



# ANNUAL REPORT

FISCAL **2024**  
YEAR **2025**

# CONNECTING DESIGN TO CONSTRUCTION

Although they hold diverse roles, members of the Construction Specifications Institute (CSI) share a fundamental objective: effectively communicating construction information so projects can be delivered on time, within budget, and at the highest level of quality.

CSI has steadfastly advanced this important work for 77 years by developing standards and promoting best practices in the vast, ever-changing construction industry. We exist to equip you with the tools, knowledge, and community you need to manage and deliver project information from conception through occupancy. CSI is here to help you make a positive impact in your work.





## BUILDING UP WHAT MATTERS MOST

This year, CSI stayed focused on a simple but powerful idea: Build Up our People, our Profession, and our Projects. These three pillars are foundational to our growth, our innovation, and the impact we leave behind.

First, we build up people. Our strength has always come from individuals who bring passion, creativity, and dedication to their work. When we invest in each other—through learning, mentorship, and respect—we don't just provide tools for success. We create environments where people can reach their full potential. That is one of CSI's highest aspirations.

Second, we build up our profession. Our work is more than a job; it's a calling that demands excellence, integrity, and collaboration. By sharing knowledge, embracing innovation, and strengthening connections across disciplines, we elevate the standards of our industry.

Finally, we build up projects. Projects are the visible outcome of our shared effort. When we ask better questions, keep learning, and see the big picture, we deliver work that matters—and lasts.

Thank you for being part of CSI's legacy of leadership and service.

A handwritten signature in black ink that reads "Will Sundquist". The signature is written in a cursive, flowing style.

**William Sundquist, FCSI**  
Chair, CSI Board of Directors  
July 1, 2024 – June 30, 2025

# MAKING AN IMPACT

At its core, CSI is a community of belonging, a center for innovation, and a trusted leader committed to elevating the construction profession.

As we look to the future, I believe three simple questions can guide us: I wonder? What if? Let's try! Though brief, these phrases carry extraordinary power.

"I wonder?" invites curiosity and trust. It reminds us to see potential in people, to empower new leaders, and to build credibility through integrity and respect. We see empowered leadership in action through volunteerism across our chapters and regions.

"What if?" challenges us to fully own the scope of CSI's influence. Each week, CSI connects tens of thousands of professionals through education, publications, chapters, and communities—extending our impact far beyond our membership.

And "Let's try!" calls us to action. It is the antidote to "we've always done it this way," encouraging innovation, professional growth, and bold new approaches to serving our industry.

Together, these questions reflect who we are—and who we are becoming.

Thank you for being part of this journey and contributing to advancing our shared mission.



**Mark Dorsey**, FASAE, CAE  
CSI Chief Executive Officer





A COMMUNITY OF  
**BELONGING**

# A TRUSTED NETWORK

CSI connects you to a network of professionals who understand the challenges of working in the architecture, engineering, construction, and owner (AECO) field and are dedicated to finding solutions to move the industry forward. Whether it's online or in-person, in your local community, or on a national scale, being a part of CSI lets you connect, engage, share information, and trade best practices while building professional relationships that can last a lifetime.

“CSI has provided many opportunities through its programs, networking and resources for me to improve my knowledge and skills of our industry. My network of contacts covers the country and has resulted in many long-term friendships.”

— **Greg Jones**, FCSI, CCS®, CDT®



# BUILT FOR ALL

CSI realizes that the built environment impacts many different people, from those who envision projects to those who help realize them. Drawing expertise, insight, and knowledge from a wide range of minds is not just the right thing to do but the smart thing to do.

We are a community that is inclusive by design. By bringing together professionals from across the AECO industry, we are an open forum where all voices have a place in the conversation. At CSI, you can broaden your perspectives, find answers quicker, and build a network to make a difference.



