ANNUAL REPORT
2018-2019
3  Introduction from Executive Director – Eugene Martineau
4  Message from the Chairman of the Board – Mike Schneider
5  Education Committee Report – Dr. Rex Cottle
6  Finance Committee Report – Nicole R. Maher
7  Marketing Committee Report – Brian Gallagher
8  Auction Committee Report – Michael Philipps
9  Membership Committee Report – Steve Cox
10  MBA Update – Dr. Heather Brown
12  California State University – Chico Report
15  Middle Tennessee State University Report
20  New Jersey Institute of Technology Report
24  Texas State University Report
28  Student Profiles
30  Executive MBA Profile
31  Patron Profile
32  Where Are They Now?
36  Supporting Organizations
37  CIM Resources
38  CIM Background
39  Board of Directors
INTRODUCTION FROM THE EXECUTIVE DIRECTOR

FISCAL YEAR 2018-2019 was very successful for the National Steering Committee (NSC) in fulfilling its mission of advancing the concrete industry by degrees. Some of the highlights for the year, which will be covered in detail in this report, include:

• Record total revenues
• Record revenues from the annual Auction at World of Concrete
• Largest number of graduates since the great recession (2008-2010)
• 100 percent employment rate for recent CIM graduates
• Record disbursements to program universities in annual support, scholarships and capital contributions

Despite these successful advancements, there are still major challenges facing the CIM program. The NSC, Patron groups and program universities are actively addressing the disparity between the concrete industry's demand for management professionals and the number of graduates that the program universities are currently producing. As listed in the highlights above, every current graduate that was seeking employment was hired. Many had multiple job offers, but some openings were left unfilled because there were simply not enough graduates.

The NSC has significantly increased its efforts to recruit new students into the CIM program. The approach is multi-faceted and includes increased marketing and promotion efforts to targeted audiences, increased availability of scholarships for new students, program expansion into the north central region of the United States and the creation of a platform for coordination between the program universities’ recruitment efforts. The expanded recruitment committee now includes participation from all CIM-specific recruitment professionals from program universities.

During the past year, the NSC has been focused on broadening participation in its organization. Since the NSC is primarily a volunteer organization, it is vital to have industry participants willing to serve both on standing committees and the board of directors. The committee has been fortunate to have many dedicated industry leaders and concrete association and foundation executives willing to commit their time to the NSC. As we enter our 25th year, we are faced with normal attrition issues. Therefore, over the past several years, we have increased our efforts to recruit additional industry participants that are willing to serve on the NSC. There has been significant progress. However, there is still much to be done to sustain the important work of the NSC.

The strong ties between the NSC, Patron groups and program universities were further enhanced during this last year through visits and board of director meetings held on the campuses of program universities. This unique partnership continues to be the foundation of the CIM program.

The strength and success of this partnership is evident through the advancement of several major capital projects at two of our program universities. Both projects were initially envisioned by the Patrons and program universities, with the Patrons securing partial funding. The NSC pledged their financial support to show overall industry support.

The first capital project is a state-of-the-art concrete laboratory at California State University, Chico. The lab is complete and CIM students now have an outstanding facility to gain hands-on experience with concrete.

The second capital project is a new building at Middle Tennessee State University (MTSU) which will house the CIM and Construction Management programs. This building has been approved by the state of Tennessee and construction will begin this year. These two projects are examples of the collaborative efforts of the Patrons, program universities and the NSC.

Please review this report to gain a true understanding of all that is being accomplished by this unique program. We appreciate your continued support of the NSC and the CIM program.

Sincerely,

Eugene Martineau
Executive Director, CIM National Steering Committee

www.concretedegree.com
WELCOME TO THE TENTH annual report of the CIM program. This 2018-2019 report gives our industry supporters an update of the past year’s activities and accomplishments of the program and highlights the status of our four current CIM universities. Each university report details student enrollment information, faculty updates/research, student activities/service projects, Patrons’ group activities and program financial information.

This annual report also highlights the work of each of the CIM committees. The efforts of these committees allow the CIM program to remain unique within our industry.

