



SOUTHWEST BREEZES

A PUBLICATION OF THE SOUTHWEST REGION
CONSTRUCTION SPECIFICATIONS INSTITUTE



JANUARY 2009

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EDITOR'S NOTE
**APRIL IN VEGAS!
SOUTHWEST
REGION
CONFERENCE -
SEE LAST PAGE
FOR NEW INFO.
TIME TO SIGN UP!**

CSI SOUTHWEST REGION



DIRECTOR'S MESSAGE

Neil Davison, CSI, CCS, CCCA, AIA
Institute Director, Professional

Happy New Year. I am starting the New Year off by being late with my article and this goes against all that I have set my sights on. I think this is the time of the year that we all set the new resolutions and then break about 1/2 of them right away. I will get better – my promise to Dave. (*wow, newsletter editors like that kind of spirit - thanks, Neil...ed.*)

There are a lot of things afoot now in Alexandria. At the board meeting in November there were several items on the agenda that greatly affect the region. The first dealt with non-affiliated members. As you might recall you can be a member of the national organization and not be a member of a local chapter. There are currently about 774 members within the Southwest Region, including approximately 156 members that are non-affiliated members, or about 20%. The first item of business ensured all the non-affiliated members are part of the region in which they reside.

The second item on the agenda dealt with financing of the region. The region is currently funded from two sources. The first is by sharing the profits from the region conferences 50-50 with the host chapter. This is a big assumption because profits are rare. The second source of revenue is from the chapters, via an assessment from the region and paid per chapter member. This is the primary source of funding. The Institute will pay for Directors to attend their region conferences and any board meetings, and to visit chapters. There is a set cost limit per Director, so not all of our chapters can be visited by a Director in a year; Robert and I figure we can each see about 1/2 of the chapters this year. (Please invite us to your meetings.) This is all the Institute pays. Assessments have been hard to collect. Teri Hand and I are meeting this week to review finances for the region and I am told collections have not been great. Presidents, expect a call.

Non-affiliated members, even though they are not members of chapters, are members of the region but do not currently contribute to the region financially through assessments. The second item fixes this. The Institute will now start paying the region assessments from dues paid by all members, and then take it from the chapters before they send them their portion of dues from renewals and new members. This will ensure that the regions will be funded properly and by all members of the region. With the changes in governance, the Institute will not be funding anything for the region leaders. I, as the Institute Director from the Southwest Region, will not be a region leader and will not be funded by the region.

In other news, I did finally receive some feedback from members of the region, and did a little more “word-smithing” on the new region bylaws. I have sent them on to Institute for response. We should be getting approval soon.

Today Joy Davis sent out the ballot for election of a new region Vice-President. If elected, Ron Geren will serve one year as Vice-President and then the next year as President. If there is someone you would rather have instead of Ron, and I fully endorse Ron, then there is room for a write in candidate. Please vote. It tells us two things: 1) the system is working, and 2) you are alive and reading your e-mails. Thank you, Joy, for the great job of getting the ballot put together and out. It is even structured so Ron can't vote multiple times to get someone else elected instead of him.



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IMPORTANT DATES

- **January 30, 2009**
Early registration deadline for spring 2009 CDT exam
- **February 2, 2009**
Last day of voting:
Southwest Region Election
- **February 28, 2009**
Final registration deadline for spring 2009 CDT exam
- **March 17, 2009**
Denver Chapter Symposium & Product Show
- **March 30-April 4, 2009**
Spring CDT exams -
Nationwide testing dates
- **April 2-4, 2009**
SW Region Conference,
Las Vegas
See the schedule flyer attached to this issue!
- **June 16-19, 2009**
Construct2009 & CSI Convention, Indianapolis
Registration to begin in late February - visit www.constructshow.com

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In addition to all the other things happening, the region conference is right around the corner in April. Las Vegas is doing a great job putting it together. One of the main purposes of the region conference is to train the chapter leaders. We have great chapters in our region; however, none of them are so great that a little training would not help them. The region conferences are a great place to learn more about what you are doing for your chapters and what you could be doing. I have been going to them long enough that they feel like family reunions. Actually they are a lot more fun than my family reunions.

The last item I need to write about is the region awards. We need to get them submitted by March 15th. Michelle Merillat will send out specific information to the chapter award chairs. We have historically not handed out many awards simply because no one has applied for them. Please do so. It is not only a great way to reward those individuals, or committees in your chapter that are doing a great job, but it also brings recognition to your chapter. Here is how you can reach Michelle:



*A typical Region award, Michelle?
-ed.*

Michelle L. Merillat, CSI, CDT
Desert Plumbing & Heating Co., Inc.
4886 Frank Sinatra Dr.
#20620 Las Vegas, NV 89109
mpmerill1@aol.com
702-873-7333

MEMBERSHIP: THE LOST ART OF PERSONALIZATION

Kristine Moore, CSI, CDT
Southwest Region Membership Chair

I would like to first wish all CSI members and their families a Happy New Year and may 2009 bring you all good health, new friends, prosperity and much laughter.

