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NAWIC

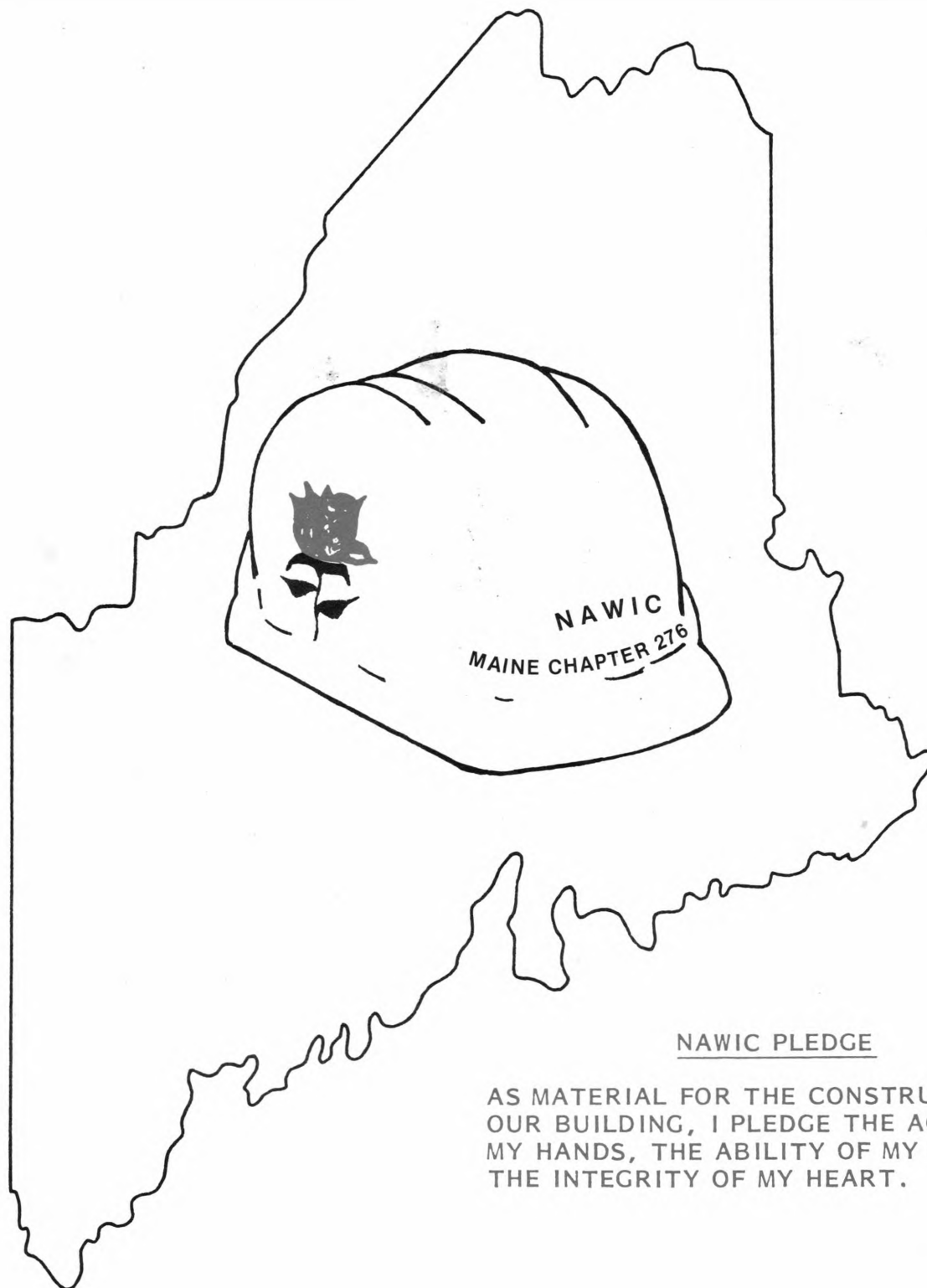
National Association of Women in Construction

"NEWS FROM MAINE"

VOLUME 23

NUMBER 10 & 11

JULY & AUGUST 2002



NAWIC PLEDGE

AS MATERIAL FOR THE CONSTRUCTION OF
OUR BUILDING, I PLEDGE THE AGILITY OF
MY HANDS, THE ABILITY OF MY MIND, AND
THE INTEGRITY OF MY HEART.

Maine Chapter No. 276

2001-2002 Officers

President

Joyce Newman

Vice President

Val Harmon

Secretary

Julie McBrine

Treasurer

Sue Macomber

Board of Directors

Bobbi Harding

Penny Plourde

Barbara McPheters

Kelly Stacey

Parliamentarian

Marion Thomas

2001-2002 New Members

-0-

Past Presidents

Valerie Harmon

Barbara McPheters

Joyce Newman

Kelly Stacey

Shelia Stratton

Marion Thomas

Joy Watkins

AND

Allyson Blackmore

Nancy Bailey Farrar

Anna Demers

Becky Dostie

Ellie Dumond

Charlotte Eastman

Maria Fuentes

Ruth Gallagher

Sarah Hammond

Roberta (Bobbi) Harding

Jane Henry

Claire Kadziauskas

Jeanne Letourneau

Mary Lieberman

Lucinda Long

Julia McBrine

Suzanne McLaughlin Norton

Penny Plourde

Judith Purington

Kyle Slayback

**Make up the rest of the
Maine Chapter!!!!**

2001-2002 Committees

Annual Meeting

Career Days

Christmas Program

Kelly Stacey, Chair

Julie McBrine

Construction Expo of Maine

Executive Director

Charlotte Eastman

Finance

Sue Macomber

Publicity & Promotion

Maria Fuentes

NAWIC Booth

Ellie Richards Dumond

NAWIC Hospitality

Joy Watkins, Chair

Name Badges

Val Harmon

Seminars

Joyce Newman

Outside Displays

Anna Demers

Becky Dostie

Barbara McPheters

Tickets

Marion Thomas, Chair

Claire Kadziauskas

Julie McBrine

Dinner Meetings

Marion Thomas

Ellie Richards Dumond

Friendship Committee

Ruth Gallagher, Chair

Marion Thomas

Historian

Jane Henry

Legislative Awareness

Barbara McPheters

Val Harmon

Membership

Penny Plourde, Chair

Bobbi Harding

Nancy Bailey

NAWIC Education

Block Kids

Marion Thomas, Chair

Barbara McPheters

Kelly Stacey

Jeanne Letourneau

Newsletter

Julie McBrine

Marion Thomas

Professional Education

Barbara McPheters, Chair

Penny Plourde

Bobbi Harding

Publicity & Promotion

Maria Fuentes

Scholarships

Joyce Newman, Chair

Ellie Richards Dumond

Jane Henry

Barbara McPheters

Marion Thomas

Anna Demers

Summer Camping Trip

Bobbi Harding

Summer Outing

Telephone

Sue Macomber

Tradeswomen

Nancy Bailey Farrar, Chair

Ways & Means

Jeanne Letourneau, Chair

Jane Henry

Ellie Richards Dumond

President's Message

Thank goodness for air conditioners! For those REAL women in construction who are out there on construction sites, you have our deepest sympathies and greatest admiration for your endurance. I can honestly say, I would not want to change places with you. This has been one of the hottest, most humid summers in recent memory. Hopefully, you have all had a break and enjoyed some vacation time.

First of all, I want to congratulate the **new Officers and Directors for 2002-2003**; Barbara McPheters – President, Julie McBrine – Vice President, Kelly Stacey – Secretary, Susanne Macomber – Treasurer, Anna Demers, Jane Henry, Jeanne Letourneau and Penny Plourde – Directors (and Joyce Newman Immediate PAST President :o) I am looking forward to working with you all next year on the Board.

Welcome to our **newest Chapter member, Dawn Hite** of Caribou, Maine!! Dawn works for S. W. Cole in the Presque Isle/Caribou area, and we are honored to have her as member of our Chapter. A couple of days after I received a copy of her application, we (MBTA) had our annual Aroostook County Meeting in Presque Isle and I had the opportunity to meet Dawn and give her some NAWIC material. We hope she can schedule her trips South to coincide with some of our meetings so we can all get to know her better.

Special thanks to Joy Watkins for arranging our **jobsite tour of the new parking garage at the Portland Jetport** in June. Earl Cianchette was a great "tour guide" and explained what was going on very well. We are all anxious to revisit the job this Fall to see the progress. According to Joy things are moving along very fast and we won't need much imagination to visualize the finished product.

We had a great turnout for our **July meeting** which appeared to be a great success. Thanks to Crystal Faulkingham for making those lobstahs available at a great price! They tasted soooooo good. Regrettably, Crystal was unable to attend, but we are very grateful for her help. I'm already looking forward to a repeat performance next year!!

