



JANUARY 2017

Newsletter of the Northern Virginia Chapter Construction Specifications Institute

IN THIS ISSUE

January Meeting Event 1
 Continuation of Speaker Bio 2
 MARC2018 NoVA Save the Date 2
 Schedule of 2016-2017 Programs 2
 New CSI Resources Website Review.. 3
 New Nova Chapter Website Active ... 3
 Member Anniversary/Renewal Dates. 3
 NoVA 25th Anniversary Banquet 4
 Business Card Ads 4
 Past Presidents Listing 4
 December 2016 Meeting Minutes..... 5
 Leadership Contacts..... 6
 MARC2017 Pittsburgh Save the Date. 6
 Editor's Corner 6
 Sponsor Logos 6

DINNER MENU

Dinner Salad
Choice 1: Seared Provence Chicken with Forest Mushrooms Au Jus
Choice 2: Chardonnay Dill Scented Salmon with Fennel Salad
Choice 3: Vegetarian Dish
 Chef's choice of the following:
 • Goat Cheese Ravioli
 • Vegetable Lasagna
Dessert: Chef's choice

PRICES

Members: \$18 + \$1.89 CC Fee*
Retired: \$35 + \$2.74 CC Fee*
Emeritus: \$35 + \$2.74 CC Fee*
Non-Members: \$48+ \$3.39 CC Fee*
Table Top: \$275 + \$14.74 CC Fee*

SCHEDULE

6 pm: Social hour
7 pm: Dinner
8 pm: Program

LOCATION

Washington Dulles Airport Marriott
 45020 Aviation Drive,
 Sterling, VA 20166

25TH ANNIVERSARY BANQUET - JANUARY 11, 2017

MANAGING DIFFICULT CLIENTS

Without Losing Your Shirt or the Next Job

Description: In industries where clients are wanting to receive more value for lower costs, a lot of projects are being bid with little margin or contingency, let alone profit. This is compounded when clients make requests for changes after the work is awarded. The good news is that simple attitude changes can allow companies to manage these expectations in a productive, and sometimes even in a profitable way.

Learning Objectives: By the end of the program you will:

- Learn how to keep your costs lower by not performing unnecessary work.
- Learn how to increase your revenue for work you do perform.
- Learn how to make your clients so happy that you don't bid jobs, you negotiate them.
- Learn how to manage the relationship and the client so that everyone wins.
- Learn how to get the most from their project team by focusing on key attitude changes.



Speaker: Heath Suddleson, working for some great leaders, and some horrible managers, has helped Heath realize some of the subtle nuances in attitude that can make the difference in turning a manager into a leader. Having had the opportunity to be a manager and a leader himself, Heath had the opportunity to not only become a student of leadership, but a practitioner as well.



Heath Suddleson

Heath Suddleson has more than 25 years managing projects in the design and construction industry where he has led teams in managing billions of dollars' worth of projects. In these roles, Heath has served as the Contractor, the Architect/Engineer, and even represented the Owner.

He learned some of his most profound lessons by serving in volunteer leadership roles in organizations such as the American Legion, the Association for the Advancement of Cost Engineering, and Toastmasters International. In his work with Toastmasters

Speaker description continued on page 2
25th Anniversary message located on page 4

Register for the meeting at <http://nova.csinet.org> by noon January 10, 2017

*Note: The CC (PayPal or Credit Card Fee) does not apply when paying by cash at the event.
 Questions? Please send them to csinorthernva@google.com.

