



REGION 11 REVIEW

Building Your Future



Volume 1, Issue 3

December 2011 / January 2012

UPCOMING EVENTS

45th ANNUAL FORUM
April 27-29, 2012
Best Western
Highpoint, NC

57th NATIONAL ANNUAL
MEETING & EDUCATIONAL
CONFERENCE
August 29—Sept. 1, 2012
Denver, CO

45th ANNUAL PLANNING
CONFERENCE
November 9-10, 2012
Asheville, NC

46th ANNUAL FORUM
Columbia, SC

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Annual Forum: Save
the Date

DIRECTOR'S CORNER

Happy Holidays and Happy New Year!

The year is really going fast. It is hard to believe we are already in the 3 month of the NAWIC year. As you held your meetings in December, a lot of goodwill and caring was shared across the three states. Be sure to check out the Chapter Reports for more information in the newsletter.

It is with great sadness that I must report that Myrtle Beach, SC, Chapter #301 has relinquished their Charter. Barbara Moore is currently a Member-At-Large and will remain active with NAWIC.

Please be sure to connect with members that did not renew this year. It would be a good time to find out what

prevented them from renewing and let them know what exciting programs you have scheduled for the remainder of the year.

I will be heading to Denver, CO for the Mid-Year Board Meeting in February. If you have anything you would like brought to the board, be sure to send me your request by January 15th to ensure I have time to review it and prepare for the meeting.

If your Chapter participates in Block-Kids, the deadline for submissions is March 23, 2012. Contact your Regional Chair, Bonnie Fowler, with any questions at bbfowl@cox.net.

WIC week is also coming up pretty quickly—March 4th-10th. Region 11 had 100%

participation for turning in the commitment forms to National. If you have any questions, feel free to contact the regional WIC Week Chair, Shelley Esposito-Gurley at: Shelley@conceptmasonry.com.

Be sure to check out the Save The Date information regarding the Annual Forum being held in High Point, NC in April. It is never too soon to reserve your room.



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.

Deborah L. Knight, CDS, CIT
Region 11 Director 2011-2013
Hourigan Construction Corp.
4429 Bonney Road, Suite 200
Virginia Beach, Virginia 23462
Phone: 757-499-3434
Fax: 757-499-3438

*Enhancing the success of Women in the Construction Industry
for 56 Years*

REGION II**COMMITTEE****CHAIRS****Block Kids**

Bonnie Fowler

Build Design

Christine Swanson

CAD/Drafting

Katie Wheeling

Chapter ExcellenceDonna Jones, CBT, CDS,
CIT**Construction Profession
& Education**

Jane Andrews, CIT

MembershipChristina Slater, CBT,
CCA, CDS, CIT**Newsletter**

Barbara Moore

Policies & Guidelines

Dove Sifers-Putman

**Public Relations & Mar-
keting**

TJ Baggett, CIT

Safety & Health

April Coleman, CIT

Teammates

Candy Cecil, CIT

WIC WeekShelley Esposito-Gurley,
CIT**NEF Liaison**

Frances Jackson, CIT

NEF Fundraiser

Frances Jackson, CIT

MEMBERSHIP

Hello Ladies,

Happy New Year! I hope everyone is doing well. Our National Chair Ladies have started our second quarter contest. It goes from October 1, 2011 until March 31, 2012. Regions are competing to see who has the highest membership; this includes new and renewed members... so continue to Reach one and Recruit one!! In the December's Connection, Region II was reported as being the second largest region; Region 4 is beating us.

We have had a great NAWIC year so far, with 24 new memberships. Chapter 113 – Columbia, SC, Chapter 121 – Charlotte, NC, Chapter 141 – Richmond, VA, Chapter 226 –

Roanoke Valley, all have three new members. Chapter 137 – Gr. Tidewater, VA has 2 new members, and Chapter 380 – Coastal Georgia has 10 new members. Way to go ladies! Recruiting and retaining members takes a lot of hard work, and a round of applause needs to go out to the ladies who recruited them.

