

**CSI MIDDLE ATLANTIC REGION  
BOARD OF DIRECTORS DECEMBER 2021 TELECONFERENCE  
December 13, 2021**

**CALL TO ORDER**

President: Thomas Feulner, CSI called the meeting to order at approximately 12:05 p.m.

**IN ATTENDANCE**

**Executive Board:**

**President:** Thomas Feulner, CSI  
**First Vice President:** Robert Vaughn, CSI  
**Secretary:** Stephen Weisensale, CSI  
**Institute Director from Middle Atlantic Region:** LeeAnn Slattery, FCSI

**Board of Directors (Chapter Presidents/Designees):**

**Blue Ridge:** Tray Rowe, CSI  
**Central Pennsylvania:** Richard Forsberg, CSI  
**District of Columbia Metropolitan:** Jill Amacker, CSI  
**Greater Lehigh Valley:** Kevin Grega, CSI  
**Northern Virginia:** David Lorenzini, CSI  
**Philadelphia:** Cory Robbins, CSI  
**Pittsburgh:** Kelly Brown, CSI  
**Tidewater:** Richard Corner, CSI

**Committee Chairs:**

**Academic Programs:** Kevin Grega, CSI  
**Certification:** Winnie Sung, CSI  
**Conference Oversight:** David Lorenzini, CSI  
**Education:** Mitch Miller, FCSI  
**Membership:** Sharon Clark, CSI  
**Nominations:** Gail Nagie, CSI  
**Planning:** Barbara Shaffer, CSI  
**Tellers:** Robert Loftin, CSI

**EXCUSED**

**Second Vice President:** Katherine Good, CSI  
**Baltimore:** Katherine Good, CSI  
**Central Virginia:** Ray Gains, FCSI  
**Northcentral Pennsylvania:** Patricia Russell, CSI  
**Electronic Communication:** Katherine Good, CSI  
**Financial:** Ray Gaines, FCSI  
**Treasurer:** Dan Cudney, CSI  
**Awards:** Katie Bicksler, CSI

**ABSENT**

**Erie Northwestern PA:** Marshall Fryer, CSI  
**Richmond:** Candice Owens, CSI

**QUORUM**

A quorum was present for the meeting.

**ADDITIONS TO AGENDA:** None

## **PRESIDENT'S REPORT**

Thomas Feulner provided the following report.

- As with everyone else, he is waiting to see the “new and improved” chapter boundary map. A release is targeted for January 2022.
- On the past month, he many other of our members received spam mail from a union trying to organize a Kingspan metal plan and asking us to respond. He contacted Institute on this and their response was that they were unaware of this. Delete any kind of mail like this.
- Merry Christmas, Happy Holidays, Happy New Year to all board members and their families.

## **FIRST VICE PRESIDENT'S REPORT**

Robert Vaughn reported the following:

- Has met with Richmond Chapter regarding re-scheduling of the region conference in Richmond to 2024, to which the chapter is receptive.

## **SECOND VICE PRESIDENT'S REPORT**

Katherine Good had no report.

## **SECRETARY'S REPORT**

Stephen Weisensale reported the following:

- October 2021 minutes approved with one spelling correction
- November 2021 minutes approved..

## **TREASURER'S REPORT**

Dan Cudney provided his monthly report via e-mail (attached).

## **IMMEDIATE PAST PRESIDENT'S REPORT**

Gail Nagie had no report.

## **INSTITUTE DIRECTOR'S REPORT**

LeeAnn Slattery reported the following:

- Conducted phone conference with Northeast Region (memo attached) regarding possible bi-region conference in 2023.
- Chapters hosting exam study classes are encouraged to post them with Kristen Coates at Institute.

## **COMMITTEE REPORTS**

### **Academic Programs**

Kevin Grega had no report.

### **Awards**

Katie Bicksler had no report:

- Region awards deadline is 01/15/2022.

### **Certification**

Winnie Sung had no report.

