

CMCI Contact

News from the Construction Manager Certification Institute

Congratulations
to Our New
CCMs!
See page 3 for a list
of our newest
Certified Construction
Managers!



CMAA Webinars
Help Earn
Recertification Points

See page 3 or visit
www.cmaanet.org to
learn more about these
and other CM workshops
sponsored by CMAA.

Benefits of Mentorship

By Colleen McDonough, CCM

"Listen for my voice and I will guide you out of there."

This statement was spoken by a Pentagon police officer to the wounded and trapped victims of the terrorist attack at the Pentagon on 9/11. I was working there while studying for my CCM exam a couple of years ago and this statement immediately came to mind when I thought about the Culture of Certification and the benefits of being a mentor. It's all about guidance!

Like any life changing event, we need guidance. In an attempt to better ourselves, our communities and our contribution to the world we live in, we need guidance. To achieve greatness, you can't do it alone, you need guidance. Being a CCM mentor provides this guidance to those individuals striving to meet the demands of Construction Management excellence! The standards of excellence that we adhere to have been rigorously set forth by CMCI/CMAA, the Construction Industry, my fellow CCMs and the professional organizations that inspire, employ, promote and support us.

Being a mentor means sharing CCM knowledge, information and experience to help those who are interested in studying to become a CCM. It is our guidance that can give you a direct and personal level of understanding of the material, as well as guide you through the application. Being a CCM mentor sharpens our saws too and reinforces our knowledge and appreciation of the body of knowledge that we engage in on a daily basis.

Not everyone will make it, and in fact some people may not even meet the qualifications. And for all those Construction Management professionals who call themselves CMs, but

don't have the certification to back it up: We would like to guide you toward our team and share our many resources with you. Listen to

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CCM Designation: Accountability in 21st Century School Projects

"I believe the CCM's code of professional ethics and standard of professional practice are key elements in the mission to standardize our industry. For our industry to continue to advance in a professional manner, an accredited designation with some real teeth in it is essential in order to identify construction managers who are committed to a standard and held accountable to that standard.

We do a lot of schools and believe that CM Agency is the best way to deliver the most value for schools in the 21st century. We accentuate how a CCM using the CM Agency method allows public entities to meet the burden of public bid laws and also benefit from the services of a professional construction manager working as their advocate from the first thought of a school to opening day with a level of confidence not available without the CCM designation."

— Sanford Loy, CCM, President of Construction Plus, Inc.

CCM's Commitment to the Culture of Certification

By David Carr



Being a CCM means not only having achieved a higher level of professional development than most others in the construction industry, but as importantly, it means we must look out for the owner, keeping integrity, honesty and good communications as the most important values, and strive to be the best possible steward of the owner's money, time, safety and quality possible. It is also about having the right attitude.

To accomplish this, we use the CMAA's "best in class" methods taught by the CMAA and CMCI's processes, and each others' knowledge.

This is a pretty philanthropic mission. Sounds like a pretty lofty goal, right? But for a CCM, it's not a goal; it's a requirement. Therefore not everyone is cut out to perform well in this role. Many firms thrive by not

"So we must honor the CCM's Code of Professional Ethics and use the CMAA Standards of Practice consistently, or the designation may lose its power to assure our marketplace of its non - self centered orientation. "

using this mentality or orientation and we've all worked with them, right? Those people and firms prosper in their own way too, but in a different way than CCMs do. Therefore it creates a group of specialists trained in not only techniques and methods, but the CCM *attitude* of working in the owner's best interest as well. You can be very proud to be a CCM, but it's not necessarily easy all the time.

Sometimes it is even difficult and

awkward when an owner, consultant or contractor is used to the "other way" in most of their experiences, so bad habits pop up sometimes that can interfere with the owner friendly way we should be doing business.