The deadline for APC registrations is **September 12!!!!** Complete information is included in this newsletter, and your registration forms must be completed and received by Treasurer Sue Macomber **NO LATER THAN SEPT. 9** in order for her to get a check in the mail before the deadline.

Convention starts in just TWO weeks! Now this is scary! I thought it was a couple of months away :o) We have a good delegation going: Julie McBrine, Joy Watkins, Jane Henry, Judy Purington, Joyce Newman, Marion Thomas and Anna Demers. We are looking forward to another great meeting and will be anxious to share all our new knowledge and wisdom with the Chapter upon our return.

On behalf of President-Elect, I am urging you all to consider **volunteering for a committee** for next year as soon as possible. I know she will be elated when her phone starts ringing or her e-mail mailbox fills up with messages from members, TOMORROW. We now have about 30 members, and if everyone pitches in, we will have another great year! If you can't decide how you want to participate, simply tell her you'll do whatever she needs, which will make life easier for both of you.

As most of you know, **Charlotte Eastman** is stepping down as Executive Director of Construction Expo of Maine. She has served us well, to say the least, and we all wish her the best in her "second" retirement. At age 83, she has earned this with flying colors. We look forward to her continued participation in Expo, as will the exhibitors that she has worked with the last ten years or so. For those members who were not around, we were faced with a real problem because it was becoming almost impossible for members to continue to run Expo on a volunteer basis. The last thing we wanted was to have to contract with an outsider to run the show. We felt that it would be devastating and we would lose the personal relationship we had with the exhibitors. Charlotte came to the rescue and agreed to take it over. AMEN. Charlotte continued to keep things running smoothly when most people would give up. She has managed to care for her failing husband and stay active in some of her other favorite pastimes, which is commendable beyond words. What a terrific lady and role model. Thank you, Charlotte, for all you have done to continue to make our Expo a great success, year after year.

That about wraps up the last two months. We did not have an official camping trip this year, but Nancy and David Farrar were great hosts at their camp in Weston on East Grande Lake for Bobbi Harding, Mary Lieberman and yours truly. We spent a lot of time on the water and "four-wheeling". A great weekend!

Yours in NAWIC,



THE CONNECTION



To help leaders and members get plugged in to news from NAWIC

National Association of Women in Construction

www.nawic.org • nawic@nawic.org

Volume 5, July 2002

► New Directors-Elect

The even-numbered regions held director elections this spring, and here are the results. These new leaders will be installed at NAWIC's convention in Nashville Sept. 4-7, 2002. Congratulations goes to:

Region 2 Donna McDurmott

Region 4 Betty Goad

Region 6 Alise Martiny

Region 8 Debbie Christensen, CIT

Region 10 Pauline McIntosh, CCA, CIT

Region 12 Robin Fulton Meyer

Region 14 Cari Durbin

► Welcome, AON Risk Services!

NAWIC is proud to welcome its newest Diamond-Level Corporate Affiliate Sponsor: AON Risk Services, Inc. The diamond-level sponsorship is NAWIC's highest level of corporate affiliate support (\$5,000). As part of the sponsorship benefits at this level, AON receives three free memberships. It has already designated women in its company to receive full membership benefits. Dede Hughes, NAWIC executive vice president, was glad to see AON take advantage of the membership benefits available as a corporate affiliate sponsor. AON joins NAWIC's growing list of top-tier sponsors. The other two sponsors at the \$5,000 level are BE&K, Inc. and Whirlpool Corporation.

► Enter Igloo's Cool Crew Calendar Contest

What do these NAWIC members, Jo Ann Harrison, Lori Fogh, Jan M. Livesay, Sue Moser

and JoAnn Nichols have in common? They are just some of the many members (past and present) who have won Igloo's Cool Crew Calendar Contest. To enter, submit a color photo of yourself with the construction crew you work with on the job site. All photos should show the crew in compliance with site and OSHA safety regulations.

Photos should be accompanied by an entry form that you can print from NAWIC's online chapter mailing. All entries must be postmarked by July 15, 2002.

The person submitting the winning entry will win an expense paid trip to The World of Concrete 2003 in Las Vegas, Nev., for herself and a spouse/friend and the chapter president plus her spouse/friend. The winner and her crew will also appear on Igloo's calendar for 2003.

Each person who submits an entry will receive an Igloo product of Igloo's choice. Each member of the winning Cool Crew 2003 will also receive an Igloo product of Igloo's choice. So, everyone who enters the contest is a winner! Enter today! Visit nawic.org for an entry form.

► Get Involved in 2002-2003

President-Elect Linda Litle is finalizing her committees for the 2002-2003 year. If you would like to serve on a committee next year, please

CONTACT THE NAWIC OFFICE:

327 S. ADAMS STREET

FORT WORTH, TX 76104-1081

PHONE: (800) 552-3506 OR

(817) 877-5551

FAX: (817) 877-0324

nawic@nawic.org • www.nawic.org

print and fill out the form included in this month's online chapter mailing. All forms must be returned by the July 15 deadline. The sign-up form has more details on which committees are available for you to serve on and other general information.

► NAWIC Store

The NAWIC Store will be closed from Aug. 16 - Sept. 23 due to convention preparations and activities.

Convention is coming!



Have you registered, yet? Hurry! To get the early bird special, your registration must be postmarked by July 1. Registering online is quick and efficient. Go to nawic.org

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CORE PURPOSE: *To enhance the success of women in the construction industry.*

PRESIDENT'S MESSAGE

Marcia
Rackley

CONGRATULATIONS . . .

To all the newly elected chapter officers, directors and convention delegates. You are embarking on an experience that can enrich you beyond the obvious. Everyone coming to convention should plan to arrive in time for the Town Hall Summit. We're getting together to brainstorm a new and improved NAWIC, and you won't want to miss it. There will also be all those professional seminars to attend. Don't forget the "Presenter Training." Bring some material with you. You'll be getting a chance to perfect your style and learn a skill that can move you into horizons you've only dreamed of.

Chapter officers and directors: Plan on attending all the association workshops that you can. Linda Little and her chairmen have some information that will ensure your success in the year ahead. And I have no doubt that it will be a banner year under Linda's leadership, and also as a result of the improvements you'll see from the implementation of the Strategic Plan in action.

After convention, as we race toward the new NAWIC year, I salute all of you who have stepped up to assume leadership roles. A few of you are naturals. Some of you are stretching your limits for the first time. Most of you are somewhere in between. Wherever you fit, I'd like to share with you a few of my own leadership rules:

- **Leaders aren't managers.** You are there to lead.
- **Use your authority sparingly.** It doesn't do any good to win the battle if you lose the war.
- **The rules are tools;** use them to expedite the business at hand, not as weapons.
- **Listen to your constituents.** Your best asset is

the person who will tell you the truth, even if it's not pleasant.

- **Be tolerant of other opinions.** You just might learn something.

- **Don't tolerate failure.** We are all volunteers, but the person who promises, but doesn't deliver, wastes everyone's time.

- **Courtesy, consideration and cooperation are attributes to foster in yourself and in others.**

- **Take the job seriously, but not yourself.** Enjoy yourself and let it show!

THE PENULTIMATE

You probably get magazine subscription expiration notices every so often. I do, too. But once upon an intellectual time of mine, it was *Smithsonian* or *Architectural Digest*. One day a notice came in the mail that this was my "penultimate" issue. Wow! I better pay attention! After a brief interlude with the dictionary, I came to understand that this was my next to last issue — the last one being the "ultimate" one. So here I am: At my penultimate *Connection* article. The next one being my last — the end — the ultimate. What wisdom can I impart of ultimate influence to you? What magic words would have a memorable impact?

I've spent this year alternately nagging you and bragging on you. If you don't get anything else from this year, what would I want you to know? Would it be how unique we are? Would it be how powerful women are collectively and individually?

"Yes" to all of this and more. But most of all, I hope you dance. Remember: Life is not measured by the number of breaths we take, but by the num-

ber of moments that take our breath away.

ON A PERSONAL NOTE . . .

My heartfelt thanks to all of you. Your prayers and thoughts helped ease our pain.

Get instant access to the:

NAWIC Online Membership Directory!

YOU CAN SEARCH BY THESE FIELDS:

- First and Last name
- Chapter name
 - Region
 - SIC Codes
- Company Name
- Keywords and more!