Keep up the great work!
**Go Team NAWIC!! "Each One,
Recruit One"**

Sincerely,
Chrissie Slater
NAWIC Regional
Membership Chair

**CONSTRUCTION PROFESSION & EDUCATION**

I have heard from the following chapters on programs for the month of December:

Sally Ann Kivett – Low Country, Chapter #354

Our chapter member, Nielle Lott, will be our speaker, enlightening us on setting and accomplishing personal goals.

Donna Jones – Greater Greenville, NC Chapter #335

Had their Christmas party where they collected construction "Toys for Tots" to be dropped off at their local TV station and played "Dirty Santa." They decorated a tree for the Festival of Trees, and their theme was "Christmas Under Construction".

Chris Piper – Greenville, SC #104

- The theme for this month's activities seemed to be about caregiving. Chapter members took part in the Citizen's CPR class at the Red Cross in Greenville, SC. We learned the method of administering CPR without having to breathe through the patient's mouth. This method consisted of doing 100 chest compressions per minute until help arrived. We practiced on "dummies", learned a lot, and had fun.

- Chapter members served lunch to homeless people at Triune Mercy. Our chapter has been serving lunch on Saturdays 3-4 times per year for several years. The chapter purchases the food from Sam's Club and then prepares and serves it to about 75-90 homeless people. It's a worthwhile project members enjoy doing especially at this time of year.

Sue Forward – Asheville #154

- In lieu of a regular meeting, their annual Christmas potluck social was held on December 9th at Lois Davis' home.

- Our Chapter is all about community service in December. We have sponsored children in the Caring for Children program for a number of years now. These kids are taken from their homes for one reason or another, often in the middle of the night with what they are wearing. This year we are providing gifts for six of these children ranging in age from 4 to 16. These children would have little under the Christmas tree without help from the community, and our Chapter is always so generous.

CONSTRUCTION PROFESSION & EDUCATION

–cont.

- The other community service project we are involved in is wrapping presents for Care Partners Hospice. Care Partners has a gift wrapping booth at a local mall and a big part of their budget comes from this project. We help staff the booth and wrap presents for donations; we'll be there December 17th.

April Coleman – Columbia Chapter #113

Our annual NAWIC Night fundraiser was held on December 6 with approximately 100 people in the industry attending. We also adopted a family through the local TV station – ‘Families Helping Families’, and the participation by the chapter was amazing.

Dove Sifers-Putnam, Charlotte, NC #121

- The Charlotte chapter will be working with various groups this year as part of our community benefit. We will be collecting items for these charities throughout the year.
- In Partnership with the Salvation Army's Center of Hope, the Dale Earnhardt Foundation is collecting books, magazines, children's books and games.
- Used and new print cartridges and used cell phones are being collected for Cabarrus Meals on Wheels program.
- Our member, Betty Kuester's grandson Sean is in Iraq again for his 4th deployment. We are collecting food/treats (crackers, nuts, hard candy, trail mix, powdered drinks, Gatorade, Crystal Light and individual coffee and creamers) for the troops.
- At our November meeting, we will pass out stockings from the Salvation Army Christmas Center so that members can gather items to give to children in our area.

Rachel McKinney, Richmond Chapter #141

At the November meeting, Dianne Franklin, Immediate Past President, facilitated a NAWIC mentoring mixer. She explained the mentor / mentee relationship and the goals of professional mentoring. We also had fun learning about our own personalities throughout this mixer because in order to help others, we must know ourselves. Ultimately, mentoring strengthens our industry as a whole.

Jane C. Andrews
Columbia, SC Chapter #113
Mashburn Construction Company, Inc.
jandrews@mashburnconstruction.com

BLOCK KIDS

Block-Kids 2012 season is underway. Committees are buzzing with activity and children are getting excited. Committee Chairs will find the information you need at nawiceducation.org. Click on the K-12 Programs button at the top of the screen and go to Block-Kids. You will find the history of Block-Kids and the 2011-2012 Guidelines that govern the competition. Take note of the following important date:

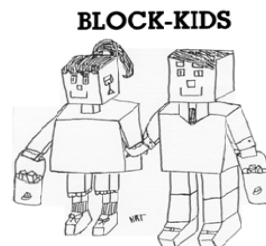
All competitions must be held by February 25, 2012

Chapter submissions must be received by the Region 11 Committee Chair no later than March 23, 2012.

