

PRESIDENT'S ADDRESS



Ken Schmidt, Great Lakes Region President

August has been an extremely busy month for a lot of folks! I hope you are all prospering and getting ready for a well deserved Labor Day weekend. We at Seward Associates have been blessed with a record month and September looks even better.

Your Great Lakes Regional Staff has been extremely busy. Just to highlight a few of the projects the folks working on to accomplish our FY 2018 Goals, Objectives and Plans.

Here are the 2018 programs. As you read thru them feel free to call, text, email or even FAX your comments, support or ideas to any of the ExCom, Committee Chairs or our Newsletter Editor. In this case Silence is NOT Golden!

2018 FY Projects,

1. Increase our Chapter's Membership by a minimum of 20 new Professional or Emerging Professionals. That's a minimum of 200 new GLR members over our June 30th base of 614.
2. Seek out those that fall in the Emerging Professional Classification. These are our future leaders and are already among us!
3. Support our Academic Affairs efforts to increase Student Participation in CSI.
4. Increase our Certification Rates. We have great Teachers awaiting, we need candidates!

There is tremendous value to our Employers to have CSI **certified** employees.

5. Continue to improve Regional Communications, including getting the Newsletter out on time....I admit guilt, Hank is so mad at me I'll have to buy him 2 drinks at the Convention.

6. Promote the "GLR's Speakers' Bureau". Do you even know what this is? It's a great way for those Chapter Program Chairs who claim they "can't get good speakers" to come to their "far away" locations. This one should be so simple!!! Thank you to those Chapters who have and continue to provide Program submittals. I think there are at least 10 programs available as of today.
7. Our FY 2018 Regional Conference will be the first under the new Regional Site Selection Guideline that was passed by your board last year. This year's Conference will be a true CSI Leadership Training Program. More in the October issue. **WOW! That's a busy agenda!**

Here is just a few of the August Highlights that have taken place! We will present updates on all 7 of these monthly so you can see how you and your fellow members are progressing. ALL of these programs and Standing Committee Chairs can use YOUR help!!! Their names and contact information is in this newsletter. Fantastic awards will be given to those who call and offer their assistance! I request every Chair to report these "First Responders" to the Editor for recognition.

ACCOMPLISHMENTS

7. Your Great Lakes Regional Conference Chairman, Glen Baines, recently conducted the Second "Formation meeting" for his team to learn more about their mission. We expect to hear a Report from him in October Newsletter--or before!
6. Jack Morgan is reporting in this Newsletter the status of the fantastic Speaker's Bureau. He is looking for "A Few Good Men or Women" to help him. We should be working to bring this support tool to ALL the chapters. I suggested that ALL our Chapter Program Chairs join this Committee, only makes sense!!!
5. Our GLR Newsletter will be published by the first Monday of the Month! Our new Assistant Editor, Patrick Sebanc, is great, we call him P2! You will meet him at the Regional unless he gets the shackles off first, and runs away!
4. We are interviewing for our Membership Chairman position to take over for Jack since he is working 3-4 jobs for his Home Chapter, Region and now the Institute! Ed Avink, if you read this before you get my phone call don't be surprised that you were nominated by 4 of your close friends and admirers. In addition they all offered to be on your committee....scary eh! More later!!
3. We have spent years and in some cases decades supporting our goal of having a viable, visible and vibrant Student Academic Program. While the students can be as elusive as Unicorns, we, The Great Lakes Region has accomplished some remarkable achievements. The Columbus Chapter takes Front Row with Indy sitting close by. Our Chairs, Thad Goodman (Soon FCSI), Columbus, and Joel Young of Indianapolis will be giving their respective updates in October. Again both are looking for a FEW etc.

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PRESIDENT'S ADDRESS--CONTINUED

2. Emerging Professional are those 4 LEAF CLOVERS that are easily found for some reason we (the average Chapter member) don't stop to A. learn who they are B. Where they work C. If they have any interest in attending a Chapter meeting, (try inviting them) D. If their employer wouldn't mind recommending one or two to attend, (at no cost to the employer or the Emerging Professional (EP)).

These EPs are the easiest NEW MEMBER prospects our Chapter Membership Chairs have available to them... right now, they already graduated, or are working in our profession! This is "water"! In front of our noses.... DRINK!!!