Schedule of FY2017 Chapter Presentations

September 14, 2016

Automatic Entrance Systems
Will Johnson, Stanley Access Technologies

October 12, 2016

Total Passive Fire Protection
Speaker: Jason McKay

November 9, 2016

Permeable Pavements
Speaker: Scott Stannard

December 14, 2016

Designing with Daylight
Speaker: David Conrath

★January 11, 2017

25th Anniversary Banquet
Managing Client Expectations
Speaker: Heath Suddleson

FY2017 Month to be determined

The Wharf DC Project
Speaker: Douglas Campbell

FY2017 Month to be determined

LEED: Health Product Declaration Statements
Speaker: To be Announced

April 12, 2017

Role of the Geotechnical Engineer
Speaker: Langan Engineers

May 10, 2017

Dupont Circle Tour & Dinner
Speaker: To be Announced

June 14, 2017

Curtain Wall for Special Purpose Facilities and Awards Banquet
Speaker: To be Announced

July/August 2017

Board Transition and Summer Planning Meeting

September 14, 2017

Fire Rated Glass
Speaker: To be Announced

FY2017 Month to be determined

Building Information Modeling
Speaker: To be Announced

FY2017 Month to be determined

Project Delivery
Speaker: To be Announced

Future topics subject to change

SPEAKER DESCRIPTION CONTINUED FROM PAGE 1

International, Heath served roles from local clubs through many levels in the organization, even having served from 2009-2011 on the Toastmasters International Board of Directors.

Most recently, Heath worked in a corporate role for one of the world's largest Engineering and Construction Companies developing and conducting training programs to help the next generation of Project Managers become more successful in their roles.



His bestselling book, *The Attitude Check: Lessons In Leadership* has become a practical field guide for leaders to harness their attitudes to increase productivity and reduce turnover in the work place. Some organizations have incorporated his book into their standard training programs. He has been featured in many publications on the topic of how to engage teams, including *Engineering News Record*, *CFO Magazine*, *Bloomberg Business*, and *Fast Company*. Heath has presented to audiences all over the world who have included Bechtel Corporation, AECOM, Skanska, The Project Management Institute, The Association for the Advancement of Cost Engineering, and the Construction Specifications Institute. ❖

MIDDLE ATLANTIC REGION 2018 CONFERENCE

MARC 2018 - April 19-22, 2018



Save the Date

**NOVA MEMBER
ANNIVERSARY DATES**

January 2017

- ☆Robert Molseed..... 51 years
Lifetime Member
- Michael Clancy..... 36 years
Architectural Resources, Inc.
- William Rains Jr..... 26 years
Sherwin Williams
- Tony Cummings 16 years
President, Construction Forensics
- John Geniesse..... 6 years
Stanley Security Solutions
- Jae Horbacz..... 1 year
Manager, CPI Daylighting
- Daniel Mathews..... 1 year
Up on the Roof
- Emre Ozkan 1 year

RENEWAL DATE REMINDERS

January 2017

- Michael Clancy.....1/31/2017
- Tony Cummings1/31/2017
- Jae Horbacz.....1/31/2017
- Daniel Mathews.....1/26/2017
- Allan Monello1/31/2017
- Emre Ozkan1/31/2017
- William Rains Jr.....1/31/2017
- Steve Woodyatt.....1/31/2017

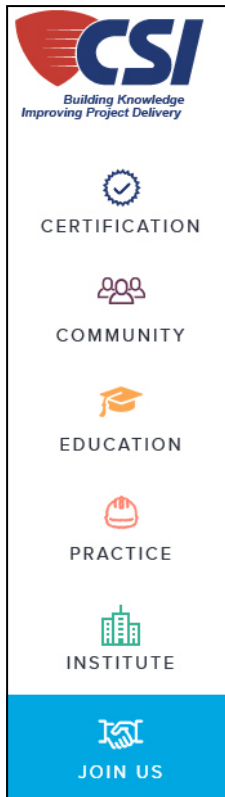
February 2017

- Ilyssa Gross, CSI-EP2/28/2017
- David Hamilton, CSI2/28/2017
- Daniel Piper, CSI, AIA, ..2/28/2017



JANUARY 11, 2017

CSI RESOURCES IS HERE - A REVIEW



Say goodbye to www.csinet.org, and welcome a new home page, www.CSIResources.org! CSI has been working on the website update with a plan in mind, and here is the result. When you go there, make sure to **Login** and update your profile.