Bonnie Fowler, Region 11 Chair
Sprinkle Masonry, Inc.
1030 Ruritan Blvd.
Chesapeake, VA 23324

If I can help in any way, please feel free to email me at bbfowl@cox.net or bfowler@sprinklemasonry.com or call me at work (757) 545-8435 or mobile (757) 377-0939.

BONNIE FOWLER, REGION 11 BLOCK-KIDS COMMITTEE CHAIR



NAWIC Core Purpose

To enhance the success of women in the construction industry.



Tune In to **NAWIC RADIO**. NAWIC and NCS Radio Network have partnered to bring you NAWIC Radio. Visit the National NAWIC site for more information.





NAWIC Core Values

- Believe in ourselves
- Persevere with the strength of our convictions
- Dare to move into new horizons

"Women are the architects of society"
by Harriet Beecher Stowe



PR & MARKETING

As we approach a busy NAWIC 1st quarter of 2012, it is of utmost importance to have a plan and methodology that includes:

- Strategy
- Development
- Deployment

My favorite method is the allocation of existing resources, as it is fast and inexpensive. This methodology may be known as intrinsic motivation, which is finding the right people in your chapter that thoroughly are energized by the specific task and responsibility at hand. This is the old story of Tom Sawyer and getting the fence painted.

A second way is the customization of existing resources. This bucket is also relatively fast and inexpensive. The simplest example of this customization is speaker programs. Always actively search for alliances with other organizations, commerce, government, advertising media, and business. This step alone often can benefit the overall health and sustainability of the Chapter and its membership roster.

The third way is the development of new resources. While this tactic takes the most time and is the most expensive, it can be extremely effective.

The stresses of the times are dramatically affecting your Chapter's relationships, and that's likely to continue through 2012. But, there's some very good news. Despite today's challenges, there is a way for your Chapter to build and strengthen vital relationships with the people whose help you need as new members, sponsors, advocates, volunteers and more.

Here are my guidelines for implementing a doable, proven strategy—getting personal to get relevant—that is your single most important key to marketing success in 2012.

Here's what you know—The economy is stalled, with no improvement in sight. Jobs are scarce and instability is rampant. Beyond that, we've all been let down by people, institutions and processes we thought we could rely on for the duration—politicians and other leaders falling from grace, the swallowing up of social supports, and more.

What you may not realize is exactly how these factors can weaken your Chapter's relationships with your members, prospects, and supporters. Most people (and that means your target audiences, colleagues and leadership) are feeling:

More anxious
Less optimistic

More skeptical of the ever-increasing barrage of content of all kinds, now delivered in more ways—online and offline.

Your Solution: Get Personal to Get Relevant

Increased relevance is your absolute priority in 2012.

At a time of high stress and uncertainty, relevance is the only way to connect with your target audiences, new and potential members—marketing has to be more on target, messages resonate more intensely, and interaction has to incorporate choices and discussion (leave your megaphone at home). Since getting it right is rare, your doing so will be valued all the more.

It's really very simple, and something you probably do on a personal level all the time: Getting to know and understand others with whom you want to build a friendship, learning what's important to them and how their days go, then connecting with them by focusing on what's important or interesting to both of you—via a platform (cell phone, text or visit), at a time that's good for both of you. Once you get started, you factor in the way your relationship evolves to figure out the next step.

Similarly, your audiences, existing, new and potential members, have to feel you get them; that you understand their values, interests, wants and habits so that your messages and call to action are as meaningful to them as they are to you, that you note their responses (or lack thereof) to your outreach and adapt accordingly.

By aligning WIC Week and the other activities with the overall goals of the Chapter and with National, we can truly make a difference to our communities and the efforts associated with those goals. This is the recipe that is successful for retention and professional development.

Your fellow NAWIC sister,

TJ Baggett

Stage Front Presentation Systems

912-721-5748 tjb@sfps.net Skype tjb.stagefront



WIC Week 2012 Logo

Logo is available
from NAWIC
National website.
Follow link off
main Page.