### **Conference Oversight**

Tom F. provided the following report:

- Discussed possible bi-region conference in Northeast to be centrally located for both regions. If approved, the next MARC will be hosted by Richmond in 2024.

### **Education**

Mitch Miller had no report.

**Electronic Communications**

Katherine Good had no report.

**Financial:**

Ray Gaines had no report.

**Membership**

Sharon Clark had no report.

**Nominations:**

Gail Nagie had no report – no elections scheduled.

**Planning**

Barbe Shaffer had no report – deferred to David L regarding Region Conferences.

**Tellers**

Robert Loftin had no new report.

- See nominations report above.

**CONFERENCE REPORTS – What is each chapter’s most pressing issue?****Possible fall 2022 Board Meeting**

2-day meeting at Heritage Hills (Fri-Sat). Barbe S. to check availability in mid to late August.

**Richmond FY2023 (or 2024)**

Considering a state-wide conference with Richmond, Tidewater, Blue Ridge and Charlottesville chapters in 2023.

**Central Pennsylvania FY2024 (or 2025)**

No new report.

**CHAPTER REPORTS:**

- Baltimore: No report.
- Blue Ridge: No report.
- Central PA: Board meeting in December, looking into new website.
- Central VA: No report.
- DC Metro: Joint holiday party with NoVa on 12/16. Developing next year’s calendar. Requesting Institute template for by-laws.
- Erie Northwest PA: No report.
- Greater Lehigh Valley: Holiday dinner in December with 40+ on hand, code seminar planned for January with AIA.
- Northcentral PA: No report.
- Northern VA: 30<sup>th</sup> anniversary event scheduled for January, planning program on sustainable construction.
- Philadelphia: No report.
- Pittsburgh: Holiday party 12/14, Education/CDT program in January/February.
- Richmond: Holiday party 12/15. Some new attendees interested in membership.
- Tidewater: Requesting by-laws template for chapter use.

**OLD BUSINESS:**

- Need to finalize 2021 awards presentation/distribution

**NEW BUSINESS:**

- None.

**ACTION ITEMS**

- Region award submittals due 01/15/2022.
- Barbe S. to contact Heritage Hills regarding August dates 08/19-20/2022.
- Tom F. schedule Excom discussion regarding bi-region conference.

**NEXT SCHEDULED BOARD MEETING**

Upcoming scheduled teleconference of the CSI Middle Atlantic Region Board of Directors will be as follows:

January 2022	Monday, 01/10 @ 12:00 Noon
February 2022	Monday, 02/14 @ 12:00 Noon
March 2022	Monday, 03/14 @ 12:00 Noon
April 2022	Monday, 04/11 @ 12:00 Noon

Middle Atlantic Conference - TBD

**ADJOURNMENT**

There being no further business, the meeting adjourned at approximately 12:55 p.m.

Respectfully submitted,

Stephen Weisensale AIA, CSI, CDT, CCS, CCCA  
Secretary, CSI Middle Atlantic Region

Distribution on January 05, 2022 via email to all attendees and those absent, including:

- CSI-MAR Executive Committee
- CSI-MAR Immediate Past President
- Institute Director from the MAR
- CSI-MAR Board of Directors/Alternates
- CSI-MAR Committee Chairmen

## Stephen C. Weisensale

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**To:** LeeAnn Slattery; Joe Lobdell  
**Subject:** RE: [EXTERNAL] Mid Atlantic Region Conference in 2023