I asked a Principal of a Large Architectural Firm if he would give me names of 2 of his Emerging Professionals to invite as my guest to our Chapter Program and he came up with 5! He encouraged their attendance and asked me to do a quick introduction to CSI with them before they committed to attend. I've become a pretty good salesman in my 49 years but this was a slam dunk! 4 of the 5 eagerly agreed and their boss said he may attend after being a paying member for 10 years and then dropping his membership!

Now the pressure is on our Chapter to conduct another Great Program, Greet these Guests as they would their Pastor or Priest. Providing them a list of our 35 active committees stir their interest and who knows maybe one will win our 50-50 drawing. Can you imagine if each of our average monthly attendees all bring 2-3-4 Emerging Professionals to our Chapter meeting!!! Hmm how many would become new Architectural Offices in a few years..

1. 200 "NEW MEMBERS" in FY 2018., I personally believe this is a simple Objective to accomplish! Why, How, you ask? Read Close.

Never before have there been so many of "THEM" and so few of us!

Never before have there been so many reasons to join and be active in CSI than NOW, Never before have there been so many "Old Poops," like me looking around and accepting the fact that we are not "immortal!"

Our Organization is getting older but Mark and his institute Team will keep pushing our Chairs, or dragging us.

There are more and more younger Architectural, Engineering and Design firms coming out of older and experienced larger firms. There is a growth of Construction Manager firms and General Contractors.

In our Indianapolis Metro area it is reported there are over 985 potential CSI members "currently making a living in the Construction Industry" not counting the sub contractors, there is another 1,150 of them!!!

I challenge and humbly request that all our 13 Chapter Presidents call their Membership Chairs and get these statistics for your Chapters area and report your findings to our Editor for publishing in the October issue! 2 Starbucks Rewards for your 1 sentence, or more.

Folks your Regional Staff has been busy and we continue to remind ourselves, CSI is a **Volunteer Organization**

Comments and suggestions are encouraged and may God Bless You, Your Family and together we can "Make CSI Great Again". (The Pres. said I could say that)

Respectfully,
Ken Schmidt, GLR President

GREAT LAKES REGION CHAPTER CONTACTS & MEETING TIMES

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

DIRECTOR'S MESSAGE- JACK'S THOUGHTS

I encourage all Great Lakes Region members to take advantage of going to CONSTRUCT in Providence, RI, September 13-15, 2017. CSI's national convention is unique and filled with many activities that carry your CSI experience to the next level. We are honoring two of our Great Lakes Region members Brandi Fry and Thad Goodman with Fellowship and Chuck Thompson with the Robert P. Brosseau Award for the Advancement of CSI. Many education offerings are offered and there are many opportunities to have fun. Hotel space is still available. To register, go to the Institute's website www.csiresources.org and look for links to CONSTRUCT.

While at my first Institute Board Meeting, I wanted to inform you of steps that CSI is taking to improve your membership experience. Following is a partial list provided by Thad Goodman and Ed Brown:

- Goals for all IT projects:
 - Bring the right digital experience at the time and place of need (with a focus on mobile).
 - Understand the touchpoints for customers/members
 - Understand what data is valuable to customers
- CSI has undertaken a project to improve member data in order to better serve individuals and provide them content in which they are interested. I encourage you as a member to check your membership profile and update it as necessary. This project revealed roughly 2/3 of CSI member data is complete, which explains why not all members receive timely and accurate communication from CSI. A big FY18 priority is to remedy this situation.
- CSI's Chicago chapter has completed their beta testing of the microsite template. Chicago is now customizing their site. Other chapters that next to update their sites are Grand Rapids, Worchester County, and Portland. The Northeast, Northwest, and West Regions will participate in the next round of testing. Microsites will have content specific to their chapter and syndicated content from Institute. Rollout and pricing will be determined in the next several months.
- CSI is in the process of transitioning to a new accounting system designed to improve financial reporting.

There are other priorities such as better tracking of membership, making CDT a full Certification, evaluating CSI's education offerings, and updating the Corporate Partner Program which I will touch on in future *Notes from the Director*.

What is it that you want from CSI? I believe the more you put in, the more you will receive in return. Actively participate in your Chapter or Region. We all will be better for it. Drop me a line or call about anything CSI!