NAWIC Factoid

The National Association of Women in Construction (NAWIC) originally began as Women in Construction of Fort Worth, Texas. It was founded in 1953 by 16 women working in the construction industry.

TEAMMATES

In only three short months, you all have accumulated 4,915 points in the 2011-2012 Teammates Competition! So far, 438 cards have been sent and 73 special deliveries have been made. Way to go ladies!

If you're concerned that you haven't accumulated many of these points, don't worry. There are relatively simple ways to get started. One chapter has been really creative in printing and sending original postcards to every member of their teammates' chapter, and postage for postcards is less expensive than sending an actual full size card. So keep this in mind if you're trying to save money.

I know that distance has been an issue for many of us where planning get-togethers is concerned. If you're only able to get together once or twice this year, try to plan a joint WIC Week event. Invite your teammates to participate in a Habitat for Humanity project or another activity benefiting your community. Maybe this is the time for you to meet up half way and enjoy a nice meal together. These are great ways to get to know you're NAWIC sisters better and "build" those relationships that last a lifetime.

Please let me know if I can be of assistance in any way. Thanks!

Candy Cecil, CIT
Region II Teammates Chair

TEAMMATES FOR 2011 – 2012

Blue Ridge, VA – Chapter #369
Greater Tidewater, VA – Chapter #137

Greenville, SC – Chapter #104
The Piedmont, NC – Chapter #109

Coastal Georgia – Chapter #380
Columbia, SC – Chapter #113

Durham, NC – Chapter #83
Asheville, NC – Chapter #154

Richmond, VA – Chapter #141
Greater Greenville, NC – Chapter #335

The Low Country of SC – Chapter #354
Fayetteville, NC – Chapter #168

Myrtle Beach, SC – Chapter #301
Raleigh, NC – Chapter #92

Roanoke Valley, VA – Chapter #226
Charlotte, NC – Chapter #121

CHAPTER PRESIDENTS

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Vicki Cromer, CDS, CIT
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Coastal GA #380

Dawn Morgan
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REGIONAL ROUNDUP

DURHAM, NC #83

Pam Hoppmann - President

Be sure to check back here next month for the latest events happening in the Durham, NC area.

RALEIGH NC #92

Terri Piasecki - President

Be sure to check back here next month for the latest events happening in the Raleigh, NC area.

GREENVILLE SC #104

Dr. Chris Piper - President

Merry Christmas and Season's Greetings to everyone! As I write this letter, I am trying to complete grading of final exams and close-out the semester so that I can go on a family vacation to the Galapagos Islands. I am looking forward to interacting with animals such as seals, sea lions, giant tortoises and iguana. I will be scuba diving for 2 days and may encounter hammerhead sharks, orcas, bull sharks, seals and penguins in frigid 70 degree water.

The theme for this month's activities seemed to be about caregiving. Chapter members took part in the Citizen's CPR class at the Red Cross in Greenville, SC. We learned the method of administering CPR without having to breathe through the patient's mouth. This method consisted of doing 100 chest compressions per minute until help arrived. We practiced on "dummies", learned a lot, and had fun. Afterwards, some of the members dined at a local restaurant.

In addition to the CPR activity, chapter members served lunch to homeless people at Triune Mercy. Our chapter has been serving lunch on Saturdays 3-4 times per year for several years. The chapter purchases the food from Sam's Club and then prepares and serves it to about 75-90 homeless people. It's a worthwhile project members enjoy doing especially at this time of year.

In January, our own chapter member, Kim Wooten, will be speaking about some "hot issues" in the area of legal matters. We are so happy Kim will be at the meeting, as many of us haven't touched base with her in a while due to her having a young child that keeps her busy when she is not working at her law firm.

Chris Piper
President

PIEDMONT OF NC #109

Samantha Hedgepath - President

Be sure to check back here next month for the latest events happening in the Piedmont, NC area.

COLUMBIA, SC #113**Suzette Porth - President**

On December 6, 2011 we held our very successful NAWIC Night Fundraiser event. Our Chapter also hosted the reception for the DJJ / Habitat For Humanity *First Nailing* project on Dec. 2nd with 150 plus in attendance. We are now working on our Block Kids, scheduled for Feb. 1, 2012.