Go to www.nawic.org and click on the "Membership Directory." If you don't have Internet access and want to receive a printed directory, please send your request for a printed directory to:

NAWIC/Attn: Misty
327 S. Adams St./Fort Worth, TX
76104

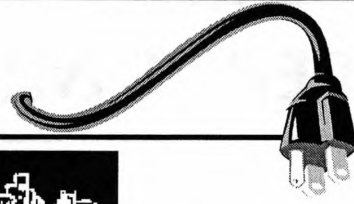
Fax to: (817) 877-0324
Email to: misty@nawic.org

Can't remember the phone number of a fellow member that you met at the last meeting? Need to get the address for a member who recently joined? Then you're just clicks away from getting the contact information that you need through the online membership directory. The online directory is password-protected and convenient. Access it anytime and from anywhere!

HOW TO CONTACT THE NATIONAL PRESIDENT:

NAWIC President Marcia Rackley • Capital Electric • PO Box 410079 • Kansas City, MO 64141 •
Work (816) 329-8334 • Home (816) 455-0419 • Fax (816) 329-8034 • mrackley@capitalelectric.com

REGIONAL ROUNDUP



Get plugged in to Regional News.

► REGION 1

Kathleen A. Weigand

Congratulations to Deb Kaminski of the Norwich-New London, Conn., Chapter on attaining her CIT certification! In addition to realizing the rewards for her hard work, Deb was also honored with the region's "Rising Star Award" at Region 1's 2002 Forum in Cape May, N.J. Deb has been one busy lady to corral both honors.

Also honored for her dedication to NAWIC was Sheila Martin of the Central Pennsylvania Chapter. Sheila was the proud recipient of the Region 1 "Super Star Award" and accepted her award in person. It was evident that receiving the "Super Star" was important to her. Congratulations, Sheila, you really deserve this honor!

Change is good ... and we wish to commend all those chapters that moved ahead by holding their first chapter elections by mail ballot. Voting by mail ballot shows everyone that their membership really does count and gives each of them the opportunity to vote for whomever they feel qualified to lead their chapter.

Summer has finally reached Region 1. We were beginning to doubt whether we'd see those warm summer days anytime soon. But with summer finally here, some of our chapters take a well-deserved break while others are just gearing up for outdoor activities.

The Pittsburgh, Pa., Chapter is feverishly working on their annual golf outing with all proceeds going towards academic and trades scholarships as well as supporting the Block-Kids and the CAD/Design/Drafting Competition.

► REGION 3

Patricia Walker

The Volusia County, Fla., Chapter may be a *small* chapter but their many activities and goals are keeping chapter members busy in a *big* way! The chapter is actively participating in the formation of the Volusia County Women's Consortium. The Consortium will be comprised of local women's organizations and be designed to combine the strengths of the many diverse groups in order to accomplish large scale projects, share information, network and raise awareness of the many women's groups in the community.

In addition to the chapter's Consortium efforts, chapter members have supported the local Ormond Beach Community Firefighter's Yard Sale in May, hosted a NAWIC booth at the Volusia Home Builders Trade Show and are beginning efforts to organize a chapter in the Jacksonville, Fla., area.

The Gr. Palm Beach, Fla., Chapter held its 11th Annual "Celebrate Construction Night" on May 16 with more than 70 people and several other trade associations in attendance. They also hosted 15 local high school tech program students that evening and awarded Lake Worth High School with \$3,200 for the school's construction technology programs.

The Gr. Orlando, Fla., Chapter will tour the brand new Gaylord Palms Opryland Hotel in Orlando on July 9. Contractors who worked on the project will be on hand to conduct the tour, point out special features and detail some of the issues and challenges faced during the construction of the hotel.

► REGION 5

Phyllis D. Chapman, CIT

One hundred two NAWIC members attended Region 5's Forum in New Orleans, La., on May 24-25, 2002. Forum Coordinator Barbara Alleman, and all of the members of the New Orleans Chapter did a fantastic job. Everyone had a great time as we took care of Region 5 business. Congratulations to Region 5 "Recruiter of the Year": Edwina Drakes of the Shreveport-Bossier City, La., Chapter.

The Construction Industry Benefit Project went to the Northwest Arkansas Chapter, and the Community Project award resulted in a tie between the Memphis, Tenn. and Northwest Arkansas Chapters. Our Block-Kids winner for 2002 was submitted by the Northshore Louisiana Chapter.

Congratulations to all Region 5 winners and thanks to all Region 5 members for participating in these projects. To those of you who could not attend Forum, we missed you. Please make your plans now to attend Annual Meeting & Convention in Nashville, Tenn., September 4-7.

Also, mark your calendars — Annual Planning Conference will be held on Oct. 26 in Robinsonville (Tunica), Miss.

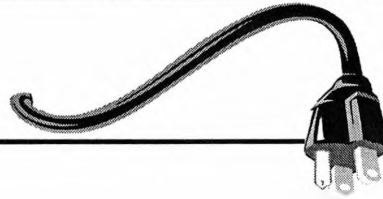
► REGION 7

Karolene Pittman

We were honored to have Linda Little as our NAWIC Representative at our Annual Forum. And speaking of Forum, thanks to Debbie Martin of the Tulsa, Okla., Chapter for doing such a splendid job organizing our spring meeting!

Regional Round-Up continued on page 5

PLUG-INS



► Professional Education Committee

By Mary Ann Scott

It's July, and we frequently find that our chapters "ease off" the strength of our professional education programs. But this is when members are considering whether they should renew their membership by assessing the value of our programs. This is also a time, along with the rest of the year, when potential members are deciding whether they plan to join our ranks. It's important that we make the extra effort now to continue to maintain the educational quality of our programs.

The question that I've been asked most often over the past year concerning professional education has been, "What kind of programs can we present that will appeal to all of our members?" My answer is "All of them!"

There is a temptation to provide "general improvement" programs so that the topic will apply to each of our members. This will obviously provide some value for our members, but we need to keep in mind that our members belong to our association as a result of their relationship with the construction industry.

With the diversity of our membership, construction-related programs will never apply to all of our members. A specific program related to all of our members' career fields simply isn't possible. A construction-related program should appeal to all of our members, however, as an educational opportunity.

Our chapters are absolutely "packed" with resources within their membership. The amount of expertise at our fingertips is mind-boggling. And we must not forget about NAWIC's Partners (American Institute of Constructors; American Subcontractors Association; Associated Builders and Contractors; Associated General Contractors of

America; Construction Financial Management Association; National Center for Construction Education and Research; Southern Building Code Congress International; U.S. Army Corps of Engineers; U.S. Department of Labor, Women's Bureau; U.S. Small Business Administration; Women Build of Habitat for Humanity International; and Women's Business Enterprise National Council). What a ton of additional resources!

I'll never forget the first time that I went to a heavy-equipment outing program provided by my chapter. I particularly wanted to attend this event because I knew that we were going to have an opportunity to drive a bulldozer and a backhoe. During this experience, I developed a new appreciation for the skills involved in operating this type of equipment!

And then there's the meeting that I attended concerning OSHA's Fall Protection program. I was obviously aware of some of the aspects of this topic, but the meeting also included a hands-on use of the safety equipment used by the company presenting the program. I know that if I were in the hazardous position that so many workers are in, I would want to be protected by the equipment that we were shown. As an employer, I'd want my employees to be able to go home as physically well as they were when they arrived for work that day.

Knowledge about a different aspect of our industry increases our value. In today's financial climate, where employers are seeking multifaceted employees, knowledge concerning other aspects related to our industry increases our ability and our worth. This is the fact that we need to keep in mind when we attend a meeting, when we encourage our members to attend and when we're "selling" NAWIC to a prospect.

Mary Ann Scott is chairperson of the Professional Education Committee.

► Legislative Awareness Committee

By Michelle Reddin, Esquire

Over the past year, since I have been the Chair of the Legislative Awareness Committee for NAWIC, I have been more aware of changing laws and the activities of the legislature. I have also been following The Associated General Contractors' (AGC) and The Associated Builders and Contractors' (ABC), legislative activities. Due to NAWIC's corporate status, there are strict guidelines relating to supporting or opposing legislation. You should consult your Region's Director, the NAWIC President, or the Legislative Awareness Chair for more information.

If you want to find a law on a particular topic, where would you go? There are several sources online that contain the laws for a particular state. If you use a search engine and search by state name and legislature, the proper site should reveal itself. Certain state sites have searchable statutes where you can enter search terms and locate a specific statute as well as its history and possibly the committee notes.

You must remember that the senators and representatives that you vote into office are the ones that create and pass all laws. The governor has the final word and can veto the bill. The legislators and governor each have emails and seek feedback or comments on pending legislation. They represent you and as such must listen to you. We all learned recently that every vote counts. That is also true with the legislature. Since you have a voice, use it. Some legislation is important to our industry and our jobs.

Michelle Reddin is the chairperson of the Legislative Awareness Committee.

If you haven't visited NAWIC Online recently, then do it today! There are some great new additions to enhance your membership in NAWIC. Go to nawic.org.