## CSI'S REACH ENSURES OUR INDUSTRY STAYS CONNECTED:



CSI CONNECT MEMBERS:

**6,500+**



LINKEDIN COMMUNITY:

**8,700+**



FACEBOOK FOLLOWERS:

**4,000+**



X FOLLOWERS:

**8,200+**



CSI WEEKLY NEWSLETTER SUBSCRIBERS:

**60,000+**



CSI CHAPTERS :

**97**

IN 10 REGIONS

# MEMBERSHIP MAKEUP

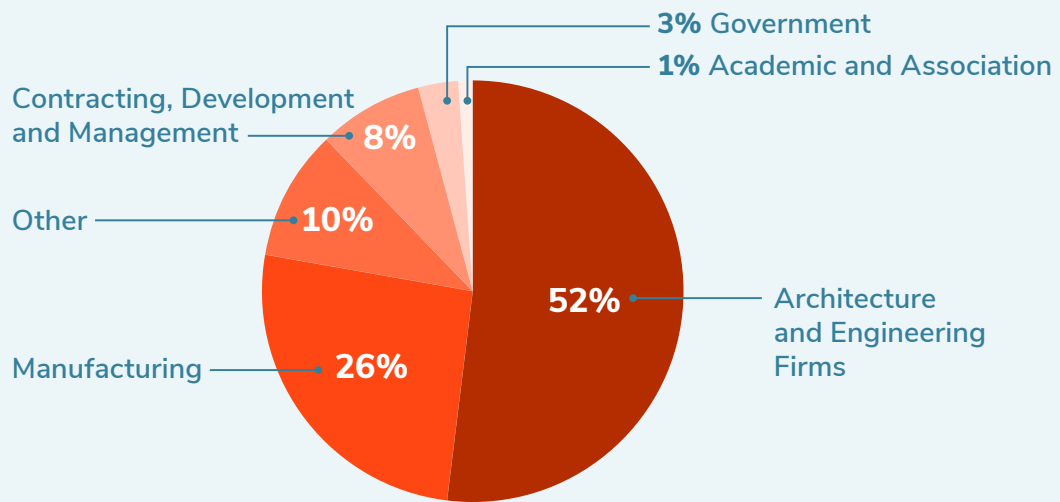
TOTAL CSI MEMBERS: **5,812**

Professional: **4,513**  
 Emerging Professional: **437**  
 Student: **145**  
 Retired: **124**

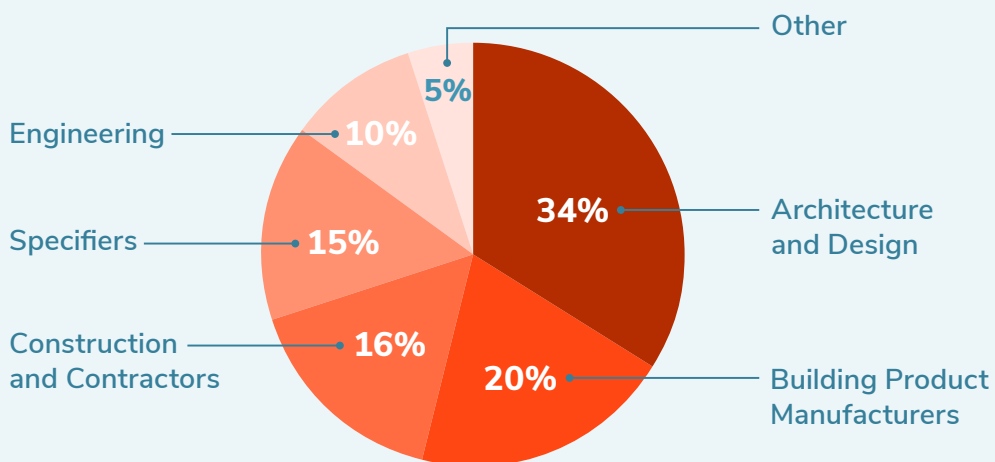
Distinguished: **8**  
 Emeritus: **538**  
 Lifetime: **47**