The Education Committee, under the leadership of Dr. Rex Cottle (retired), had another productive year. The committee is in ongoing discussions with Association of Technology, Management and Applied Engineering (ATMAE) about the CIM program accreditation process. The committee also reviewed the process and requirements of scholarships awarded by the CIM National Steering Committee (NSC).

Chair Steve Cox (Command Alkon) and the Membership Committee are analyzing the industry demand for more CIM graduates. Currently, there is more demand than supply for our graduates. The committee is developing promotional materials for use by parents, companies and students to further promote the tremendous opportunities that are available in our industry.

The Marketing Committee, with Chair Brian Gallagher (Graycor), continues to do an outstanding job of keeping our industry and interested parties informed about what is happening with CIM. Social media updates keep folks aware of ongoing CIM activities.

Chair Nicole Maher (NRMCA) and the Finance Committee are responsible for leveraging the financial support that our industry generously provides to the CIM program.

World of Concrete and Ritchie Bros. continues to support of the annual CIM Auction. The Auction Committee, under the leadership of Michael Philipps (NRMCA), had unprecedented industry support, raising a record $1.2 million at the annual Auction at World of Concrete.

CIM is fortunate to have support from leaders at all four program universities, including Dr. Joel Bloom (NJIT), Dr. Sidney McPhee (MTSU), Dr. Denise Trauth (Texas State) and Dr. Gayle Hutchinson (Chico State). We are fortunate to have their unwavering commitment.

I would also like to thank all local Patron groups, who are the backbone of CIM. They continue to arrange guest lecturers, sponsor field trips, hire CIM program interns and graduates and provide financial support that matches or succeeds that of the NSC. It is exciting to see the growing leadership role by CIM alumni in our Patron groups.

CIM students complement their classroom education with field trips and attendance at industry events. This past year, I had the opportunity to interact with CIM students at ACI, ASCC, NRMCA and World of Concrete events. In all cases, the students have proudly and professionally represented CIM and their respective universities. It is exciting to watch them develop and hear about their internship experiences, and it is imperative that we continue to provide opportunities for these students. We must set the example for safety, quality and productivity in order to have the vibrant young leaders that our industry requires. The future of the concrete industry, which has been so good to each of us, is in your hands.

Thank you for your support and commitment to CIM. Please review this report and share it with others. Suggestions and comments are always welcome.

Sincerely,

Mike Schneider
Chairman, CIM National Steering Committee
DURING THE 2018-2019 FISCAL YEAR, the Education Committee made significant progress on several short and long run academic initiatives for the CIM programs. With the national economy growing, the demand for CIM graduates has continued to exceed the increasing number of CIM graduates from our four CIM programs. The good news is that CIM students are finding excellent jobs in concrete and related concrete industries. The bad news is that the shortage of CIM graduates is expected to continue in the future. This has required the Education Committee to re-evaluate our student recruiting efforts and the National Steering Committee (NSC) and program universities to re-assess their marketing and promotional efforts. Establishing uniform student outcomes across our CIM programs and continually improving the academic quality remains our primary focus.

One short run initiative being addressed is analyzing the results of increased funding for scholarships by the NSC and CIM Patrons. These funds have had a substantial impact on the number of CIM majors and a positive effect on the lives of our students. With tuition and fees increasing faster than inflation, scholarships have helped reduce the financial cost to students pursuing a CIM degree. Many of our students work part- or full-time while attending college. This has often limited the academic course loads for working students. In addition, many of our students have transferred into the CIM program from another academic program. Some transfer students do not meet the eligibility requirements for our scholarships and as a result of our review, the Education Committee has requested the NSC modify the eligibility requirements for receiving scholarships to better meet the needs of these students in the future.

Providing an opportunity for our students to receive additional technical sales training is another short run initiative. The Education Committee is working with CIM program directors to develop an intensive seminar for students wishing to pursue a technical sales career upon graduation. This seminar will be offered at each of the CIM program universities in the coming academic year. Details of this pilot academic offering are being finalized.