► REGION 11

Carol L. Chapman, CIT

Fireworks over Region 11! Congratulations to the Charlotte, N.C., Chapter for the winning entry in the National Block-Kids competition. Members there are proud to have been a part of this. Industry Appreciation events are happening all over the region. Awards are being given for Block-Kids, Drafting and scholarships. The employers who make membership possible for so many are also recognized at this time.

Please join me in welcoming Region 11's newest chapter, the Blue Ridge, Va., Chapter. We are pleased that President-Elect Linda Little will be here for the occasion.

The promos for convention have been mailed. The deadline for mailing in your registration is July 1. If you missed this, you can still attend by registering on site. Look for a special hard hat at the "Rhinstone Cowgirl" Silent Auction.

► REGION 13

Amy Berg

Congratulations to the Gr. Sioux Falls, S.D., Chapter that celebrated its 25th anniversary on June 11. Two of their members, Carole Lee and Gertrude Decker, were also presented with their 25-year pins at the celebration.

The Aurora, Ill., Chapter is working with a local Habitat Women Build and was asked to participate in a press conference scheduled for the "Wall Raising." Several other chapters are also involved with the Habitat Program.

Chapters are busy with tours, hands-on demonstrations, speakers and also getting ready for their annual golf tournaments.

Convention is just around the corner. Hope to see all of you there for all the great seminars that are planned along with the times for networking.

Send in your newly-elected chapter officers for the 2002-2003 year. Email them to Misty at mistyo@nawic.org or fax to (817) 877-0324.

NAWIC CALENDAR

June 21

- National officer election ballots must be postmarked by this date to qualify in voting count

July 1

- Postmark deadline for convention registration form
- Postmark deadline to send in credentials for convention

July 4-5

- NAWIC Office closed for Independence Day

July 8

- Newly-elected national officers posted on web site (if no ties)

July 15

- Deadline to submit new chapter officers. Send to mistyo@nawic.org

July 18-21

- Deadline for June *Connection*

July 23

- Membership report to be run for credentials

July 31

- Summer Quarterly Mailing to go out
- Chapters must send in changes/updates in chapter dues to NAWIC Office

LOOKING AHEAD ...

August 1

- Deadline for Pre-Annual Board Meeting reports;

email to dedeh@nawic.org

- Renewals to be mailed the first week of August

August 3

- NEFExams

August 4

- No convention registration refunds after this date

For a year-round CalendarListing, please visit nawic.org; go to News and Resources and click on "Upcoming Events." Select "NAWIC Calendar."



Core Purpose

To enhance the success of women in the construction industry

The Connection is published monthly by the NAWIC Office at 327 S. Adams St.; Ft. Worth, TX 76104 ~ (800) 552-3506 ~ Fax (817) 877-0324
Email: leonad@nawic.org
Newsletter Editor: Leona P. Dalavai
Assistant Editor: Kara D. Roberson
Send submissions to the NAWIC Office by the 10th of every month.

TAKE THE THIRD ON THE MEMBERSHIP APP!

Encourage your membership prospects to take the third quarter option when they are filling out their membership application. Since our dues are pro-rated, each new member pays according to the dues schedule on her chapter membership application. The pro-rated amount for members joining in July, August and September is only \$27.50. To avoid being sent a renewal notice only a few short months later, new members can pay \$137.50 (\$27.50 for the third quarter + \$110 for the '02-'03 year) to cover the next year's dues in advance. Please let prospects know about the "Last quarter option" on the chapter membership app. If you have any questions, contact Membership Director Lisa Simonds at lisas@nawic.org or (800) 552-3506.

PLUG-INS



► What's Old is New Again

By Glenda Thompson, Marketing Director

In plowing through some old files, I came across the contents of a public relations/marketing kit that was compiled by the Public Relations/Marketing Committee and distributed to NAWIC presidents 10 years ago.

I applaud that committee in their efforts because it produced a forward thinking piece that is still applicable. This is an abbreviated version of that report and certainly bears relevance today.

Consistency

Keep at least one consistent contact person involved with publicity, public relations and marketing. When working with media, it is recommended that chapters have one consistent person as their point of contact. News people work with many organizations and businesses and can better relate and respond when working with the same contact person. Once you've developed a relationship with news people, your chances for results are greater.

Visibility

Keep NAWIC constantly in the public eye. See that every chapter member knows about NAWIC and has membership promotional materials. Encourage chapter members to distribute the information.

Public Service announcements are an excellent way to enhance visibility. All television and radio stations are required to donate a certain amount of air time known as public service announcements. Contact your stations to learn about the requirements. Consider sponsoring periodic Construction Workplace Safety Tips.

Local newspapers will give coverage of the right information at the right time. Budget enough money to purchase at least one ad in your local newspaper during the NAWIC year. Let newspapers know that you are willing to invest in a marketing effort. They can be more responsive

to your future needs when you need coverage of an event.

Mail brochures and applications to area trade association offices and businesses such as customers, vendors and subcontractors. Include local meeting information.

Interaction

Utilize trade associations and NAWIC liaison organizations to further promote NAWIC. Interacting or developing a liaison with trade associations can be very beneficial. NAWIC has developed many liaisons on the national level and has laid the groundwork for your chapter to pursue liaisons in your area. Contact the national office for more information about NAWIC liaisons. There are a number of programs and events that your chapter could co-sponsor with other trade associations. The following are just a few suggestions:

Partner with other agencies like the local Home Builders Association or Work Safety organizations. Conduct joint meetings on issues affecting both associations. Examples include: Drug-Free Workplace, Lien Laws, and Home-Buying Tips.

These are some excellent starting points to jump start your chapter marketing efforts. Remember, marketing is a system that builds relationships one activity at a time, with each activity laying the foundation for the next action.

► Preview of Association Workshops at Convention

Here are some informational workshops that you can look forward to in Nashville:

• *Construction Career Days: The Who, What, When, Where and Why*

This workshop will introduce NAWIC members to the hottest thing going ... Construction Career Days. Plan on attending to hear from NAWIC members who have sponsored this event

in the past so that your chapter can learn the ropes and sponsor an event in your city.

• *Channel of Communication — Your Chapter Newsletter*

Would you pay for your current newsletter? If not, then you need to rethink what information is being sent to members, prospective members and industry professionals. A good newsletter is filled with information that is concise and to the point. Attend this workshop for pointers!

• *Chapter Environment*

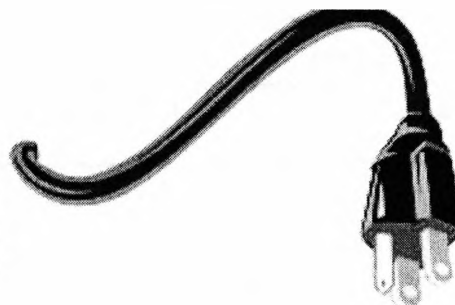
Learn how to develop a positive chapter environment that will foster professionalism and excellence while providing members an opportunity to network, learn and have *fun*. Creating great meetings can give your chapter great results. Topics to be discussed include: Knowing Your Members, Getting Off to a Good Start, Planning Your Agenda, Maximizing the Group Potential, Promoting Positive Communication and Managing Conflict!

• *Utilizing Our NAWIC Partnerships*

Why do we have 13 partnering agreements with other associations? What good do they do you? What are the benefits of being involved with other associations? How can I get them involved with NAWIC? In this seminar, we will answer these questions and share real ideas so that you can benefit from our partnering agreements. We will show you how to promote joint meetings and share educational opportunities. You can promote NAWIC membership at these meetings. NAWIC Chapters can benefit by working with other Associations. Learn how at this meeting.

**Join us in Nashville
Sept. 4-7, 2002!**

THE CONNECTION



To help leaders and members get plugged in to news from NAWIC

National Association of Women in Construction

www.nawic.org • nawic@nawic.org

Volume 5, August 2002

► Thank You, Sponsors!

As of July 15, the following companies are sponsoring Crystal Vision and convention. Thank you for your support to help offset some of the costs associated with convention and the Crystal Vision program.

CONVENTION

- Turner Construction Inc.
- Intuit

- Principal Financial Group

CRYSTAL VISION

- The Atlanta, Ga., Chapter recognizes Region 2 Director Kimberly A. Cameron, CIT
 - BE&K, Inc.
 - Capital Electric
- Construction Controls Group
 - Dynalectric
- Gilbane Building Company
- H.J. Russell & Company
- Kajima Construction Services
 - Parsons Brinckerhoff
- Signworks/Kissberg Construction
- Thomas Concrete of Georgia, Inc.
 - Turner Construction Inc.