December 2024

## CSI MEMBERS BY ORGANIZATION TYPE:

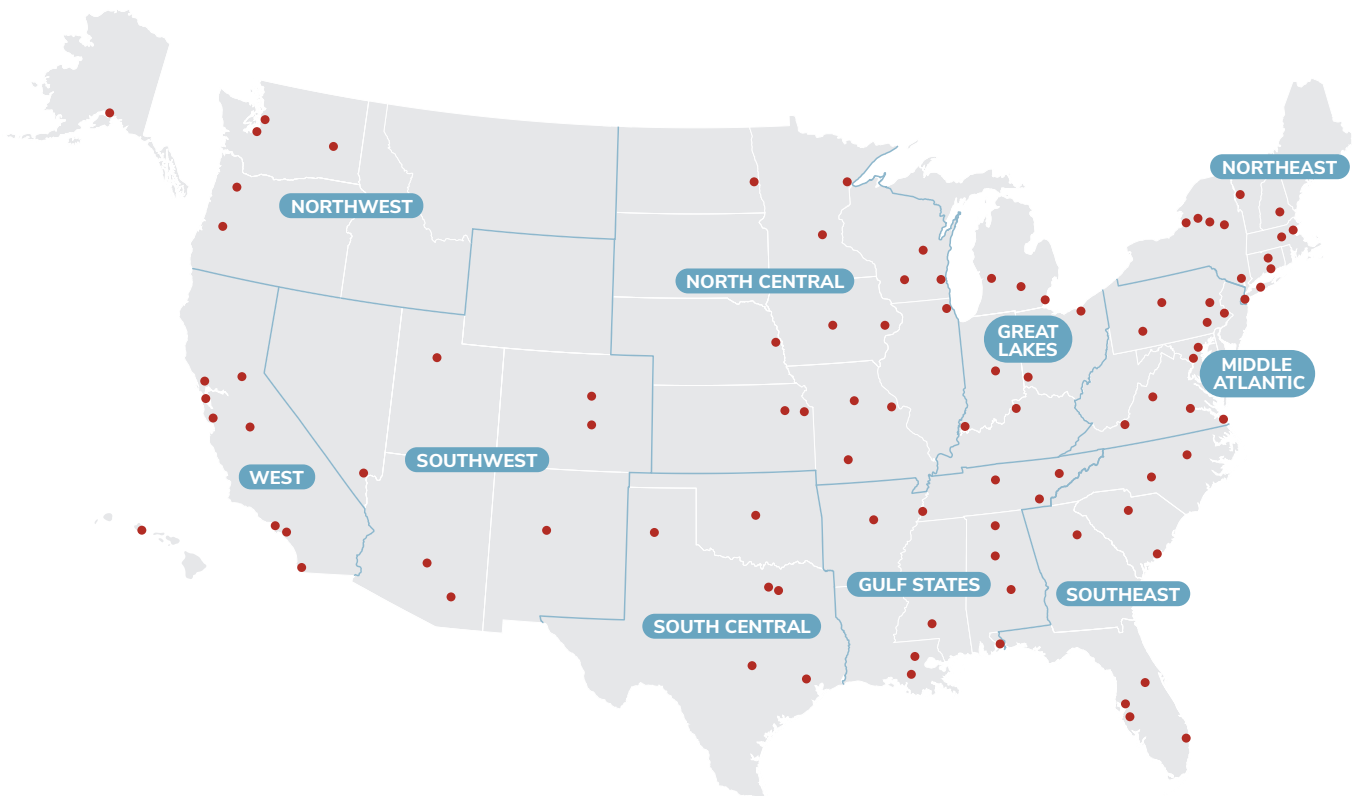


## CSI MEMBERS BY OCCUPATION:



# CSI CHAPTERS AND REGIONS

With 97 local chapters in 10 regions, members have access to a wide range of resources close to home. Chapters and regions provide members with valuable local networking opportunities, professional development, and community building.



## NORTHWEST REGION

- Cook Inlet
- Inland Northwest Rockies
- Mt. Rainier
- Portland Oregon
- Puget Sound
- Willamette Valley

## NORTH CENTRAL REGION

- Central Iowa
- Central Missouri
- Chicago
- Crandic
- Fox River Valley
- Greater Saint Louis
- Kansas
- Kansas City
- Madison Wisconsin
- Milwaukee
- Minneapolis-St. Paul
- Nebraska
- North Dakota-Red River Valley
- Southwest Missouri
- Twin Ports

## GREAT LAKES REGION

- Evansville
- Grand Rapids
- Indianapolis
- Lansing
- Louisville
- Metropolitan Detroit
- North Coast
- Ohio Valley

## NORTHEAST REGION

- Boston
- Buffalo-Western New York
- Eastern New York
- Hartford
- Housatonic
- Long Island
- Metropolitan New York
- New Jersey
- Northern New England
- Rochester New York
- Syracuse
- Vermont
- Worcester County