**From:** LeeAnn Slattery <lslattery@atas.com>  
**Sent:** Monday, December 13, 2021 2:14 PM  
**To:** Joe Lobdell <lobdelljpl@gmail.com>  
**Cc:** Marty Helly (martyh@nercsi.com) <martyh@nercsi.com>; Tom Feulner <thomas.feulner.csi@gmail.com>; Lambert, Ken <klambert@imiweb.org>; Renée Pecquex <Renee.Pecquex@caesarstoneus.com>; Tom Scriven <tom@empiresalesgroup.net>; Heath Waldorf <heath@birdcontroladvisory.com>; Robert Vaughn (rvaughn@shadeandwise.com) <rvaughn@shadeandwise.com>; Katherine Good <kgood@waldonstudio.com>; Stephen C. Weisensale <SWeisensale@comarchs.com>; Dan Cudney <guitartoucan@yahoo.com>; Barbe SHAFFER (barbemoon@gmail.com) <barbemoon@gmail.com>; two Green Frog (twogreenfrg@yahoo.com) <twogreenfrg@yahoo.com>; David Lorenzini (deloren@verizon.net) <deloren@verizon.net>  
**Subject:** RE: [EXTERNAL] Mid Atlantic Region Conference in 2023

Hi Joe – Today during our board meeting at noon, we discussed the possibility of a bi-region conference with the Northeast Region in 2023, and it appears that people are in favor of exploring this further. The Richmond, VA chapter was going to host our region conference in 2023, but they have agreed to move theirs to 2024 instead.

Let's plan on getting together on a conference call the second week in January, on either Tues. 1/11, Weds. 1/12, Thurs. 1/13, or Fri 1/14 to discuss (I am leaving to visit my son and his family in Hawaii the day after Christmas, so won't be available until the days mentioned). I know you told me having a call at 6:30 or later in the evening works best for you, due to your commute into and out of the city, however, that time might be difficult for some folks. If we could try for a lunch time conference call, that may be better attended, but if we can only do the evening, whoever is available can hop on. Those people from the Middle Atlantic Region who I feel should be invited to the call include the following (and they are copied on this email):

Tom Feulner – Middle Atlantic Region President  
Robert Vaughn – First VP  
Katherine Good – Second VP  
Stephen Weisensale – Secretary  
Dan Cudney – Treasurer  
Gail Nagie – Immediate past present  
David Lorenzini – Conference oversight committee chair  
Barbe Shaffer – Has been involved in the planning of several region conferences and region leadership training events

**Lee Ann M. Slattery** FCSI, CDT®, CCPR, LEED AP BD+C  
ATAS International, Inc.  
Sales Support Manager  
Ph: 484.221.6356  
Mobile: 610-349-1936

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**From:** Joe Lobdell <lobdelljpl@gmail.com>  
**Sent:** Friday, December 10, 2021 1:46 PM  
**To:** LeeAnn Slattery <lslattery@atas.com>  
**Cc:** Marty Helly (martyh@nercsi.com) <martyh@nercsi.com>; Tom Feulner <thomas.feulner.csi@gmail.com>; Lambert, Ken <klambert@imiweb.org>; Renée Pecquex <Renee.Pecquex@caesarstoneus.com>; Tom Scriven

<[tom@empiresalesgroup.net](mailto:tom@empiresalesgroup.net)>; Heath Waldorf <[heath@birdcontroladvisory.com](mailto:heath@birdcontroladvisory.com)>

**Subject:** Re: [EXTERNAL] Mid Atlantic Region Conference in 2023

Hi Lee Ann,

Thanks for reaching out, sorry for the delayed reply. Yes we would like to have more conversation with your Mid Atlantic Region. Please forward dates that may work for your group after 6:30pm.

Thanks

Joe Lobdell, AIA, CSI

President CSI Northeast Region

[Lobdelljpl@gmail.com](mailto:Lobdelljpl@gmail.com)

201 286 7550

On Fri, Dec 10, 2021, 9:59 AM LeeAnn Slattery <[lslattery@atas.com](mailto:lslattery@atas.com)> wrote:

Hi Marty – I'm following up on this topic. Our next monthly board teleconference is Monday, and we'd like to provide an update about the possibility of a 2023 bi-region conference with the Northeast Region. Should our two region's executive boards and conference committees get together on a Zoom meeting soon to explore this further? Thanks.