► Renewals to be Mailed

NAWIC will be sending membership renewals to current members by late August. If your employer pays your dues, please submit your request for payment immediately as processing takes some time. The NAWIC Office requests that you return your renewal by October 1, which is the first day of NAWIC's fiscal year. However, members have up until the October 31 postmark deadline to send in their renewals. After that deadline, a \$15 late fee is assessed.

► NAWIC Town Hall Summit

The Governance Task Force was appointed last year to review all matters that relate to the way NAWIC is governed. The members of this task force reviewed numerous items that relate to the way NAWIC functions. The committee decided that some things are working well the way they are and others need some revisions.

They would like member input and ideas on things that need revising. What do you see that needs changing for the association to work better? To share your views, please be sure to attend the Town Hall Summit scheduled for Wednesday, Sept. 4 at NAWIC's convention in Nashville. Please plan to have at least one representative from each chapter attending convention at the summit.

► Chapter Chartering

Congratulations to the Blue Ridge, Va., Chapter on its June 21 chartering! Welcome to the community of women in construction — aka — NAWIC!

Send your notes of welcome and encouragement in care of the chapter president:

Vicki A. Cromer, CIT
P O Box 1286
Roanoke, VA 24006

CONTACT THE NAWIC OFFICE:

327 S. ADAMS STREET
FORT WORTH, TX 76104-1081
PHONE: (800) 552-3506 OR
(817) 877-5551
FAX: (817) 877-0324
nawic@nawic.org • www.nawic.org

Work Phone: (540) 342-7498

Home Phone: (540) 334-2790

Fax: (540) 345-2959

Email: vacrom20@aol.com

► NAWIC Store

The NAWIC Store will be closed from Aug. 16 - Sept. 23 due to convention preparations and activities.

Convention is around the corner!



Pre-registration has ended, but you can still register on site in Nashville.
Member on site registration: \$525
Nonmember on site registration: \$625

See you in Nashville!

in this issue . . .

President's Message	2
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CORE PURPOSE: To enhance the success of women in the construction industry.

PRESIDENT'S MESSAGE

Marcia
Rackley

SUCCESS

Success is hard to define. Its shape is as varied as there are people, but the basics of success are simple. Maybe more simple than you think.

Success begins and ends with you. Chapter leadership, committee participation and even basic membership all comes with an attached price tag. To begin to really understand the role you play in NAWIC's success, it's good to examine the many levels of involvement and types of members.

- **The Resume Builders** - It is said that some people just want something to list on their resume. I hear a lot about making people become involved. Forget about it. Don't worry yourself about this type of member. We can carry them on the shoulders of our work. We'll be better for our participation, and all they will have is a line on their resume. Just take their money and get on with the job. After all, money is also an important ingredient in our success.

- **The Supporters** - Not every one has to be involved to be an important link in the chain of success. Indeed, not every one can be active for various reasons. But as long as they have a fundamental belief in the importance of their membership in the association, and they show up at occasional meetings or events to cheer you on, they are fulfilling a purpose. Cut them some slack and just maybe they'll become more active when their circumstances change.

- **The Worker Bees** - Thank goodness for these members. They are out there quietly doing bits and pieces of the work, stuffing envelopes, sorting blocks and saying "yes" when asked to help. They may not ever step up to assume a leadership role,

but they are the heart and soul of volunteerism.

- **The Riskers** - Yes, people who are committee chairs or serve on the board are taking a risk. It takes courage to be out there in front and risk failure. Successful leadership is about taking on a job and taking it seriously by being trustworthy and diligent. They are betting that they'll also get the cooperation and support needed to be effective.

Success is about having a purpose and fulfilling it. It takes a good mixture for a chapter to be successful. It takes many successful chapters to make a successful association.

There's no one more dedicated to the task of fulfilling NAWIC's core purpose than your incoming president, Linda Little. She is continually seeking the best for the organization. She is trustworthy and certainly diligent. Yet she won't be effective if the national committee chairmen and regional reps don't fulfill their promises to perform. And they won't be effective if the chapters aren't fulfilling their part of the bargain. The success of women in construction begins and ends with all of us.

FARE THEE WELL

Well this is it - my ultimate *Connection* article. It's been simply grand serving as your president. Yes, it was scary at times and extremely tiring at times. Some of your chapters, I'm sad to say, don't play together well and they take a lot of attention. And the back-to-back Forum travel coupled with a staff shortage made the months of April and May a nightmare at work. Yet I'd do it again if the rules would permit it. No, I'm not crazy or a masochist. Why then you ask?

Because nothing is better than chatting with a

newly chartered chapter president who already "gets it" about the NAWIC experience. Because of the excitement generated by the courageous group at Midyear who were willing to try doing things a new way and who stepped up to the tasks before them and met the challenges. Because of the love and support of so many in times of sorrow. Because of our dedicated NAWIC staff who work diligently to help us meet our goals. Because of the vast majority of NAWIC members who are so phenomenal when they pull together.

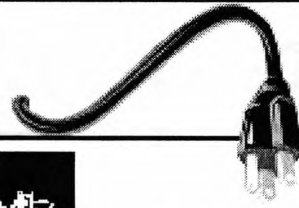
There are too many reasons to list, but finally because I can sense the emerging power of women in today's society. The pendulum is swinging in our direction and we can ride it out to its zenith before it goes back again to the middle where it will finally be what it's supposed to be — equal for both genders. Meanwhile I'm willing for us to use our power while we have it, and it would be exciting to be an integral part of it.

I feel like I'm just getting started and it's time to quit. One year at the helm is not enough time to get things done . . . but then again, I don't need to be. As I pass the baton to Linda, I'm confident that the transition will be smooth and that the work — bigger than all of us — will continue. So I'm stepping back to cheer her and all who follow, but I'm not going away. I'll be there in the trenches stuffing envelopes, sorting blocks and saying yes, when asked to help.

HOW TO CONTACT THE NATIONAL PRESIDENT:

NAWIC President Marcia Rackley • Capital Electric • PO Box 410079 • Kansas City, MO 64141 •
Work (816) 329-8334 • Home (816) 455-0419 • Fax (816) 329-8034 • mrackley@capitalelectric.com

REGIONAL ROUNDUP



Get plugged in to Regional News.

► REGION 2

Kimberly A. Cameron, CIT

The Sugarloaf, Ga., Chapter participated in building Tree Houses for mentally and emotionally abused children. Some of these children have physical challenges as well. The Tree Houses are located in a special camp in North Georgia. The program is designed to heal, promote self-esteem and to provide entertainment for these children. Since this project is such a success, we will bring our team together again this June to build even more Tree Houses.

Another project scheduled for later this year is remodeling and painting "The Dream House 4 Kids." This house will provide a home for children with severe medical needs. Some of the children have been in the hospital for over five years and have never known a home of their own. Because of their special medical needs these children have not been able to be placed in Foster Care. This house will provide the children with a loving home environment and be staffed with qualified nurses. The goal is to find good foster homes for the children at the same time providing specialized care-giving training to future foster parents. Our chapter members hope to make a difference in the lives of many children and women.

► REGION 4

Diana Miller

Congratulations to the newly chartered Bluegrass, Ky., Chapter. They now have 45 members and continue to grow. The Cincinnati and Dayton, Ohio, Chapters are participating in the Tri State Construction Career Days at the Hamilton County Fairgrounds in Cincinnati, Ohio, on October 16 & 17. So far 1,700 students from Ohio, Indiana and Kentucky have signed on to partici-

pate in this event. The event will include hands on construction activities, heavy construction equipment and booth exhibits. The Detroit, Mich., Chapter held its first Construction Technology Night and its 7th annual Construction Industry Night. The keynote speaker for this event was Denise Norberg-Johnson. These are just a few of the great programs being presented by the Region 4 Chapters. Keep up the good work!

Congratulations to all the newly-elected chapter officers for the 2002-2003 year. Director-Elect Betty Goad is looking forward to working with all the chapters in Region 4. This will be my last *Connection* news as Director of Region 4. Thanks for the memories. It's been a wonderful experience.

► REGION 6

Nita Thiessen

While most of us are melting in this hot sultry weather and feeling like we're trapped in some bad Tennessee Williams play, NAWIC women continue to achieve great goals. While the information is not complete for all chapters, Region 6 members awarded at least \$44,250 in scholarship to individuals furthering their education in the construction industry for the coming school year. Of the many projects we commit our time and energy to, this is perhaps the one arena where we have the most impact on the future of our industry and should be most proud.

It was fun to hear from a former Greater Kansas City, Mo., scholarship recipient, who now lives and works in Des Moines, Iowa. She was wanting to join NAWIC, and I was able to put her in contact with that chapter.