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# CSI CHAPTERS AND REGIONS

## MIDDLE ATLANTIC REGION

Baltimore  
 Blue Ridge  
 Central Pennsylvania  
 Central Virginia  
 DC Metro  
 Greater Lehigh Valley  
 Northcentral Penn  
 Philadelphia  
 Pittsburgh  
 Richmond  
 Tidewater Virginia

## WEST REGION

East Bay-Oakland  
 Fresno  
 Honolulu  
 Los Angeles  
 Orange County  
 Redwood Empire  
 Sacramento  
 San Diego  
 San Francisco

## SOUTHWEST REGION

Albuquerque  
 Denver  
 Las Vegas  
 Phoenix  
 Pikes Peak  
 Salt Lake City  
 Tucson

## SOUTH CENTRAL REGION

Amarillo  
 Austin  
 Dallas  
 Fort Worth  
 Houston  
 Oklahoma City

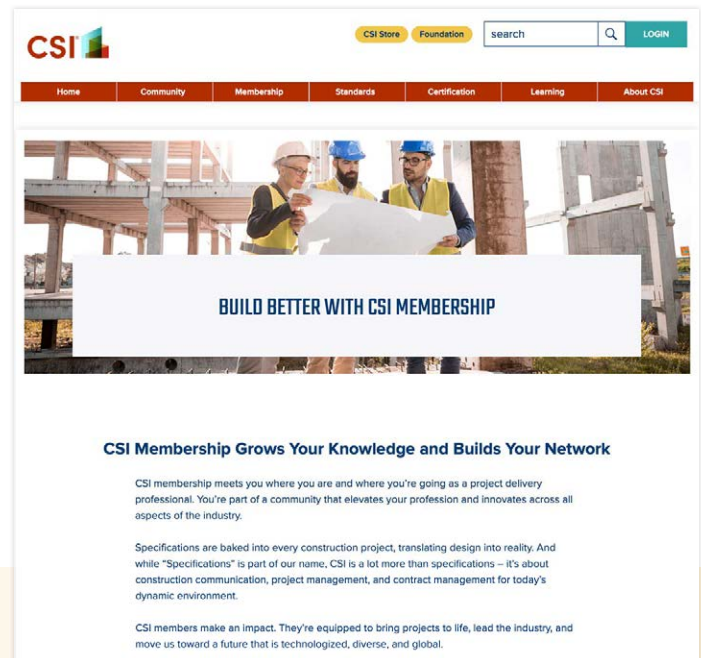
## GULF STATES REGION

Acadiana  
 Baton Rouge  
 Birmingham  
 Chattanooga  
 Huntsville  
 Knoxville  
 Little Rock  
 Memphis  
 Mississippi  
 Montgomery  
 Nashville  
 Pensacola Florida

## SOUTHEAST REGION

Atlanta  
 Charleston  
 Charlotte  
 Greater Orlando  
 Greenville  
 Raleigh-Durham  
 South Florida  
 Suncoast  
 Tampa Bay

## VIRTUAL CSINext



“ I joined CSI to connect with other industry professionals and gain exposure to aspects of the construction industry that I had not previously been involved in. Through participating in our chapter meetings, I’ve learned a tremendous amount and have had the opportunity to meet many outstanding people.”

— Andrew Ittes, CSI



A CENTER FOR  
**INNOVATION**

# LEARNING

CSI is committed to elevating all AECO professions, which compels us to provide learning experiences that meet our community where they are when they need it. Through online learning, in-person events, and publications, we're supplying core knowledge to help solve today's industry challenges.

## CSI LEARNING LIBRARY

This online resource provides on-demand courses that offer learning units in topics such as building information modeling (BIM), sustainability, project delivery, and specifications. The Specs 101 series defines how anyone on the project team should write, read, and use specifications throughout the overall project. Additional offerings, like the 11th Hour Bid and Spec Writing for Project Teams, equip specification professionals to be a go-to source for delivering successful projects.

## PRACTICE GUIDES

We regularly develop and update the CSI practice guides which are essential 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 product representation. They also serve as the primary source material for CSI's certification exams.

