



# Pikes Peak Chapter

The Construction Specifications Institute



March, 2016

Volume 47, No 6

## This Month's Program: Wednesday March 30 TAKE YOUR RELATIONSHIPS FROM SUPERFICIAL TO BENEFICIAL PARTNERSHIPS

### ABOUT THE PROGRAM:

#### Introduction:

Relationships are hard to develop and even harder to turn into business opportunities. This hour will review the four primary stages in which relationships exist and reveal the truth about why superficial relationships continue to exist between many industry partners. This is a must-attend learning opportunity for individuals interested in taking their connections from text friendly exchanges to honest dialogue that produce new business.

SPEAKER BIO: DIANE MILLER, JE DUNN CONSTRUCTION, DENVER

#### VICE-PRESIDENT—MARKETING

A veteran of the real estate and construction industry, Diane is a member of the executive team for the Rocky Mountain Region for JE Dunn Construction Company. A Colorado native and an aspiring big game hunter, she has spent her career in the sales and marketing profession. Today, Diane manages the public relations, marketing strategies, staff development and performs various client relationship activities for JE Dunn across the West Region. Her focus is to mentor and coach industry professionals to find and develop their business networks.



Date: Wednesday, March 30, 2016  
Time: 11:30 a.m. to 1:00 p.m.

Southside Johnny's  
528 S. Tejon Street  
Colorado Springs, CO 80903

No cost to Pikes Peak Chapter members  
Please RSVP to Greg Gulliksen at  
(719) 473-7225 or  
[gog@csnaarchitects.com](mailto:gog@csnaarchitects.com) by noon on  
Monday, March 28

Her experience includes marketing and client development for an international construction consulting firm, marketing and business development for a top-ranked Colorado general contractor, risk management, safety and human resources. Her expertise and success is founded on her distinctive leadership style, her ability to develop long-term trusted relationships, compelling communication skills, brand and image development, and generating new client sales.

# 2015 CSI SOUTHWEST REGION and CSI SALT LAKE CITY CONFERENCE

## SAVE THE DATE REGISTRATION OPEN DECEMBER 7, 2015

- Dates: March 31st, April 1st, and April 2nd 2016
- Location: Sheraton Salt Lake City



Go to [www.csi-slc.org](http://www.csi-slc.org)  
on 12/07/15 for  
Information & registration

### Conference Schedule

#### Thursday, March 31, 2016

Chapter President / President-Elect Training

8:00 am to 10:00 am

Activities and Tours

11:00 am to 5:00 pm

President / President-Elect Training

7:00 pm

Welcome Social and Dinner at Gracies Gastro Pub

#### Friday, April 1, 2016

Conference and Product Show

7:00 am to 8:00 am

Registration and Continental Breakfast

8:00 am to 9:15 am

Breakfast Keynote Speaker

9:30 am to 12:15 pm

Product Show

12:30 pm to 1:45 pm

Lunch and Keynote Speaker

2:00 pm to 5:00 pm

Educational Sessions

Activities and Tours

Trusted Advisor Course

7:00 pm

Social Hour and Dinner with

Ice Skating at the Gallivan Center

#### Saturday, April 2, 2016

SW Region Meetings and Presentations

8:00 am to 8:30 am

Continental Breakfast

8:30 am to 10:30 am

Round Table Discussions

10:30 am to 1:00 pm

SW Annual Meeting and Lunch

1:00 pm

Activities and Tours



Building Knowledge  
Improving Project Delivery

**THE PRESIDENT'S CORNER**



Hello Chapter, please join me in thanking February's meeting presenter Leo Paradis with Advanced Building Products for sharing a very informative program on the latest in rainscreen technologies and information concerning exterior wall detailing to reduce moisture infiltration.

This month provides us with two opportunities to network and catch up. The first is a tour of U.S. Olympic Center Velodrome on March 16<sup>th</sup> and the lunch meeting on March 30<sup>th</sup> will be with Diane Miller from JE Dunn.

Also, please let Andy Baturevich know if you are interested in assisting on the Awards committee. Contact me if you are interested in filling our upcoming vacant board position of Vice-President as Rob Hixon becomes President-Elect in July. We also have several other positions that need to be filled.

Thank you for your time,  
Shane David, CSI Pikes Peak Chapter President





**PAUL DeARMENT, P.E., CCS, CSI, SCIP**  
PRINCIPAL

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colorado springs, colorado 80934 (719) 623-0172 fax  
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**Sherri Lindsey**  
Sales & Marketing Manager

**Concepts in Millwork, Inc.**  
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## March and April Anniversaries

<i>Tom Quammen</i>	<i>25 years</i>
<i>Kendall Cusick-Rindone</i>	<i>19 years</i>
<i>Greg Gulliksen</i>	<i>18 years</i>
<i>Luke Bleichrodt</i>	<i>2 years</i>
<i>Mary Duke</i>	<i>1 year</i>





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Shane David  
CSI, CDT  
sdavid@hlarch.com  
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## CSI Pikes Peak Podcasts?