Your profile page is labeled as "CSI Home Page", but you are not there yet. This is the **CSI Portal**, and the main navigation links across the masthead are mostly for personal data. For example, the "My Committees" page will list not only every committee position you held in CSI, but also all the annual regional conferences and Institute conventions you attended. A few of the items in the list are dated with position held, but most are not identified, or necessarily listed in chronological order. Each item is linked to a detail page, but most pages do not contain specific information. Currently, there is no way to add detail to the linked pages. This may be a future endeavor.

From the member's CSI Portal, there doesn't seem to be a link back to the main CSI Resources page. Until a link is added, keep a link to the "main" **CSI Resources Home Page** handy in your bookmark folders to easily switch back to www.CSIResources.org.

This is a totally new, fresh design. Most of your needs are accessible from the CSI Resources home page. The huge masthead links to a history of CSI and some Specifier magazine articles. The major categories are pleasant graphic links in the left side column (illustrated here in the box to the left) which drop down to list specific topics related to those categories. The only exception is the last item, "Join Us", which opens a Membership category with registration information.

The Resources Home Page displays large graphics overlaid with printed information. These topics include Discussions, Standards, About CSI, Events, a Chapter Locator, Practice Groups, Certification, the Construction Specifier, Webinars on Demand, and a Staff Directory links. These items somewhat mirror the categories in the left column. Poke around and enjoy the new experience. ❖

STARCHAPTER IS HERE - A NEW WEB SITE FOR NOVA



In concert with CSI, the Northern Virginia Chapter CSI has also unveiled its new website this month. The new link is <http://novacsinet.starchapter.com>, and is also listed in the footer of this newsletter. Its initial focus is on the introduction in the home page and the registration for the chapter meetings, although the PayPal system is not set up yet. Eventually, it will be expanded over time to include all the other functions and incorporation of the chapter's efforts to plan the Middle Atlantic Region Conference scheduled for April 2018. Note that some of the links are not yet active, but will be added gradually over the next few months.

StarChapter is an association management software platform for local chapters. It provides event registration with integrated payment tools, membership management, and email communications. There are several CSI chapters now using StarChapter. One example of a complete StarChapter website in our Regions is the Blue Ridge Chapter. ❖

Past Presidents of Northern Virginia CSI

Listed by Fiscal Year Dates

1992 William C. Pegues

1993 William C. Pegues

1994 Joseph A. Wintz III*

1995 Henry Doyle**

1996 Steve Szoke ***

1997 Michael Clancy

1998 Gloria Buchanan

1999 Brian Trimble

2000 Jean Carr ****

2001 Robert Morris III

2002 William Pegues

2003 David Lorenzini

2004 Mary-Ellen Pfiester

2005 Marshall Moss

2006 Diane Pittman

2007 Alan Geary

2008 Alan Geary

2009 Jason McKay

2010 Jason McKay

2011 Paul Brosnahan

2012 Deborah MacPherson

2013 Deborah MacPherson

2014 Luigi Grande

2015 Luigi Grande

2016 Jesse Oak

*Senior Lecturer at Clemson University, South Carolina.

**Relocated to Indiana

***Relocated to Illinois

****Retired to Florida

PRESIDENT'S MESSAGE

Jesse Oak, NOVA CSI President

Dear CSI Members,

I would like to first wish everyone a healthy and safe holidays and a Happy New Year's. The past year has been a thriller that I bet no one really predicted. A good resolution for the coming year is to be more accepting and welcoming of new ideas. With that I would like to welcome any new members we can bring into CSI, the education we can provide and what we can learn from them.



As one of the only professional groups to bring together all of the various groups involved with the constructed environment from the owner, the contractor, material manufacturer, supplier and designer, CSI provides a great forum to share information, networking and collaboration. Think again on why you joined CSI originally and what you have learned from the organization and think about how you can share this with others in the construction field to strengthen this collaboration and improve the industry. So think about that new member you can introduce and bring into the family.