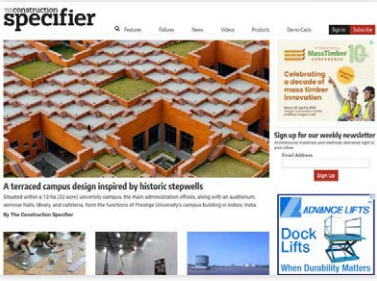
## WEBINARS

Every two weeks, we offer engaging webinars that feature the latest product innovations and trends.

## PRACTICE COMMUNITIES

CSI practice communities are free and open forums that bring together professionals from across the globe to discuss current and emerging best practices and improve project delivery.





**THE CONSTRUCTION SPECIFIER**

A peer-reviewed publication, *The Construction Specifier* provides the latest information on construction documentation, materials, and methods.

**CSI NATIONAL CONFERENCE**

This boutique-style event is intentionally designed to connect those from all corners of the AECO industry, highlighting our association’s commitment to building an inclusive learning community. It’s a place where more than 350 attendees come together to help find solutions to their challenges so they’re ready to navigate the changes ahead in our industry.

**MASTER SPECIFIERS RETREAT (MSR)**

MSR is an exclusive event that connects building product manufacturers with architects, specifiers, and other product selection influencers. Through extended one-on-one meetings, attendees gain new product knowledge and leave with direct contacts to help them find solutions more quickly.

» Learn more at [csiresources.org/learning/overview](https://csiresources.org/learning/overview)

**THOUSANDS OF INDUSTRY PROFESSIONALS EXPANDED THEIR KNOWLEDGE IN FY25:**



The background is a solid orange color with a complex, layered wireframe pattern. The pattern consists of various geometric shapes, including rectangles, squares, and triangles, some of which are solid lines and others are dashed. These lines create a sense of depth and architectural structure, resembling a blueprint or a 3D model of a building. The overall effect is modern and professional.

ELEVATING OUR  
**PROFESSION**

# CSI CERTIFICATIONS

CSI’s professional certifications attest to your understanding of the entire construction process, including documentation development and administration, specification writing and enforcement, product research and sourcing, and communication with the design and contracting teams.

## CONSTRUCTION DOCUMENTS TECHNOLOGIST (CDT®)

CDT® certification attests to the knowledge of writing, interpreting, enforcing, and managing construction documents and project delivery methods.

## CERTIFIED CONSTRUCTION SPECIFIER (CCS®)

CCS® certification attests to an in-depth understanding of agreements, contract conditions, a project’s general requirements, and their relationship to specifications.

## CERTIFIED CONSTRUCTION CONTRACT ADMINISTRATOR (CCCA®)

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

## CERTIFIED CONSTRUCTION PRODUCT REPRESENTATIVE (CCPR®)

CCPR® certification attests to your effectiveness in sales situations, including sales calls, presentations, construction meetings, and product shows, in addition to showing skills related to construction documentation, roles, and responsibilities.

» Explore more at [csiresources.org/certification](https://csiresources.org/certification)

CERTIFICATIONS ISSUED IN FY25:

**535**

RECERTIFICATIONS ISSUED IN FY25:

**1,344**

“ Every step of gaining CSI certification improved my ability to successfully perform my work and increased my knowledge of construction contracting. Preparation for each exam built my expertise and helped make a reliable resource for my employers. It has served me well as an architect, construction administrator, and specification manager. My pinnacle was achieving CCS® certification, even over my architectural registration and LEED certification.”

— Paul M. Sternberg, CCS®, CCCA®

# STANDARDS

For over 50 years, CSI has provided standards — including MasterFormat®, UniFormat®, and OmniClass® — to help construction professionals communicate and organize information. The use of these standards is core to helping those in our community establish themselves as authorities that can provide accuracy, efficiency, and organization in project delivery.

## MASTERFORMAT®

The AECO industry's gold standard for organizing and communicating specifications and work results for construction projects. In FY25, CSI and community volunteers worked on revisions to MasterFormat to ensure it remains relevant and essential in construction documentation.

## UNIFORMAT®

A classification system for building elements, systems, and assemblies, providing a framework for design and management across a building's life cycle. It's useful for early project design documentation, cost analysis, and evaluation of how design alternatives affect facility performance.

## OMNICLASS®

A comprehensive classification structure for electronic databases and software, encompassing vital elements of both MasterFormat® and UniFormat®. This tool is beneficial in building information modeling (BIM) to organize and retrieve project data.