As we begin another year, and a challenging one at that. With our economy so unbalanced we must take advantage of every opportunity to ensure that our chapters maintain an unwavering commitment to their members.

As I reflect back when I began my career in the construction industry, I was not sure how to work within the industry. I thought, I will knock on doors all day long and make my way in, and hope that I don't get a "No, not interested in your product". I didn't mind the long work hours and the door to door encyclopedia salesman approach, only because I was hoping to hear "Not interested in your product TODAY". It was the today in that statement I was chasing. It was my reason for returning.

In a society where you have to press 1 for English, but never 0 until you have gone through a series of other numbers at least twice. Email has become our method of "Let's Do Lunch at noon at Luby's" please accept the invite on your Outlook calendar.

I have to believe that somewhere in us all frustration sets in when we can't connect to an individual. In my years as a product representative I have found that showing gratitude is one of the simplest and powerful things we can do for each other. A warm welcome at the door as you enter a meeting, a thank-you note, the old-fashioned way, handwritten with pen and paper (notice I didn't say cards).

We all join organizations for one reason or another, whether it is for the networking, edu-

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REGION CHAIRS

Academic Affairs Chair
Ron Geren, RA, CSI, CCS, CCCA

ron@specsandcodes.com

Awards Chair
Michelle Merillat, CSI
mpmerill1@aol.com

Certification Chair
Lee H. Orosco, FCSI, CCS
lee.h.orosco@gmail.com

Education Chair

This can be you!

Finance Chair/Treasurer
Teri Hand, CSI, CDT
thand@tnemec.com

Fund Raising Chair

Your name here!

Membership Chair
Kristine Moore, CSI, CDT
kmoore@brick.com

Planning Chair

Ann Baker, RA, CSI, CCS, CCCA

Ann.baker@rnldesign.com

Programs Chair

You can help here!

Publications Chair
Dan Mireles, CSI, CCCA
dan@wrightdalbin.com

Technical Chair

Tim Garver, CSI
tggarver@dunn-edwards.net

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cation or socialization, nonetheless we join. We all value the reasons why and hope that the experience is enough to bring us back. The simplest form to get involved in your industry is to join your local chapters. I learned that 2 years into my sales career. I found that I could advance my company and myself through memberships.

First, join the chapter that best suits your career path. The construction industry is so broad that sometimes you may have to join 2 or 3 different organizations to help you in the areas in which you work. CSI is such a different organization; it caters to all disciplines in the industry. It is a diverse organization. Next, find the members that do what you do and introduce yourself, be honest, and share stories. This is where you actually begin your networking, because when lunch is over you will have made more contacts in that hour than you do in a week of door-to-door, looking for that "Today".

Membership is invaluable, but also comes with great responsibility. Recruiting of new members, AND retaining them. Committees must then be formed then asking members to fill those positions. Communication is key. Keeping your members abreast of what is happening not only at your local level but at your regional level as well. It is often said that we lose our members because we don't let them know what is happening in our chapters. Most of today's communication is through email and it is critical that we have update email addresses so that our members are current with what is happening. Perhaps an idea would be to call our members in such instances as follow up for lunch/dinner meetings rather than to send a second or third "email reminder". The personal touch.

Have greeters at every meeting for your members and guests. Acknowledge guests at the beginning of your meetings. Have them stand up and applaud their attendance. Make everyone feel welcomed. Create a culture of gratitude. Create a culture that works for your chapter. Bring it all back to basics.

About the Author: Kristine A. Moore, CSI, CDT, MAI, is the Southwest Region Membership Chair. Previous President 2005-2006, El Paso Chapter. Operates an Architectural Library in El Paso, Texas, which provides design professionals with resource materials, catalogues, binders and samples from various product representatives. Previously as a product representative for masonry manufacturing company for 9 years and worked as a project manager for a large sitework contractor for 12 years.



"The biggest benefit that I have received from CSI is the recognition of professionalism from others in the industry. I am continually called upon by the design community for advice relating to contracting and bid procedures, and I believe that my assistance is requested because of my professionalism — partly enhanced by my involvement with CSI."

Richard Cooper, PE, CSI, CDT, General Contractor





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GREETINGS FROM THE LAS VEGAS CHAPTER

Joe Morales, CSI
Las Vegas Chapter President

Hello to all of you from all of us here in Las Vegas! I would like invite all of you to come to Las Vegas this April 2-5 for the 2009 SW Region Conference. This year's conference will be held at the historic Golden Nugget Hotel and Casino down on Fremont Street. I promise if you get here, we will make sure you have a good time and even learn a few things along the way!