The St. Louis, Mo., Chapter is on fire as usual, and has begun organizing another CIT class to

begin in September. Its CADD/Drafting Competition Winner Ted Arendes not only won the Region 6 award, but placed third in the national competition. Members of the Wichita, Kans., Chapter have been volunteering to serve meals several evenings each month at The Lord's Diner, that serves anyone in need, in downtown Wichita as a service project.

The Greater Kansas City, Mo., Chapter's July program was a mini seminar on Leadership and Chairmanship 101. The St. Joseph, Mo., Chapter toured a Tyvek house. The Topeka, Kans., Chapter just completed a successful Skeet Shooting Tournament. The Danville, Ill., Chapter is putting together its donation for the NEF Cowboy Auction at convention. The Central Missouri Chapter is teaming with CSI for its annual golf tournament. Our new Southwest Missouri Chapter is so busy we can't catch up with them.

While putting together this regional update, I received a call from Gayle Kimball and an email from Charlene Mornout informing us that Arminda Boyer, of the Danville, Ill., Chapter died this morning. Arminda had been hospitalized in Indianapolis for several weeks. Our wonderful NAWIC friends from the Indianapolis Chapter had been visiting Arminda, and we want them to know how much their caring meant to all of us.

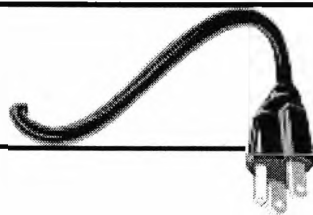
► REGION 10

Pat J. McDonald, CIT

As the NAWIC year draws to a close, batons are getting readied to be passed in our chapters. We will be seeing lots of new faces at the helm of chapters and are looking forward to supporting new director Pauline McIntosh!

Regional Round-Up continued on page 5

PLUG-INS



► Feedback for Thought

By Glenda M. Thompson
Marketing Director

Over the past 18 months, this column has focused on providing tips to market your chapter at the local level.

We began the year with "Clean Out the Clutter," which suggested simplifying and modifying the ways we promote at the national level. In February, the topic was "Putting Passion in the Mix" that challenged all chapters to take advantage of promoting WIC Week. March highlighted ways to "Introduce a Girl to Construction." We kicked off the spring with a look at "Maximizing Internal PR Efforts" and the benefits of using "Public Speaking as a Marketing Tool." July's focus was on revisiting some of the tried and true methods of keeping the marketing effort together at the chapter level in "What's Old is New Again."

These are all good points of concern in marketing a chapter, but in order to be effective and maintain open communications, it's vital that we get feedback about how these tips are working for you. Therefore, I'd like to open up the phone lines (in a sense) and hear your feedback on how you've used some of the practical approaches we've offered in the column this year.

Starting now through August 15 I invite you to email your feedback on the ideas that have come out of this column this year. Your comments will assist us in providing information that will address your unique chapter needs. I can be reached at glendat@nawic.org. Looking forward to your feedback!

► Table Top Display

The NAWIC Store has a table top display available to use at trade shows and other events. The cost for renting the display and its accompanying literature is \$60. Requests for using the display must be sent to the NAWIC Office at least 30 days before the show.

For a complete list of guidelines for using the Table Top Display, please refer to page F-67 of your Operations Manual. If you have additional questions, please contact Melinda at the NAWIC Office at (800) 552-3506 or nawic@nawic.org.

► Take the Third

Encourage your prospects to take the third quarter option when they are filling out membership applications. Since our dues are pro-rated, each new member pays according to the dues schedule on her chapter membership application. The pro-rated amount for members joining in July, August and September is only \$27.50. To avoid being sent a renewal notice only a few short months later, new members can pay \$137.50 (\$110 for the '02-'03 year + \$27.50 for the third quarter) to cover the next year's dues in advance. Please let prospects know about the "Last quarter option" on the chapter membership application.

If you have any questions, contact Membership Director Lisa Simonds at lisas@nawic.org.

► Gotta Love Chocolate

Attention: Chocolate Lovers. For the first time ever, the NAWIC Store will be selling NAWIC chocolate bars at convention. Stop by the store and get your premium Hershey's chocolate or crunch bar. The chocolate bars will be available in two designs — one with a rose and the other with a musical theme, celebrating the site of NAWIC's 47th annual convention in Nashville. Buy several to take back as souvenirs. Each chocolate bar is \$2.

► Make a Smooth Transition

Here are some tips that Dede Hughes, NAWIC executive vice president, shared in the July/August issue of *The NAWIC IMAGE* to make your officer transition as smooth as possible at the chapter, regional and national levels.

- Remember to communicate, communicate, communicate.
- Be thoughtful of the next person's position, and don't interfere with her objectives.
- Ask questions, and be willing to help.
- Give *all* of your past materials to the new officer.
- Tell the incoming officer/director what you have learned in your year and then step away from the position.
- Be available for future questions.
- Above all, be supportive of the new officers and directors.
- New officers/directors need to remember to ask the questions. What worked? What didn't? Is there a better way to try to solve a problem? Is there a more positive way to get the job done? It is exciting to learn from others but it is also exciting to try new ideas and watch progress in action.
- New board members need to understand the Chapter's Strategic Plan, and they need to be a part of the process. If your chapter does not have a Strategic Plan, get one! It is, quite simply, a plan of where you want to be in the future [your vision] and how you will get there. It does not have to be difficult or lengthy, just a doable plan that your chapter can implement with some thought and foresight. This plan will help you bridge any gap between the retiring officers and the new officers. Everyone is still working in the same direction to plan the future of your chapter.
- Attend the NAWIC Annual Convention and your region's Annual Planning Conference. You will learn much about leadership skills as you attend seminars about your new role as an officer or director. Have a great year, and have fun!

► REGION 12

Wanda Wild

At the end of last year, September 2001, our region had 442 members. Though we lost quite a few members due to moves, job changes and natural attrition, we are now on the upswing. Our numbers as of June 11 of this year are 405. The big movers and shakers of our region are Coachella Valley, Calif., Simi-Conejo, Calif., and Bakersfield, Calif. While other chapters are struggling to retain members, these chapters actually gained five or six more members each! Great job, and keep up the good work!

► REGION 14

Wendy J. Phelps

This falls under the "You Never Know Where You Will Find A New Member Category." The Vermont Chapter recently toured the multi-million dollar expansion project at Fletcher Allen Health Center in Burlington, Vt. There, the chapter members met the chief safety officer, a woman, who oversees 200 workers daily. They were impressed with this take charge woman and told her all about NAWIC. It was her turn to be impressed. She asked for membership information and plans to become a member.

Send in your newly-elected chapter officers for the 2002-2003 year. Email them to Misty at misty@nawic.org or fax to (817) 877-0324.

NAWIC CALENDAR

July 23

- Membership report to be run for credentials

July 31

- Summer Quarterly Mailing to go out
- Chapters must send in changes/updates in chapter dues to NAWIC Office

LOOKING AHEAD ...

August 1

- Deadline for Pre-Annual Board Meeting reports; email to dedeh@nawic.org
- Renewals to be mailed the first week of August

August 3

- NEFExams

August 4

- No convention registration refunds after this date
- Deadline to book hotel room in Nashville to get the special member rate



Core Purpose

To enhance the success of women in the construction industry

The Connection is published monthly by the NAWIC Office at 327 S. Adams St.; Ft. Worth, TX 76104 ~ (800) 552-3506 ~ Fax (817) 877-0324

Email: leonad@nawic.org

Newsletter Editor: Leona P. Dalavai

Assistant Editor: Kara D. Roberson

Send submissions to the NAWIC Office by the 10th of every month.

For a year-round CalendarListing, please visit nawic.org; go to News and Resources and click on "Upcoming Events." Select "NAWIC Calendar."

**MARK
YOUR
CALENDARS!**

**Women in
Construction Week
2003
March 2-8**

Be sure to attend the work "Put Your WIC Week Events on the Map" workshop at convention to get more details on Women in Construction Week 2003.