» Explore more at [csiresources.org/standards/overview](https://csiresources.org/standards/overview)

## CROSSWALK®

Originally launched in May 2020, Crosswalk enhances design, construction, and facilities management software by integrating CSI standards through an application programming interface (API). By delivering immediate, digital access to critical standards like MasterFormat®, UniFormat®, and OmniClass®, Crosswalk adds convenience, saves time, and leads to greater accuracy because it's always up to date.

After the initial launch, Crosswalk added more integrations for popular productivity applications, including Microsoft Word, Excel, Revit, and Procore.

Crosswalk is transformative technology that allows construction standards to be made available for modern workflows and provides the basis for further innovation by CSI.



The background is a solid teal color. It features a white wireframe architectural drawing of a modern building with several towers of varying heights. Overlaid on this is a white bar chart with five bars of decreasing height from left to right. A white line graph with a dashed line is also visible, showing a peak on the left and a rise on the right. The overall aesthetic is clean, modern, and professional.

# **FINANCIAL UPDATE**

# OVERVIEW

CSI, the CSI Foundation, and the Construction Information Network, LLC (CIN) continue to make strides and maintain an overall positive financial outlook, with \$7,438,880 in assets. Although Fiscal Year 2025 expenses exceeded revenue, this deficit was paid for by board-authorized transfers from income realized in FY24. The board allocated \$507,831 to support the strategic building of essential programs and benefits.

All finances are reported as consolidated.

## REVENUE

Non-dues revenue accounted for 78 percent of CSI's consolidated income, meaning that the membership contributed 22 cents for every dollar of the association's income. Out of 78 percent of income, 86 percent was attributed to product sales, conferences, and education programs, and 6 percent was attributed to interest and dividends, contributions, and other revenue.

## EXPENSES

Expenses in FY25 included support for conferences, technical programs, education, certification, member services, association governance, and an allocation to CSI regions.

While the total expense exceeds income by \$2.2 million, it is important to note that this deficit was a planned shortfall, and the difference was made up by board-approved transfers of revenue earned in prior fiscal years.

# CONSOLIDATED FINANCIALS

Gold  
Transparency  
2025

Candid.

From the CSI independent audit, period ending June 30, 2025.

## OPERATING REVENUE AND SUPPORT

**Total:**  
**\$5,903,962**

Membership dues .....	\$1,293,308
Product sales .....	\$769,550
Educational programs .....	\$914,699
Conference, sponsorship, and registration .....	\$2,281,432
Interest and dividends, net .....	\$188,655
License sales .....	\$382,160
Other revenue .....	\$26,153
Contributions .....	\$48,005

## EXPENSES

**Total:**  
**\$8,118,141**

### Program services

Product sales .....	\$752,318
Marketing .....	\$554,621
Educational programs .....	\$291,991
Conference, sponsorship, and registration .....	\$1,506,600
Membership .....	\$370,790
Certification .....	\$482,064
Governance .....	\$203,529
Community .....	\$319,906
Strategic initiatives .....	\$507,831

### Supporting services

Management and general .....	\$3,128,491
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## ASSETS

**Total:**  
**\$7,438,880**

Cash and cash equivalents .....	\$835,531
Accounts receivable .....	\$4,481
Investments .....	\$5,859,144
Prepaid expenses and other assets .....	\$197,046
Inventory .....	\$27,694
Property and equipment, net .....	\$31,281
Right-of-use asset, net .....	\$483,703

## LIABILITIES


**Total:**  
**\$4,426,014**

Line of credit .....	\$629,090
Accounts payable and accrued expenses .....	\$585,477
Dues collected for local chapters .....	\$231,446
Deferred membership dues .....	\$875,330
Other deferred revenue .....	\$1,547,750
Operating lease liability .....	\$556,921

## NET ASSETS

**Total:**  
**\$3,012,866**

Without donor restrictions .....	\$2,684,326
With donor restrictions .....	\$328,540