We have had a busy year so far with our 2008 CSI foundation bowling event. Partnering with The Foundation and all of our wonderful sponsors and over 250 participants we were able to generate over \$15,000 in scholarship monies at this year's event.

We are looking forward to the rest of this year's dinner meetings with our speakers all lined up. Dinners have all been well attended, averaging thirty to forty percent of membership in attendance, and we are all looking forward to next year's programs being as good or better that the ones we've had so far.

2009 CSI Southwest Region Conference information should be getting out to all members soon! We are both excited and honored to be your host chapter for the event. We have exciting speakers, tours, classes, and special seminars all lined up for you. We are planning on a tour at the Springs Preserve, www.springspreserve.org, a trade show with a special twist, speakers with a purpose, and the chance for you to learn.

We look forward to seeing many of you here in Las Vegas in a few months!



Las Vegas Fremont St.



LEED Platinum Springs Preserve Desert Living Center

CHAPTER WEBSITES

Albuquerque:
Denver:
El Paso:
Las Vegas:
Phoenix:
Pikes Peak:
Salt Lake City:
Tucson:

www.csialbuquerque.org
www.denvercsi.com
www.csiepaso.org
www.csilv.org
www.csiphoenix.org
www.pikespeakcsi.org
www.csi-slc.org
www.csitucson.org



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CSI Southwest Region Election

<http://survey.constantcontact.com/survey/a07e2fnzxpvpfpoao8e5/a0122fqft3h8v/greeting>

It is time for the CSI Southwest Region to elect a Vice President, who will take office July 1, 2009, and become President on July 1, 2010. **BALLOT CLOSES ON FEBRUARY 2.**

Under CSI's new governance structure, current Institute Director Neil Davison, CSI, CCS, CCCA, AIA, will become the Southwest Region's Institute Director Representative on July 1, 2009. Current Institute Director Robert H. Mallory, CSI, CCS, CCPR, CCCA, LEED AP, will become the first Region President on July 1, 2009.

The Region Vice President elected by this ballot will serve the region for two years: one year as Region Vice President, followed by one year as Region President. The term of office runs July 1, 2009 to June 30, 2011.

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WELCOME TO LAS VEGAS

2009 CSI Southwest Region Conference



Golden Nugget Hotel & Casino – April 2nd – 5th, 2009



THURSDAY, April 2nd

7:00 – 8:00am Registration
 7:30 – 8:00am Continental Breakfast
 8:00 – 11:30am Presidents' Meeting
 12:00 – 1:00pm Presidents' Lunch
 1:30 – 4:30pm Presidents' Meeting
 3:00 – 5:00 pm Registration
 5:30pm Welcome Reception
 Hennesey's
 7:00pm President's Dinner

FRIDAY, April 3rd

7:00 – 9:00am Registration
 8:00 – 8:50am **KEYNOTE BREAKFAST**
 Speaker: Dick Rizzo,
 Vice Chairman of Perini
 Building Company
 Topic: **Dubai**
 9:00 – 11:50am **COMMITTEE SESSIONS**
 9:00 – 9:50am - Certification & Education
 10:00 – 10:50am - Membership
 11:00 – 11:50am - Academic Affairs
 12:00 – 1:00pm **TABLE TOP VENDORS**
 - BINGO
 1:00 – 1:50pm **KEYNOTE LUNCH**
 Speaker: Bill Smith,
 Director of Design
 & Development at MGM
 Topic: **Project City Center**
 2:00 – 2:50pm **EDUCATIONAL SESSIONS**
 - High Performance Facades
 - Baby Boomer Housing
 3:30 – 5:30pm **TOUR** – LEED Platinum
 - Springs Preserve
 7:00 – 11:00pm Hospitality Room

SATURDAY, April 4th

7:30 – 8:45am Presidents and Region Board
 Breakfast Meeting
 9:00 – 11:50am **COMMITTEE SESSIONS**
 9:00 – 9:50am - Programs & Technical
 10:00 – 10:50am - Publications & Awards
 11:00 – 11:50am - Fundraising & Product Shows
 12:00 – 1:00pm **TABLE TOP VENDORS**
 - Lottery/Lunch
 5 Minute Specing
 2:00 – 2:50pm **EDUCATIONAL SESSIONS**
 - MOB 101
 - COTE
 3:00 – 4:00pm Region Business Meeting
 4:15 – 4:45pm Institute Q & A
 6:00pm **AWARDS BANQUET**
 Speaker: Mayor Oscar Goodman,
 Mayor of Las Vegas
 8:00 – 11:00pm Hospitality Room

SUNDAY, April 5th

9:00 – 10:00am Regional Committee
 Wrap-up Meeting



For more information
 please contact
 Joe Morales
 jmorales@abbae.com