Recently, a very large international firm decided they wanted to deliver one of their fast track projects using a more "owner-participation-friendly," best value driven approach than using the other traditional methods they had applied in their past industrial projects. They tried Design-Bid-Build, Design Build, and other methods. Being the thorough type of firm they are, they had heard about the advantages of Agency CM. They also knew of and welcomed the owner's

CCM—a commitment to excellence in program/ construction management, career advancement and an ongoing pursuit of knowledge.

responsibility and involvement in the processes, but only if they could find a trustworthy firm who knew how to deliver a true professional agency relationship working in the owners best interest.

They had experienced some negative construction results in the past that caused them to resist some risks the owner retains in Agency CM, so we had to work closely together to create a unique agency relationship that could work on that project, and it was successful.

The project applied a very collaborative, value driven process using many unique marketplace bidding practices, and bid analysis systems that were designed together with them, utilizing *their* procurement methodology.

This work caused some awkward times, but ultimately, because they trusted the CM's basic value of serving the owners interests, all issues worked out successfully, and the owner felt they received excellent value and learned a lot during the process. They are now using Agency CM as a model for other projects.

We credit the CCM training with having helped the project executive lead in a way that created the environment for this success. The result is a project in which the owner is enthusiastically actively participating, and which the owner can influence productively, and still hold the final approvals and design leverage they wanted to retain.

Most customers can tell if you are really their advocate or not, even if they don't understand what a CCM is. But the CCM professional designation is a serious commitment to a behavior as well as using certain proven methods that client's value.

So we must honor the CCM's Code of Professional Ethics and use the CMAA Standards of Practice consistently, or the designation may lose its power to assure our marketplace of its non-self centered orientation.

That is what we all, including our colleagues, want; to have an honest, well trained expert and proven leader "on our side." This is what the CCM designation assures. We must honor it.

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my voice, and I will guide you through it.

Finally, as a CCM myself, I can assure you that being a part of *this* project team has been worth every ounce of effort I put into it. We are few but we are proud and we have earned it and so can you!

The culture of Certification that I have experienced grants us passage to an Industry that respects us, recognizes us, advocates on our behalf, and provides *us* guidance on some of the most challenging topics and issues facing our profession.

Personal Benefits of the CCM

By Don Snowden

At first, it was not immediately obvious how earning and being a CCM would be of value to me personally and professionally. As time wore on, I began to ponder why I had even done it, if there was little or no value. I have even encouraged others to become CMAA members, and one even became a CCM herself. Slowly, the value started coming into focus.

I suppose the primary initiator was that my boss at the time vigorously encouraged all his CMs to get certified. Most of us were PEs and saw very little benefit in a "lesser" credential. After enough "encouragement," I ordered the materials and slowly began to warm to the idea as I started studying. Though I am a PE, I have spent all of my career in the Construction Management end of the business, and to my amazement, I now find that contractors respond better to me as a CCM than as a PE.

I took the test and became certified, and then promptly got an e-mail from the certification secretary asking for my input on CCM testing at the upcoming CMAA National Conference. I was warmly welcomed at my first Conference, and discovered a whole

world of people just like me. I guess I had somehow convinced myself that I was in an extremely rare branch of the profession; but here were 600 others like me, and 200 owners who dealt with us rare people everyday. I even got to participate on a subsequent test question committee as a result of my first Conference attendance.

At a subsequent project location, opportunities arose to attend local chapter CMAA functions, and I volunteered to teach one of the first certification training modules sponsored by CMAA.

CMCI is making great strides in getting professional recognition of the credential, the value to me has been the camaraderie with my fellow CMs, exposure to latest research and techniques at the National Conference seminar sessions, and the opportunities for service, to give back in committee service and instructing, to a profession and an organization that has been very good to me.

CCMs: Earn Re-Certification Points!

CMAA Webinar

March 9, 12-1pm EST:

Growing Client Relationships: A Prescription for Success

If you're working with, around, under or over clients, this Webinar will help reinforce the importance of what you do, why you do it, and how well do it. Existing clients can be your most valuable asset, so don't lose them amongst all the commotion - especially to your hungry competitors!