**CSI BOARD  
MEMBERS**

# CSI BOARD OF DIRECTORS

JULY 1, 2024 – JUNE 30, 2025



**William Sundquist, FCSI**  
Chair



**Jarrod Mann, FCSI, CCCA®, CDT®**  
Chair-Elect



**Ivette Ramirez Bruns, CSI, CCS®, CDT®**  
Secretary and Director,  
Great Lakes Region



**Michael Young, FCSI, CCS®, CCCA®, CDT®**  
Treasurer



**Morayma Bittle, CSI, CCS®, CCCA®, CDT®**  
Director, Southwest Region



**Edmund Brown, CSI, CCCA®, CDT®**  
Director, CSI At-Large



**Patrick Comerford, CSI, CCPR®, CDT®**  
Director, West Region



**Lynsey Hankins, FCSI**  
Director, South Central  
Region



**Thomas Lanzelotti, FCSI, CDT®**  
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**Georgia Spencer, CSI, CDT®**  
Director, Northwest Region



**Robert Vaughn, CSI**  
Director, Middle Atlantic  
Region



**Kevin Wang, FCSI, CCS®, CCCA®, CDT®**  
Director, CSI At-Large



**Andrea Zawodny, CSI, CCS®, CCCA®, CDT®**  
Director, North Central  
Region



**Mark Dorsey, CAE, FASAE**  
Chief Executive Officer  
(Ex-Officio)



CORPORATE  
**PARTNERSHIPS**

# PLATINUM PARTNERS

EXCLUSIVE METAL WALL AND  
ROOF PANEL PRODUCTS/SERVICES  
PLATINUM PARTNER:



EXCLUSIVE ARCHITECTURAL  
WOODWORK ACCREDITATION  
PLATINUM PARTNER:



EXCLUSIVE DESIGNED  
SURFACING SOLUTIONS  
PLATINUM PARTNER



EXCLUSIVE SOFTWARE  
PLATINUM PARTNER:



EXCLUSIVE PAINT AND COATINGS  
PLATINUM PARTNER:



EXCLUSIVE CEILINGS  
PLATINUM PARTNER:



# GOLD PARTNERS



# SILVER PARTNERS



The background is a solid orange color with a complex, layered wireframe pattern. The pattern consists of various geometric shapes, including rectangles and trapezoids, some of which are solid lines and others are dashed. These shapes are arranged in a way that suggests a three-dimensional architectural structure, possibly a building or a series of interconnected volumes. The lines are thin and light in color, creating a subtle but intricate texture.

CSI  
**FOUNDATION**

# CSI FOUNDATION

The CSI Foundation is a 501(c)(3) tax-exempt organization that supports research, education, and scholarship related to the built environment and in alignment with the goals and objectives of CSI. Donations to the CSI Foundation will help influence the future of specifications, specifiers, and the construction industry.

## CSI FOUNDATION SCHOLARSHIPS

Access to professional development should not have limits. That’s why the CSI Foundation provides scholarships to help aspiring AECO professionals attend professional development to enhance their skills or gain a CSI certification.

In FY25, we awarded scholarships to six deserving members of our community.

» Learn more and donate at [csiresources.org/foundation](https://csiresources.org/foundation)

“Earning this CSI scholarship has enabled me to stand out as a young professional in my workplace. I was able to distinguish myself by attending the CSI National Conference and sharing what I learned and experienced with colleagues both at my level and above. The experience of attending has removed the fear associated with networking and reaching out to professionals in my field.”

— Patrick Abaga, CSI-EP, CSI Foundation Scholarship Recipient



# CSI FOUNDATION BOARD OF TRUSTEES

JULY 1, 2024 – JUNE 30, 2025



**Marvin Kemp, FCSI,**  
Lifetime Member, CDT®  
Chair



**Rachel Nava, CSI,**  
CCS®, CDT®  
Vice Chair



**Glenn Remler, CSI**  
Secretary



**Michael Young, FCSI,**  
CCS®, CCCA®, CDT®  
Treasurer



**Ron Geren, FCSI,**  
Distinguished Member,  
CCS®, CCCA®, CDT®  
Trustee



**Gary Bergeron, FCSI**  
Trustee



**Mark Dorsey, CAE,**  
FASAE  
Chief Executive Officer  
(Ex-Officio)

# CSI FOUNDATION DONORS

The work of the CSI Foundation is made possible by these generous donors who made contributions between July 1, 2024 and June 30, 2025.

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 CDT  
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