For the past two years, the major long run initiative for the Education Committee has been converting our industrial accreditation for our CIM programs into a national academic accreditation. As reported last year, CIM program directors and their faculty are completing student outcomes and competencies that will establish a standard for the CIM curriculum for current and future programs to achieve national accreditation. This will ensure sustainability of academic quality for all CIM programs in the future.

The NSC is working with the Association of Technology, Management, and Applied Engineering (ATMAE) to finalize a joint agreement by early 2020 for ATMAE to nationally accredit our CIM programs. This, in turn, will preserve the academic integrity of the CIM brand and retain the programs’ relationships with the NSC and their Patrons. The collective talents and dedication of industry experts and of university professors have created a unique academic degree. It is our goal to preserve what has been created and to use the national accreditation of ATMAE to enhance the image of the CIM program among other academic units on our university campuses. If an agreement is reached, our CIM programs will begin the assessment process by hosting ATMAE visitation teams starting in the spring 2020.

The Education Committee is excited to play a part in advancing the short and long run strategic initiatives of the NSC. We are proud to work with the other committees that report to the NSC and together, we will work closely with faculty and Patrons to help our CIM programs meet whatever challenges may arise in the future.
FOR THE SECOND CONSECUTIVE fiscal year, the National Steering Committee (NSC) experienced record revenues of $1,290,673, primarily as a result of a record-setting World of Concrete Auction along with ongoing industry association and foundation support.

Because of the success of our fundraising efforts along with the dedicated support of the NSC directors, officers and committee members, records were also set in disbursement of funds to the four CIM program universities. Of the $1,212,434 in total expenses, approximately $900,000 was distributed to the schools. In addition to the $400,000 distributed to the program universities for annual support, there was $211,000 in scholarships for new students. The scholarship funds have been a significant element of the heightened efforts of the NSC to assist the programs in recruiting new students to the program. As we discuss in this report, recruiting new students to the program is a priority of the NSC to help bridge the gap between the industry’s demand for CIM graduates and the number of graduates the program universities can produce.

Another significant disbursement to program universities this past year was $250,000 for capital projects. California State University - Chico received $150,000 from the NSC as a continuation of our pledge to participate along with the Chico Patrons to significantly enhance and upgrade the concrete laboratory. The new lab will now be state of the art and will greatly enhance the program’s profile on campus. The second significant capital project disbursement was for $100,000. This is the first of a five-year commitment of $500,000 the NSC board of directors approved to help secure funding for the $40 million Concrete and Construction Management Building at Middle Tennessee State University (MTSU). This project was championed by the MTSU Patrons over a number of years. This past year, the state of Tennessee approved the building and when completed, it will not only be a testament to the success of the CIM program, but will be the first four-year university building with concrete as the lead name on the building.

Of our budgeted expenses, two main categories were significant. Nearly $100,000 went to the ongoing promotion and marketing of the CIM program. These efforts are described in the marketing committee section of this report. The second significant use of funds was approximately $79,000 for expenses for the auction and meetings which are necessary to the success of the auction and funding of the NSC.

The major disbursements listed include ongoing program support payments, scholarships, capital contributions, promotion, marketing and auction expenses amounting to approximately 89 percent of all expenses. Thus, the remaining operating expense of slightly more than 10 percent of the total expenses were under budget and contributed to a positive gain in retained earnings. Therefore, the NSC is well positioned financially to continue its mission of advancing the concrete industry by degrees.

The following are financial highlights for 2018-2019 fiscal year ending June 30, 2019:

<table>
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<th>BUDGET</th>
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<tr>
<td>Total Revenue</td>
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<td>Total Expenses</td>
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<td>Increase/Decrease in Cash</td>
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<td>Retained Earnings June 30, 2018</td>
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<td>Retained Earnings June 30, 2019</td>
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THE CIM MARKETING COMMITTEE focuses on telling the CIM story and sharing the successes of our students, faculty, universities and others involved in our programs. We achieve this by building brand awareness, promoting CIM programs and coordinating the annual CIM Auction. Our key goals are directed at helping educate prospective students and influencers about educational and career opportunities in the concrete industry. Our integrated marketing approach includes:

**Advertising:** Our advertising efforts expanded as we developed ads in Concrete InFocus and Construction Executive magazines. Our efforts included a combination of print, digital and content marketing. These advertising initiatives helped us gain valuable exposure to the entire construction industry throughout the year.