NATIONAL ASSOCIATION OF WOMEN IN CONSTRUCTION

June 2002 - Monthly Membership Report

REGION 14

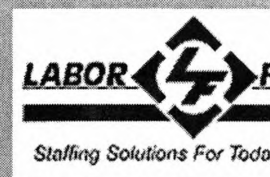
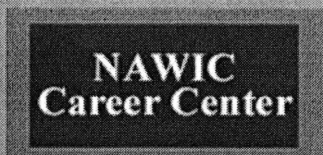
RECAP BY CHAPTER

Chapter Number/Name	Active Renew (A)	Active New (A)	Corp. Renew (CM)	Corp. New (CM)	Student Renew (BC)	Student New (BC)	National Life (C)	Chapter Total
15 Boston, MA	51	17	2	2	1			73
52 #1 of Rhode Island	31	5	3					39
172 Buffalo, NY	27	6		1				34
218 The Granite State (NH)	31	7	2			1		41
241 Gr. Worcester, MA	7							7
261 Capital District (NY)	19	4	6	3				32
262 Vermont	10		2			1		13
276 Maine	25	4	1	1				31
295 Toronto, ON, CANADA	12	4				2		18
314 Gr. Rochester, NY	23	5	1	2				31
318 Bluenose, Nova Scotia, CANADA	9							9
329 Eastern Maine	9	1						10
347 Southern Maine	10	1						11
National Life								0
REGION 14 TOTALS	264	54	17	9	1	4	0	349

**RETENTION REPORT
REGION FOURTEEN
June 2002**

NUMBER	CHAPTER NAME	RETENTION	*JUNE '02	SEPT. '01	JUNE '01
15	Boston, MA	74%	54	73	72
52	#1 of Rhode Island	76%	34	45	43
172	Buffalo, NY	87%	27	31	31
218	The Granite State (NH)	67%	33	49	49
241	Gr. Worcester, MA	88%	7	8	8
261	Capital District (NY)	83%	25	30	30
262	Vermont	80%	12	15	14
276	Maine	90%	26	29	30
295	Toronto, ON, CANADA	52%	12	23	23
314	Gr. Rochester, NY	86%	24	28	28
318	Bluenose, Nova Scotia	90%	9	10	10
329	Eastern Maine	90%	9	10	9
347	Southern Maine	77%	10	13	12
TOTAL REGIONAL RETENTION		77%	282	364	359

* Numbers are for renewals only.



- ◆ Membership Directory
- ◆ NAWIC Store
- ◆ For Members Only
- ◆ NAWIC Information
- ◆ Join NAWIC
- ◆ Marketing Corner
- ◆ News & Resources

This page was last updated Decen

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Call a member service today and find out how you can save your company money!



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Members may take advantage of the discounts by calling 1-800-426-7235, Ext. Questions can also be directed to our IBM contact, Patti Ross.

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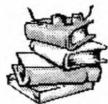
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Discounts on overnight
and two-day express mail.

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Who to call at the NAWIC Office

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327 South Adams
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817.877.5551
817.877.0324 - fax
nawic@nawic.org

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Misty Overman	Membership Records Coordinator	Ext. 15 mistyo@nawic.org
Kerri Crawford	Bookkeeper	Ext. 21 kerric@nawic.org
Lisa Simonds	Membership Director	Ext. 14 lisas@nawic.org
Melinda Holland	Web Site Manager/Store Coordinator	Ext. 22 nawic@nawic.org
Dede Hughes	Executive Vice President	Ext. 16 dedeh@nawic.org
Kate Urken	Admin. Assistant/Office Manager	Ext. 10 kateu@nawic.org
Kara Roberson	Ad Sales/Communications Assistant	Ext. 24 karar@nawic.org
Glenda Thompson	Marketing Director	Ext. 12 glendat@nawic.org
Shelly Reeves	Convention Director/Meeting Planner	(Contract Labor)

Who to ask for...

Board/Board Orientation	Dede	Members/Chapters In The News	Leona
Membership Services	Lisa	NAWIC Committee Information	Dede
NAWIC Founders' Scholarship	Melinda	Organization & Extension Information	Lisa
New Members	Lisa/Misty	Prospective New Members	Lisa
Media Information	Leona	Shipping/Receiving Information	Melinda
Store Orders	Melinda	<i>The NAWIC IMAGE</i>	Leona
990 Tax Questions	Dede	Business Card Orders	Melinda
Chapter Online Mailings	Melinda	Public Relations	Glenda/Leona
Convention	Dede/Shelly	Display Program	Melinda
Industry Liaisons/National	Dede	Industry Liaisons/Chapter	Lisa
Insurance	Kate	Jewelry Orders	Melinda
General Questions	Dede	Advertising Sales	Kara
Quarterly Mailings	Kate		



**Coming
Soon
To A
Mailbox
Near You!**

It's NAWIC renewal time.
Look for yours in your
mailbox by the end of
August.

July 23, 2002

NAWIC STORE NEWSLETTER

NEW STORE ITEMS:

- * Cell Phone Holder
\$6.50
- * Postcards set of 10
for \$9.00
- * Note Nest Cubes
\$3.00
- * Candy bars NAWIC
and Nashville \$2.00
- * Rubik's Cube 9
Panel \$10.00

Special Note:

**The NAWIC Store
will be closed from
Aug. 16 - Sept. 23
due to convention
preparations and
activities.**

Methods of payment accepted:

- Cash
- Check
- Visa
- MasterCard

BE SURE TO CHECK OUT THE ITEMS ON SALE AT CONVENTION:



Kids t-shirts & caps
Were \$10.95 Now \$10.00

10' Automatic Tape Measures
Were \$5.00 Now \$4.00

Pen
Were \$2.50 Now \$2.00

Briefcase
Was \$35.00 Now \$25.00

Portfolio w/ Handles
Was \$30.00 Now \$20.00

Jr. Folder w/Quantum Calculator
Was \$33.00 Now \$20.00



Save on shipping by buying your NAWIC jewelry onsite.

Great Selling Items:

Membership Plaque - New Design \$15.00
Tote Bag - New Design \$11.50
Folding Can Holder \$2.00
Woven Neck Cord \$5.00
Red Rose Pin \$15.00
Magnifying Mirror \$2.00

The NAWIC IMAGE
EDITORIAL CALENDAR & COPY DEADLINES
2002-2003

September/October 2002 — Finance and Marketing

Ad Space Reservation Deadline: September 20, 2002

Copy Deadline: September 20

Closing Ad Copy Deadline: October 4

November/December 2002 — Getting Organized

Ad Space Reservation Deadline: October 18, 2002

Copy Deadline: October 18

Closing Ad Copy Deadline: November 1

January/February 2003 — Professional Development

[Annual Forum issue]

Ad Space Reservation Deadline: December 16, 2002

Copy Deadline: December 16

Closing Ad Copy Deadline: December 30

March/April 2003 — Women & Leadership

Ad Space Reservation Deadline: February 17, 2003

Copy Deadline: February 17

Closing Ad Copy Deadline: March 3

May/June 2003 — Women in Construction Around the World

[Convention preview issue]

Ad Space Reservation Deadline: April 21, 2003

Copy Deadline: April 21

Closing Ad Copy Deadline: May 5

July/August 2003 — Women in Business

Ad Space Reservation Deadline: June 2, 2003

Copy Deadline: June 2

Closing Ad Copy Deadline: June 16



Stage Coach Fare to anywhere, panned gold, precious stones, valuable art, memorabilia, Indian Pottery, beads, feathers, complimentary stays at the ranch, saloon refreshments, hunter's trappings, beach front property in Arizona, beach front property in Myrtle Beach, SC. If it is valuable we will auction it. SHIP IT TO NASHVILLE AND WE WILL TAKE CARE OF IT. Thanks for you help. Darline H. Johnson

NAWIC EDUCATION
FOUNDATION
10TH ANNUAL

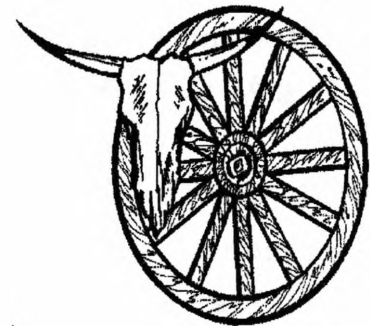
Rhinestone Cowgirl

SILENT AUCTION

Wednesday
September 4, 2002
10:00 AM – 8:30 PM


OPRYLAND USA
Nashville, TN

In conjunction with NAWIC
Annual Convention
Welcome Party
"GIRLS NIGHT OUT"



SHIP ALL DONATIONS TO: Susan Carson
C/O Roy S. Jones Construction
3641 Trousdale Drive
Nashville, TN 37204

NAWIC BUSINESS CARD ORDER FORM



NAWIC
National Association of Women in Construction

NAME _____
NAWIC TITLE _____

COMPANY NAME _____ PHONE NO. _____
ADDRESS _____ FAX NO. _____
CITY, STATE, ZIP _____

(Standard front)

"NAWIC's Core Purpose: To enhance the success of women in the construction industry."

(Back @ additional charge)

PLEASE PRINT OR TYPE ALL INFORMATION AS IT WILL APPEAR ON THE CARD.

NAME _____

NAWIC TITLE (OR CHAPTER NAME & NUMBER) _____

COMPANY NAME _____

ADDRESS _____

CITY, STATE, ZIP _____

() _____

PHONE NO. _____

() _____

FAX NO. _____

HOME NO. or Email _____

SHIPPING INFORMATION - (Send to above address _____)

Name _____

Company Name _____

Address _____

City/State/Zip _____

(ALL Business Card Orders are sent out Priority US Mail.)