The Pikes Peak Chapter of CSI is currently researching the feasibility and member interest for live Podcasts of monthly luncheons.

Please contact anyone on the board if you are interested in this possibility. If you know how to set this up or who to call, please pass that information on to any board member as well.

### Architectural LINKS

Construction Specifications

#### Gregg Voos

Registered Architect, CSI, Certified Construction Specifier

719.231.4235 office  
719.594.4711 fax

PO Box 7267 Colorado Springs, CO 80933-7267  
[gvoos@msn.com](mailto:gvoos@msn.com)

## TABLE TOP SPONSORSHIPS FOR PIKES PEAK CHAPTER LUNCH MEETINGS

Ever wondered how you could reach out to a large group of construction industry professionals and not have to spend a lot of money? Of course you have! Again this year, the Pikes Peak Chapter is offering table top presentations at our monthly Chapter meetings. For those of you not familiar with how a table top sponsorship works, it goes something like this.

You, as a product representative, schedule to attend one of our monthly Chapter meetings. Space will be provided to set up a table top presentation so you can meet people as they filter in. Then you will be given a few minutes at the onset of the meeting to speak about your product to the entire group. As the meeting concludes you will have opportunity to follow up with individual members and guests. Your presentation may include flyers about your product, give-a-ways to those in attendance or even a couple of door prizes. At this point you are probably asking yourself, 'what is the cost?'

The Chapter has set a fee of \$150. To put this in perspective, consider the cost of a box lunch presentation for about ten people. At our Chapter meetings you will have the opportunity to reach out to thirty or more professionals in the construction industry. Even though you will not have the full hour, as in a typical box lunch presentation, introducing your product to a group this size could have a big payoff. Our Chapter meetings are held on the last Wednesday of the month from 11:30 am until 1:00 pm. To schedule a table top for one of our Chapter meetings please contact Shane David at (719) 578.9317 or [sdavid@hlarch.com](mailto:sdavid@hlarch.com). We are looking forward to having you as part of our Chapter meeting.

#### \$150 includes:

- Full page ad in The Intent (for one month)
- Table Top presentation at member lunch meeting
- 3-5 minutes to present to the members at the onset of the CSI lunch meeting
- Presenter can invite 2 guests/potential buyers



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INTERESTED?  
CONTACT ANDY BATUREVICH AT

ABATUREVICH@HCDAENGINEERING.COM  
OR 719-633-7784

**Upcoming Program Dates**

Folks, please make sure to mark your calendars for the following dates and join us for our Monthly Meetings!

**Wednesday, March 16 (TOUR)**

**Wednesday, April 27**

**Wednesday May 25**

Don't forget to bring a friend or co-worker or send someone in your place if you can't make it!

**Pikes Peak Chapter**

**President:**

Shane David, CSI, CDT  
H+L Architecture  
303.298.4808

**President-Elect:**

Joni A. Zimmerman CSI, CDT  
TK-Architecture, LLC  
719-393-2987

**Vice-President:**

Rob Hixon, CSI  
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719.390.5041

**Secretary:**

Luke Bleichrodt CSI  
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**Past President:**

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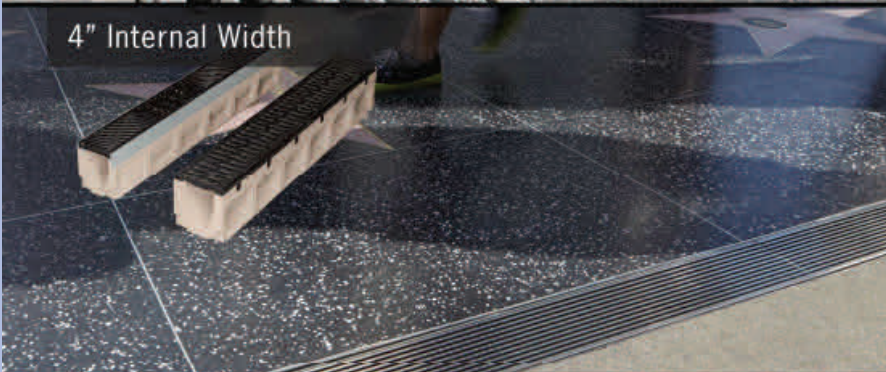
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