CHARLOTTE, NC # 121**Carol Chapman, CIT- President**

Our Block Kids competition is soon. We are hoping to have it back at Discovery Place this year. If you have not attended this before, I urge you to volunteer. The kids are given 100 blocks, a piece of string, a piece of paper and a piece of foil and a limited time to create a construction project or construction equipment. Each child is interviewed by a judge as they are working. To hear what they say about the industry, why they picked that project, or what they plan to do when they grow up is always interesting. We are trying for the last Saturday in January or the first Saturday in February. Look for more information to follow.

NAWIC members were out and about this month: Monica Wilson, Alyssa Cehok, Patsy Bidy, Dee Keziah, Peggy Love and Tayna Schaffer attended the ABC Holiday Social. You are doing a great job ladies; we are up to 33 members. Please let me know when you are "Out and About" so I can share that information.

Professional Education Chairman Macy Xie has a great program lined up for January; we will have Tim Theesfeld from Greer & Walker speak to us about Sales and Use Taxes for Contractors. This is coming at the perfect time to make sure your business is set up correctly for the best tax benefit.

We are continuing our tradition of giving, especially during the holiday season. Construction Industry Chairman Dove Sifers-Putman delivered 28 Christmas stockings to the Salvation Army that our members filled. Many thanks to everyone who picked up the stockings last month and returned them filled with goodies. They will surely brighten the day of children who may not have much else to look forward to.

GREATER TIDEWATER, VA # 137**Sherese Whitfield —President**

Be sure to check back here next month for the latest events happening in the Greater Tidewater, VA area.



Submitted rendering
Outlets

A 360,000-square-foot outlet mall is expected to open in spring of 2013 with 90 outlet stores near Wild Horse Pass Hotel and Casino.

Don't see news from your chapter? Chapter presidents, assign this duty to another member in your chapter and have them send the news to me by the 20th of the month to dlknight@houriganconstruction.com. Share chapter pictures with the region.

**NAWIC Factoid**

For more than 30 years, the NAWIC Education Foundation (NEF) has offered creative and educational programs for students from grade school to high school. NEF's award-winning Block-Kids program, Building Design program and the CAD/Design/Drafting Scholarship Awards competitions introduce students to careers and opportunities in construction.



Sponsors & Partners

Sponsors and partners help NAWIC fulfill its core purpose of enhancing the success of women in construction. Check out our growing list of supporters, and discover how you can get involved.



NAWIC Factoid

As of Dec. 31, 2010, an average of 807,000 women were employed in various occupation sectors of the construction industry.

RICHMOND, VA # 141

Jennifer Jarrett, President

On December 1, three members from the Building Design committee met with instructors from the Henrico County school system to discuss the Garden Shed project. We expect that 11 schools will participate this year. These instructors were very excited about the competition and have asked that we add the House project to our competition. We were more than happy to accommodate them and are looking forward to judging some very professional projects.

A delicious breakfast was served on December 3rd to guests of the Hospital Hospitality House. Santa and Mrs. Claus welcomed all and handed out gifts to the children. A painting project also took place on this day.

The Special Events committee did a wonderful job on our Christmas Social this year. The Jefferson-Lakeside Country Club looked so nice; the table settings were festive, as were the attendees! We were entertained by the bands Offering and The Taters. They rocked! And, a special thanks to Santa and Mrs. Claus for entertaining our guests during the social hour.



Our members gave unselfishly to both Thrive! Moms and Hospital Hospitality House. An 8-foot table was filled with all types of soaps for the Bubble Drive, and a table, plus the surrounding area, overflowed with gifts for the children and families of Thrive! Moms. Thanks to the Civic Outreach committee for organizing this!

A TomBoy Tools Pink Diamond Toolbox Kit was raffled off at the Christmas social. It was a great success, and all proceeds went into the Scholarship Fund.

Happy New Year!

Jennifer Jarrett
President

"The secret of joy in work is contained in one word—excellence. To know how to do something well is to enjoy it."

by Pearl S. Buck



FAYETTEVILLE, NC #168

Kathy Moore, CIT - President

Our Christmas family's wish list was reviewed, and a representative of the Chapter will attend the gift giving event on December 22nd. Kathy Moore.