Payment: _____ Check or Money Order _____ Visa _____ Master Card

Card No. _____ exp. date _____

Signature of Cardholder _____

Office Use Only

Check # _____ Date Of Check _____ Amount _____

Credit Card Authorization

Invoice # _____ Authorization # _____

ALL CARDS ARE WHITE EMBOSSED IN RED

PLEASE MARK YOUR CHOICE BELOW:

_____ 500 CARDS \$27.00

_____ 1000 CARDS \$32.00

_____ NAWIC Core Purpose \$14.00
on back

SUB TOTAL \$ _____

TEXAS RESIDENTS ADD 8.25% TAX \$ _____

TOTAL \$ _____

RETURN THIS FORM AND PAYMENT TO:

NAWIC
327 SOUTH ADAMS STREET
FORT WORTH, TX 76104
PHONE: 800-552-3506
FAX: (817) 877-0324
Email: nawic@nawic.org



Daily Bulletin Advertising Form

47th Annual Meeting & Convention

Nashville, TN ~ Sept. 4-7, 2002

The Daily Bulletin is distributed Thursday, Friday and Saturday mornings. Don't miss this opportunity to reach NAWIC Convention attendees! Circle size and days below:

SIZE	ONE DAY	TWO DAYS	THREE DAYS
Business card (3-1/2 x 2 in)	\$25	\$45	\$70
1/4 page (3-1/2 x 5 in)	\$45	\$85	\$130
1/2 page (7-1/4 x 5 in)	\$75	\$145	\$220
Full page (7-1/4 x 10 in)	\$100	\$195	\$290

When placing an ad, you must indicate which day(s) you wish your ad to be included. Circle day(s):

• Thursday, Sept. 5

• Friday, Sept. 6

• Saturday, Sept. 7

YOUR MESSAGE HERE (or attach camera-ready art):

PLEASE FILL OUT THE FOLLOWING:

Name _____ Company Name _____

Address _____

City _____ State _____ Zip _____

Daytime Phone () _____ Fax () _____

Payment Method — Check or Credit Card Chapter Affiliation (if any) _____

☐ Please find an enclosed check for the amount of \$ _____ for a _____ page ad.

☐ Please charge my order to my _____ Mastercard OR _____ VISA

Email Address _____ Credit Card # _____

Authorized Signature _____ Exp. Date _____

Return this form, along with your payment to the Registration Desk at Convention.

Questions? Call Leona or Kara at (800) 552-3506

DIFFERENT TYPES OF TAX EXEMPT ORGANIZATIONS AS THEY RELATE TO NAWIC:

501(c)(6) – The National Association of Women in Construction (NAWIC) is a Business League and has tax exempt status under IRC 501(c)(6) classification. This classification allows a federal income tax exemption to the league itself. However, donations to the league are not deductible to the donor except when qualified as a proper business expense. NAWIC chapters fall under the umbrella of NAWIC and are also 501(c)(6) organizations under Group Ruling Number 1509.

501(c)(3) – The NAWIC Education Foundation (NEF) is a tax exempt entity as a “public charity” under IRC 501(c)(3). Its main purpose is education and all dollars donated to NEF are tax deductible as a charitable expense. It was formed as an arm of NAWIC with NAWIC as the supporting organization and helps to further the educational purposes of the association. NEF operates with its own Board of Directors and Executive Director separately from NAWIC.

509(a)(3) – The NAWIC Founders’ Scholarship Foundation (NFSF) is a trust operated exclusively as a not for profit, tax exempt supporting organization with the sole purpose of serving the Association in awarding educational scholarships under IRC 509(a)(3). NFSF is operated by the NAWIC Past National Presidents with their own Administrator and Awards Committee. All dollars donated to the NFSF are tax deductible as a charitable expense.



Call for Committee Volunteers:

Join the 2002-2003 NAWIC Team

Deadline: July 15, 2002 ~ President-Elect Linda Little

An important advantage of NAWIC membership is the opportunity to make a difference. By volunteering to serve on one of NAWIC's national committees, you can share the benefit of your experience with others and help to ensure that NAWIC remains the premier association advocating success for women in the construction industry. You have the chance to showcase your talents and pursue your NAWIC passion to a new level.

National committees operate much the same way as chapter committees except for the scope, of course. There are several levels of involvement:

- **National chairman:** It will be your responsibility to set goals for the committee within established guidelines and determine how to achieve them. You will coordinate activities with your co-chair to ensure ongoing success for the committee. Some chairmen will have the additional responsibility of conducting a workshop at convention in Anchorage. It will also be your responsibility to prepare two reports. These reports are vital.
- **Co-chair:** Maybe you'd like the opportunity of having a little practice before taking the plunge to full blown chairmanship. This is the spot for you. It will be your responsibility to assist the chairman, learn all you can about getting the job done, and make yourself ready to be chair next year. It is a two-year commitment. We will ensure continuity this way and won't have to re-invent the wheel.
- **Regional representative:** You will be required to assist your region's chapter committee chairs and to promote the goals of the committee within your region. It will be your responsibility also to distribute information that you receive to the chapter chairmen and to report the activities of your region to the national chairman. You may be called upon to conduct a workshop at a regional event.
- **Chapter:** If you are a chapter chairman of a committee that has a regional representative, it is your responsibility to promote the goals of the committee and to communicate your chapter's activities, best practices, good ideas, etc. to the regional representative.

A list of major committees follows. If you don't see something that interests you or if you have a good idea for something new, let us know what you'd like to see added and why.

Construction Industry

Professional Education

Credentials / Tellers

Safety Awareness

Industry Liaison

Tradeswomen

Membership

[See page two to sign up for a committee for next year]

Core Purpose: To enhance the success of women in the construction industry

NATIONAL COMMITTEE VOLUNTEER FORM

Name _____

Address _____

Telephone Number _____ Best time to call _____

Email* _____ (* Required)

COMMITTEE PREFERENCE _____

If your committee is already filled, would you be willing to consider another committee? If so, which one (please list _____.)

Why do you want to serve on this committee? _____

Describe the direction you would take or the goals you would set for this committee.

What have you done for NAWIC that has meant the most to you or made you the proudest?

What are your ideas for improvement, if any, for this committee?

Please return this form as soon as possible, but no later than July 15, 2002 to:

President-Elect Linda Little
Fax to: (619) 401-7545
Email to: sdwic@ix.netcom.com

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The igloo® Cool Crew 2003 Calendar Contest

CONTEST: Igloo's Cool Crew 2003 Entries will consist of:

- 1 A color photograph of yourself with the construction crew you work with on the jobsite.
Note: All photographs should show the crew in compliance with site and OSHA safety regulations.
- 2 A written statement in 25 words or less telling why your crew should be selected as the Igloo Cool Crew 2003.
- 3 Completion of the official entry form below.

Entries become the property of Igloo and will not be returned.
Igloo is not responsible for lost or mis-directed mail.

DEADLINE: All entries must be postmarked no later than 7/15/02.

JUDGING: A panel of construction industry experts and editors will select the winning Cool Crew 2003 by July 31, 2002. ALL decisions are FINAL.

PRIZES:

- Each person submitting an entry will receive an Igloo product of Igloo's choice.
- Each member of the winning Cool Crew 2003 will receive an Igloo product of Igloo's choice.

The person submitting the winning entry WILL WIN:

An expense* paid trip to The World of Concrete 2003, February 4-7, 2003 in Las Vegas, Nevada for him/herself and a spouse/friend,

AND: An expense* paid trip to The World of Concrete 2003 for the NAWIC Chapter president and spouse/friend.

WILL AGREE: To participate at the Igloo booth for two full days during February 4-7, 2003 at The World of Concrete in Las Vegas, Nevada.

*Airfare, lodging and meal allowance

Please enter my name in Igloo's Cool Crew 2003 Calendar Contest.

Complete in 25 words or less: The construction crew I work with should be the Igloo Cool Crew of 2003 because...

Signature _____ Date _____

PLEASE PRINT THE FOLLOWING

Name _____ Daytime Phone _____

Street Address _____ City _____ State _____ Zip _____

Company Name _____ Your Job _____

Type of Construction _____

Jobsite(s) Name & Location _____

Jobsite(s) Description _____

NAWIC Chapter _____ Phone _____

Address _____

Attach a color photograph of yourself with the construction crew with which you work and submit this response postmarked no later than 7/15/02 to: K.G. Peeples, Igloo Products Corp., 1001 W. Sam Houston Pkwy. N., Houston TX 77043

Official Entry Blank. All decisions final.
Igloo is not responsible for lost or mis-directed mail.
Void where prohibited by law.

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PRODUCTS CORP.
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