- help define who the best clients are for your firm
- know how satisfied clients need to be
- prepare a client service review measure the success of your efforts

Visit www.cmaanet.org to register!

New CCMs Congratulations to the newest members of the Class of 2009!

Anthony Caletka, GREY-HAWK North America

Jason Fescemyer, Dick Corporation

Michael Houston, Gilbane Building Company

Benjamin Lewitt, Hill International

Kevin Love, Carollo Engineers

Jeff Maver, Heery International, Inc.

Brian Poole, PE, US Army Corps of Engineers

Aaron Turpin, Heery International, Inc.

Kevin Ulrey, Parsons



CCM Hopefuls: Tip of the Day

Read the contracts!

New Re-Certification Policy Reminder

CMCI's Board of Governors has approved a new recertification/renewal policy that increases the emphasis on Professional Development as the prime area in which CCMs must remain active in order to earn the "points" needed to renew their credential.

The new structure begins a transition that will eventually see all CCMs on a three-year recertification cycle. Effective January 1, 2009, those CCMs currently in their initial five-year period will be able to complete that term, and new CCMs will start out with a three-year term. Those completing a five-year term will continue to be assessed an annual \$75 maintenance fee for the remainder of that cycle unless they elect to switch to a three year period.

The new structure also consolidates the number of categories of recertification activities from three to two, increases the number of points provided for some activities, and requires CCMs to accumulate 45 points during each three year period. A recertification fee of \$200 will be assessed for each three year cycle instead of the annual fee of \$75.

Please visit the Certification Renewal page <http://cmaanet.org/certification-renewal> for a complete list of re-certification activities and the points allotted to them. Questions about the new policy should be directed to Tabitha Costello at tcostello@cmaanet.org.

Subject Matter Experts Needed

CMCI is looking for a small group of active CCMs to assist in the review of test questions. Small "committees" are being formed to review questions in each of the subject areas covered by the CCM exam – Project Management, Cost Management, Time Management, Quality Management, Contract Administration and Safety and Risk Management.

To volunteer, please send your resume **and** your subject area preference to Kate Brundage, kbrundage@cmaanet.org. Selections will be made ensuring diversity of geographical location, employment type,

etc. Volunteers should plan to attend the CMAA National Conference in Orlando, Florida in mid-October to kick off the project. Most of the ongoing effort will take place over the internet. Volunteers will earn five recertification points per year that they serve as a Subject Matter Expert.

Thank you in advance for volunteering to help us with this important project. It is critical that the exams be regularly reviewed and updated. We look forward to hearing from you.

You Can Win a Plasma TV!

CMCI is offering a special 2009 Applicant Incentive Program to CCMs who recruit the most new CCMs. The purpose of the program is to identify qualified Construction Managers within your organization and outside of your organization who are eligible to apply for the CCM and encourage them to submit their application. Those who refer 10 applicants or more will be rewarded with a free registration to the National Conference in Orlando, FL, October 25 – 27th; OR a free 42" Panasonic Plasma HDTV. Additionally, you will receive an award at CMAA's Tuesday's Awards Luncheon in Orlando, Florida.

To enter the program make sure that the applicants you recruit include the your name and organization on the Reference section of the application. To help us identify you as a program participant, please email your name, title, and firm by March 1st to Kate Brundage, kbrundage@cmaanet.org.

CCMs: Attend CMAA's Leadership Forum and Earn 2 Re-Certification Points!



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For general inquiries about the certification program, requirements or other related issues, please contact Tabitha Costello, Certification Associate, at tcostello@cmaanet.org or 703.677.3374.

For information about the status of an application or re-certification, and for all other inquiries, please contact Kate Brundage, Certification Manager, at kbrundage@cmaanet.org or 703.677.3372.

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