When everyone helps, CSI and the Chapter win and the members benefits from a stronger organization. So remember your CSI family and I wish you and your family a healthy and safe year ahead.❖

Sincerely,



Mark Dorsey

PS: In honor of our 25th Anniversary Banquet, we invite our members and friends of Nova to bring a guest and enjoy the special ambiance features that only occur every five to ten milestone years. Please welcome our friends from the DC Metro Chapter who will join us on this auspicious occasion.

Also attending will be Mark Dorsey, Executive Director of CSI. We are hoping to hear good news from the Institute.❖

SUPPORT NOVA WITH A BUSINESS CARD AD



Business card size ad space is still available. It will be displayed in 10 issues and distributed to members of Mid-Atlantic Region CSI chapters who normally receive monthly issues of Novaspec. This is a potential circulation of 500.

Send a business card for the newsletter, a graphic logo for the website, a description of your business or service, and a check for \$200 to Northern Virginia Chapter CSI, PO Box 223415, Chantilly, VA 20153.❖



JANUARY 20, 2017

SUMMARY OF NOVA BOARD MEETING MINUTES FOR DECEMBER 2016

1. **Call to Order:** Jesse Oak, President, called the **December 2016** regular meeting of the Board of Directors to order on **Wednesday, 14 December 2016 at 5:07 pm** at the Washington-Dulles Airport Marriott Hotel.
2. **Treasurer's Report:** The current financial statements were posted on our Google Drive.
 - a. Diane Pittman provided the following Treasurer's Report:
Checking \$10,699.09; CD \$5,138.23; TOTAL \$15,837.32.
 - b. The board approved an amount of \$250 total as gratuity to Marriott staff serving Nova events.
3. **Committees:**
 - a. **Programs** - Cynthia Heimann, Chair:
 - 1) Cynthia provided a list of confirmed and potential programs for FY2017.
 - a) **January 2017:** "Managing Client Expectations", presented by Heath Suddleson, a professional motivational speaker. The January 2017 meeting will be the 25th anniversary banquet for NOVA Chapter.
 - b) **February or March 2017:** "The Wharf DC Project", presented by Douglas Campbell, Architect Project Manager.
 - c) **April 2017:** "Role of the Geotechnical Engineer" presented by Langan engineers.
 - d) **May 2017:** Possible field trip tour of DuPont Circle and dinner at local restaurant or possible joint meeting with DC Metro Chapter.
4. **Old Business:**
 - a. **MARC 2018** - David Lorenzini:
 - 1) David distributed the updated tri-fold brochure to the board along with a listing of the sponsors from the 2002 MARC.
 - 2) The board agreed that MARC 2018 will become NOVA's prime focus going forward to the convention.
 - 3) The uploading of MARC 2018 documents to Google Drive is continuing.
 - 4) David is reviewing the committee preferences from the board and selected membership to begin the selection of chairpersons to work recruitment and specific committee processes.
 - 5) Sponsor income is becoming more important with a second payment due to the conference host next May.
 - 6) An invitation will be extended to meeting program providers to become conference sponsors.
 - b. **2017 Marriott Contract:**
 - 1) The current proposal remains much the same as 2016 with the exception of a \$2.00 per plate proposed price increase for all meal options. Since we have not had a price increase for several years, the Marriott has remained firm on this change.
 - a) If we select a buffet dinner for at least 50% of our meetings, our overall annual cost will not increase and we will not need to adjust our dues or surcharge fees.
 - b) The board recognized that the social hour times listed are incorrect on the Marriott proposal and that the well-received Italian buffet was not included.
 - 2) Diane moved authorization for Jason to execute the contract with the social hour times corrected and the inclusion of an Italian buffet option. The motion passed.
 - b. **Chapter Web Page** - John Geniesse:
 - 1) An administrators' training session is scheduled on Friday to present set-up completion procedures and conversion to StarChapter from current systems.
 - 2) StarChapter offers additional training sessions semi-regularly. John will email announcements to appropriate participants.
 - a) Diane plans to view the session on treasury this Thursday at 3:00 pm.
5. **New Business:** Where do we plan to go next?
 - a. **Membership Emphasis:** Recruit new members, and persuade current members to take active roles in chapter management, activities and upcoming events.
 - b. Annual nominating committee activities are forthcoming. New, member nominees are needed to serve as directors and officers.
 - c. David recommends contacting our membership list to solicit committee support for MARC 2018. He will provide the board with a list of current committee chairs and members showing interest in a particular area.
 - d. Jesse requested the board members share ideas by email for systemic improvements for our chapter and Institute.
6. **Adjournment** - There being no further business to come before the board, Presiding Officer Geniesse declared the meeting adjourned at 6:09 pm. ❖