Jack Morgan, Institute Director

GLR SPEAKER'S BUREAU

The Great Lakes Region has a GLR Speakers Bureau located on the Website. The goal is for the larger chapters of the Great Lakes Region to submit via the GLR Speakers Bureau, many good programs to the smaller chapters. As a Program is presented, if noteworthy, each chapter would submit that program, adding to the GLR Speaker's Bureau. With these programs being presented regionally, that speaker would most likely be willing to present to another chapter in the region because of reduced travel costs. On the site is a form to be filled in either by the Chapter President, Chapter Program Chair, or both. The form asks for at notable programs that have been presented recently by each chapter. The information includes:

- Chapter Name or Joint Chapter names
- Chapter Contact Person
- Program Name
- Name and Contact Information of the Presenter
- Dates of the Presentation
- CEU Information
- Any fees required?
- Other Notes

Please keep in mind the following:

- We are looking for programs that were well received by members.
- We are NOT looking for "Lunch and Learn" presentations.
- A chapter's building tours and social events do not qualify.

The GLR Speaker Bureau Form is in MS Word. You can either, fill in the blanks and send to me electronically or print the form, fill in the information, and scan it to me electronically. Several programs have been added to the GLR Speaker's Bureau. Please feel free to contact the presenters and to submit your notable programs for other Chapter's benefit.. I urge your participation to help each chapter in our region present better Programs.

CERTIFICATION QUIZ

Certification Quiz

1. By executing the Contract, the contractor confirms that the Contract Time is reasonable
 - a. True
 - b. False
2. It is important to establish Site Conditions prior to?
 - a. Notice to Proceed
 - b. Mobilization
 - c. Negotiating Procurement
 - d. Signing the Contract
3. The Negotiation Process is between the
 - a. Owner and Contractor
 - b. Request for Proposal (RFP)
 - c. Drawings and Specifications
 - d. Order Forms and Supplements
4. Under AIA A 201 & EJCDC C-700, who provides Property Insurance covering the Work?
 - a. Contractor's Surety
 - b. Owner
 - c. Contractor
 - d. Financing Agency
 - e. None of the above

Answers with source info can be found at bottom of page 1.

CSI GREAT LAKES REGION CONTACTS

GREAT LAKES REGION OFFICERS

Ken Schmidt

President
kschmidt@sewardassociates.net
317-578-3700

Edmund Brown

President-elect
brown_edmund@yahoo.com
317-272-7800

David Fryman

Second Vice President
dave.lodsap@gmail.com
317-604-3807

Mark Lods

First Vice President
mark.lods@twc.com
502-552-1831

Gregg Jones

Secretary
Gregg.jones@c2ae.com
269-216-0226

Scott Mitchell Taylor

Treasurer
smiaylor@gmail.com
216-870-1970

Hank Hondorp

Immediate Past President
hondorph@progressiveae.com
616-361-2664

Jack Morgan

Institute Director
morwalsoplad1@gmail.com
317-508-4516

Lacy Thomas

Emerging Professional
ladamscsi@gmail.com
614-221-9433

GREAT LAKES REGION COMMITTEE CHAIRS

Thad Goodman

Academic Chair
thadg@nationalgypsum.com
614-296-5375

Ivette Bruns

Awards Chair
ibruns@csoinc.net
317-848-7800

Ed Brown

By-laws Chair
ed@sebreearchitects.com
317-272-7800

TBD

Certification Chair

Glen Baines

Region Conference Chair
glen@bainesinc.com
317-846-9440

Chris Grimm

Education Chair
cgrimm@aec-specs.com
202-670-2271

D. Blake Wagner

Electronic Communications Chair
dblakewagner@gmail.com
317-264-2886

Ralph Pitman

Membership Chair
RPitman@SebreeArchitects.com
317-272-7800

Hank Hondorp

Nominating Chair
hondorph@progressiveae.com
616-361-2664

Phil Babinec

Planning Chair
pbabinec@gbbn.com
513-241-8700

Gary L. Beimers

Technical Chair
gbeimers@comcast.net
616-295-2232

GREAT LAKES REGION NEWSLETTER STAFF

Jack Morgan

Editor
morwalsoplad1@gmail.com
317-508-4516

Patrick Sebanc

Assistant Editor
psebanc@sewardassociates.net
317-979-0991