSI

**Ruben Scherle****Kurt Schwarm**

CSI, CCCA®, CCS®, CDT®, AIA

**Mohamed Azzam Shublaq****Lisa Sidletsky****Chris Sigler**

CSI

**Tom Silva****Lee Ann Slaterry\***

FCSI, CCPR™, CDT®, LEED AP

**Jori Smith\***

CSI, CDT®, LEED AP

**Robin Snyder, Esq.**

FCSI, CCS®, SCIP

**Edward Soenke**

Lifetime Member, FCSI, CCS®,  
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PE, CSI, CCS®

**Joseph Stypka**

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**William Sundquist\***

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