Mike Montgomery
Secretary



BOARD MEETING

Mike

Chapter Board of Directors

Past President	Luigi Grande luigig2288@verizon.net
President	Jesse Oaks rivenmaster@comcast.net
President-Elect	John Geniesse jgeniesse@stanleyworks.com
1st Vice President	Tom McConnell tom@construxva.com
2nd Vice President	Cynthia Heimann cheimann@kgdarchitecture.com
Secretary	Mike Montgomery mbmonty@embarqmail.com
Treasurer	Diane Pittman diane.pittman108@comcast.net
Director, 2018	Mike Clancy mike@archres-inc.com
Director, 2018	Bill Rains bill.rains@sherwin.com
Director, 2018	Robert Trafton rtrafton@nehmer.com
Director, 2017	Allan Geary ageary@cdc-usa.com
Director, 2017	David Lorenzini deloren@verizon.net
Director, 2017	Grant Rodgers grodgers101@comcast.net

Chapter Committees

Awards	Bill Rains bill.rains@sherwin.com
Editor	David Lorenzini deloren@verizon.net
Electronic Comm.	Jesse Oak joak@pbheeryamericas.com
E.T.C.*	Mike Clancy/John Geniesse, Co-Chairs mike@archres-inc.com / jgeniesse@stanleyworks.com *(Education/Technical/Certification)
Finance	Diane Pittman diane.pittman108@comcast.net
Historian	Deb MacPherson debmacp@gmail.com
House	Jason McKay jmckay@isolatek.com Robert Trafton rtrafton@nehmer.com
Membership	Tom McConnell tom@construxva.com
Nominating	Deb MacPherson dmacpherson@cannondesign.com
Programs	Cynthia Heimann cheimann@kgdarchitecture.com

Middle Atlantic Region

President Gail Nagie GailLynnNagie@gmail.com

Institute

Director Marvin Kemp m Kemp@designcollective.com

SAVE THE DATE FOR THE NEXT REGION CONFERENCE



Editor's Corner

Comments regarding this newsletter are welcome. Original contributed articles are encouraged. Submit them in Word DOC format to deloren@verizon.net. Articles should be concise and to the point, accompanied by graphics, if applicable, in JPG format. ❖

Editorial Policy: NOVASPEC acts as a moderator without approving, disapproving, or guaranteeing the validity of accuracy of any data, claim, or opinion appearing under a byline or obtained or quoted from an acknowledged source. The opinions expressed by authors do not necessarily reflect the official views of the Northern Virginia Chapter CSI or The Construction Specifications Institute.

All material for each issue must be received by the Editor 3 weeks before the next Chapter meeting date.

The Construction Specifications Institute (CSI) is a nationwide, nonprofit, technical organization dedicated to the advancement of construction technology through communications, education, research, and service. Founded in 1948, CSI provides a forum for architects, engineers, specification writers, contractors, suppliers, and others in the industry.

Our mailing address: Northern Virginia Chapter CSI, PO Box 223415, Chantilly, VA 20153, 703-402-0903, <http://nova.csinet.org/>

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