**Lee Ann M. Slattery** FCSI, CDT®, CCPR, LEED AP BD+C

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Sales Support Manager

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**From:** [martyh@nercsi.com](mailto:martyh@nercsi.com) <[martyh@nercsi.com](mailto:martyh@nercsi.com)>

**Sent:** Wednesday, November 17, 2021 12:50 PM

**To:** LeeAnn Slattery <[lslattery@atas.com](mailto:lslattery@atas.com)>; 'Tom Feulner' <[thomas.feulner.csi@gmail.com](mailto:thomas.feulner.csi@gmail.com)>

**Cc:** 'Joe Lobdell' <[lobdelljpl@gmail.com](mailto:lobdelljpl@gmail.com)>; 'Lambert, Ken' <[klambert@imiweb.org](mailto:klambert@imiweb.org)>; 'Renée Pecquex' <[Renee.Pecquex@caesarstoneus.com](mailto:Renee.Pecquex@caesarstoneus.com)>; 'Tom Scriven' <[tom@empiresalesgroup.net](mailto:tom@empiresalesgroup.net)>; 'Heath Waldorf' <[heath@birdcontroladvisory.com](mailto:heath@birdcontroladvisory.com)>

**Subject:** RE: [EXTERNAL] Mid Atlantic Region Conference in 2023

Lee Ann -

Copying our region executive committee and the NJ Chapter contact to keep folks in the loop. Responses are my opinion/preliminary so we can move the discussion.

Marty

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**From:** LeeAnn Slattery

**Sent:** Monday, November 15, 2021 3:55 PM

**To:** [martyh@nercsi.com](mailto:martyh@nercsi.com)

**Cc:** Tom Feulner ([thomas.feulner.csi@gmail.com](mailto:thomas.feulner.csi@gmail.com)) <[thomas.feulner.csi@gmail.com](mailto:thomas.feulner.csi@gmail.com)>

**Subject:** RE: [EXTERNAL] Mid Atlantic Region Conference in 2023

Hi Marty – I believe the Northeast Region Board had your quarterly meeting since we last communicated. At that meeting were you able to discuss the potential of a bi-region conference with the CSI Middle Atlantic Region for 2023?

*I was unable to attend the board meeting personally so don't have a full board yeah or nay. Our discussions have generally been that it's a positive idea and there is little downside so let's continue to examine the details and see if we can make it work.*

If it is something you'd still like to explore, could we have a Zoom meeting on Tuesday, 11/30 (or another date if more convenient for you) to discuss details about a bi-region conference. We are open to the idea, but have several questions about how this would work, including:

1. For 2023 is the NJ Chapter hosting the Northeast Region Conference, or was the region itself hosting it?

***The way we structure it is the region takes on the contracts and the financial responsibility. Our host chapters identify potential locations, conference technical theme, technical program presenters, attractions/guest program potential, banquet entertainment, giveaway themes. Region identifies leadership programs and presenters, institute update and region forum/meeting. Both region and chapter promote sponsorships. Region provides handling of registration and administrative tasks. Host chapter provides volunteer labor at event itself.***

2. I believe you had mentioned a venue had been identified in NJ to hold it in 2023. Can you confirm that and where it is?

***We're planning to be in Jersey City. We started negotiations with two hotels there that would both have no problem handling the additional attendance.***

3. Who would "take the lead" in planning this event, or would it be a joint effort between the two regions? We could certainly help organize some of the educational sessions as well as promote the event.

***My opinion - the easiest way to move forward for us is to continue the way we would do it ourselves and supplement the event with any Mid-Atlantic specific requirements / extra sessions / and we both promote it as a joint event to take advantage of having additional attendees and additional potential sponsors. Additional volunteers to serve on the committee to identify worthwhile presenters and topics would be welcome.***

4. Regarding finances, if profit was made from this event, how would that be shared (perhaps a percentage based upon the number of attendees from each region)?