Discussion of solution for an event calendar using Google Docs also included strategizing a social media presence on Facebook, which Elisa Adam and Pam Windrath are nominated to administrate.

Certifications: Pam Windrath will be certified for CPR next month. Francis Jackson received her CBT through NEF. Further NEF certifications were discussed and reviewed by Francis Jackson, who made a presentation to the committee. Sessions for CIT and CDS cost \$180, and Registration is due by June 17.



**NAWIC
Factoid**

More than 500 members are expected to attend the 2012 NAWIC Convention in Denver, Colorado, August 29 thru Sept. 1, 2012.

ROANOKE VALLEY, VA #226

Jackie Stern - President

Be sure to check back here next month for the latest events happening in the Roanoke Valley, Virginia area.

GREATER GREENVILLE, NC #335 Donna Jones, CBT, CDS, CIT—President

We had our Christmas party where we collected our construction "Toys for Tots" to be dropped off at our local TV station and played Dirty Santa. We also decorated a tree for the Festival of Trees. Our theme was "Christmas Under Construction".

"Women are the architects of society"

Harriet Beecher Stowe



THE LOWCOUNTRY, SC #354**Ronnie Frutchey - President**

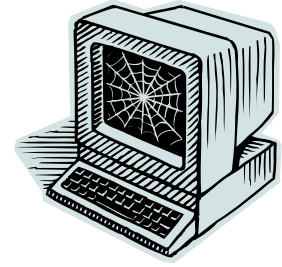
In lieu of a formal December meeting, our members visited an assisted living facility to spread some Christmas Cheer. We sang Christmas Carols to the residents with the help of Sally Ann's mom, Nancy, on piano. A lot of the residents sang along with us. We delivered goody bags to each of the resident's rooms and spoke to the residents. We also had three dogs that visited with the residents. The residents really enjoyed petting and sneaking treats to the dogs. Cypress House was very accommodating and helpful; we will definitely be going back sometime in the near future. Afterwards, we enjoyed a holiday dinner at Linda's beautiful home and had time to relax and enjoy each other's company.

For our January meeting, our own Nielle Lott will be our speaker. Her topic will be "Getting Over It"- overcoming obstacles that we put in our own way. What a great topic to start off the New Year!

We hope all of you have a very Merry Christmas and a Happy New Year!

Thank you,

Veronica 'Ronnie' Frutchey

**WEB LINKS**

nawic.org

nawicregion11.org

nawiceducation.org

ashevillennawic.org

nawiccharlotte.com

nawiccoastalgeorgia.org

www.nawiccolumbia.com

nawicdurham.seaver.us

nawicmyrtlebeach.org

nawicblueridgeva.org

[nawic-](http://nawic-greatertidewater137.org)

greatertidewater137.org

nawicgreenvillesc.org

nawiclowcountry.org

nawicpedmont.org

nawicraleigh.org

nawic-richmond.va.com

nawicroanokevalley.org

BLUE RIDGE , VA #369**Vicki Cromer, CDS, CIT - President**

Be sure to check back here next month for the latest events happening in the Blue Ridge, VA area.

COASTAL GEORGIA CHAPTER #380**Dawn Morgan, President**

Happy New Year! I hope everyone had a wonderful holiday and is ready to start a fantastic new year? We have some exciting speakers and events lined up for the year, but always welcome input from our members on our programs. Let us know what topics you are most interested in hearing about in the upcoming months.

We didn't have as strong a turn-out for the Free OSHA Records Keeping class as I would have thought. Again, please let myself or any board member know what educational opportunities will MOST benefit YOU.

We had a GREAT time at the Holiday social - Yummy good food and lots of laughs and "socializing". Thanks to all that came to celebrate with us – it was much fun!

Our regular meetings will resume on January 23rd – 5:30pm at The Exchange Tavern, with Jodi McGovern talking about Relative Strength Investing.

Look forward to seeing everyone soon!

Dawn Morgan

**NAWIC Education Foundation**

Educating the Construction Industry Today . . . and Tomorrow.