***My opinion - I think this would be a good way to approach it. Note - we run the conference with a break even target. When we successfully market the event and bring in more money from sponsors and participation, we spend it on the attendees to improve the experience. Our Region policy is then to split any leftover profit with the host chapter and we could adjust that to make a three way split based on MAR participation.***

5. Have you ever done a bi-region CSI conference before (I had attended one many years ago between our region and the Southeast region, and it was held in Charlotte, but I didn't have anything to do with planning it)?

***We haven't. Over the years we've discussed it at times but the added travel has always been the negative that made the board reject the idea - just like I'm sure your board would have a problem with my asking your members to all drive up to Maine or Vermont. Doing this in a year when we're planning to be in our southernmost location on the edge of your region makes a lot of sense.***

Originally, our Richmond, VA chapter was going to host the 2023 Middle Atlantic Region conference. They have not yet secured a venue or set up any tours/educational programming. They might be agreeable to moving their conference to 2024, with our region board helping in the planning of a bi-region conference in NJ in 2023.

I would like our region executive committee members, as well as a few other region members involved in our region conferences, to be on a Zoom meeting with you and your committee members, to explore the bi-region conference possibility.

***December 13th or 14th would be better for me. I'll check with other from this end and see if there is a preferred date/time.***

Thanks.

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**From:** [martyh@nercsi.com](mailto:martyh@nercsi.com) <[martyh@nercsi.com](mailto:martyh@nercsi.com)>  
**Sent:** Sunday, September 26, 2021 4:32 PM  
**To:** LeeAnn Slattery <[lslattery@atas.com](mailto:lslattery@atas.com)>  
**Cc:** [barbemoon@gmail.com](mailto:barbemoon@gmail.com); [tfeulnerjr@verizon.net](mailto:tfeulnerjr@verizon.net); 'Robert Vaughn' <[rvaughn@shadeandwise.com](mailto:rvaughn@shadeandwise.com)>; 'Katherine Good' <[katherine.l.good@gmail.com](mailto:katherine.l.good@gmail.com)>  
**Subject:** RE: [EXTERNAL] Mid Atlantic Region Conference in 2023

Thanks for the quick reply. Does the MidAtlantic Region Board meet monthly? The NE Region Board only does so quarterly (Traditionally it's been 2 in person, 2 virtual each year.) Next meeting is in Albany in 4 weeks.

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**From:** LeeAnn Slattery  
**Sent:** Sunday, September 26, 2021 2:19 PM  
**To:** [martyh@nercsi.com](mailto:martyh@nercsi.com)  
**Cc:** [barbemoon@gmail.com](mailto:barbemoon@gmail.com); [tfeulnerjr@verizon.net](mailto:tfeulnerjr@verizon.net); Robert Vaughn <[rvaughn@shadeandwise.com](mailto:rvaughn@shadeandwise.com)>; Katherine Good <[katherine.l.good@gmail.com](mailto:katherine.l.good@gmail.com)>  
**Subject:** Re: [EXTERNAL] Mid Atlantic Region Conference in 2023

Hi Marty. Yes, I did see you at the conference and wanted to find some time to chat, but things were too hectic. Personally, I love the idea of a joint conference. I'm not back in the office until later in the week, and I think we need to discuss this at the next Middle Atlantic Region board meeting to see what others think about this idea and then will be in touch with you later.  
Please excuse my brevity. Sent from mobile device.

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On Sep 26, 2021, at 1:08 [PMmartyh@nercsi.com](mailto:PMmartyh@nercsi.com) wrote:

Lee Ann -



Good to see you in Nashville. Was having too much fun talking with Paul and enjoying Ajaye's music to take a break and talk to you about conferences on Wed night.

The Northeast Region is finally going to be able to hold the events we planned for May of 2020 in Plymouth in the upcoming spring. We starting to get back to planning our following event which the NJ Chapter is the "host" chapter for. We had started meeting with hotels in Jersey City in Jan/Feb of 2020 and put it all on hold. Wondering if the Mid-Atlantic Region would be interested in pursuing a joint event with us as we get into the details.

Marty Helly  
NE Region CSI Conference Chair