**Auction Support:** Once again, the Marketing Committee played a significant role in the promotion of the annual CIM Auction. The committee promoted our live and silent auction items through a series of videos, graphics and articles. The committee managed activities including organizing auction item solicitation tools, creating press releases, distributing promotional collateral, placing advertisements and deploying web marketing.

**Collateral and Promotional Materials:** To support the CIM brand, we produced promotional assets including brochures, graphics and other materials. In addition, the committee produced the annual report and executive summary and updated stakeholders on national and institutional activities. The committee has been supporting program expansion efforts with collateral materials, presentations and graphics.

**Digital Media:** The Concrete Degree website is the go-to resource for information on CIM programs. The site continues to grow in terms of content, traffic and engagement. Our digital media efforts have focused on content marketing and enhanced social media efforts. This year, we developed several new social media graphics.

**Events and Trade Shows:** CIM participated in several events in 2018-2019, including World of Concrete, The Precast Show, American School Counselors’ Annual Conference, NRMCA’s ConcreteWorks, ACI’s convention, ICRI’s annual meeting and several other events.

**Graphics:** Communication is constantly changing. The committee is focused on using more graphics, visuals and videos to promote the program. This engaging content is used in social media, digital marketing and other efforts.

**Public Relations:** Public relations and content marketing remain key strategies to promote CIM. We publish the CIM e-news six times each year, reaching more than 3,000 people with each edition. Additionally, we work with concrete industry trade associations to disseminate our news and information. CIM works with Advancing Organizational Excellence (AOE) on a proactive public relations campaign that has resulted in the distribution of nine press releases and placement of more than 39 articles in industry publications, such as ForConstructionPros.com, Compact Equipment Online, Concrete International, Construction Equipment Guide Online, Heavy Equipment Guide Online, Modern Contractor Solutions Online and Retrofit Online.

**Video Production:** We developed and produced several videos for the 2019 CIM Auction that helped promote our “Call for Auction Donations” and the Auction itself. In addition, we are working with CIM program universities to develop video content. Our committee has also provided several updates to the CIM YouTube channel.

**MARKETING COMMITTEE REPORT**

**ANNUAL REPORT**

**BRIAN GALLAGHER**
Chairman
Marketing Committee
THE 2019 Concrete Industry Management (CIM) Auction, held in conjunction with World of Concrete, surpassed all previous auctions and set new records. The National Steering Committee (NSC) for CIM raised more than $1.2 million in gross revenue at the annual auction held on Wednesday, Jan. 23, 2019. The record-high value of auction items and number of attendees are indicative of the high value the concrete industry places on the CIM program and the success of the event.

The signature item for this event was a 2019 Mack Granite® Bridge Formula truck chassis mounted with a Beck Industrial 11-yard Interstate Class VORTEX paving mixer. For the second year in a row, we were fortunate to have an additional ready-mix truck donated to the auction. Con-Tech Manufacturing provided a 2019 bridge-formula, rear-discharge 11-yard BridgeKing mixer mounted on a 2019 Kenworth T880S truck chassis from Kenworth and Kenworth of Central Florida.

A silent auction was held in addition to the live auction. Again this year, we brought in record proceeds. Auction items included cement, concrete saws, drills, mixers, vibrators, safety equipment, screeds, fiber transport systems, dust collectors, decorative concrete tools, water meters, pumps, generators, training sessions, reference books, laptop computers, sports travel packages and golf and vacation travel packages.

Achieving these outstanding results could not happen without the passion and dedication of the CIM Auction Committee. More than 40 industry professionals worked together to solicit items and promote the event. CIM program universities are the primary beneficiaries, as the Auction has increasingly become a major source of NSC funding.

After the 2019 auction concluded, the committee began working on the 2020 auction. World of Concrete (WOC), Informa and Ritchie Bros. Auctioneers have been tremendous partners for CIM. Without their commitment and support, the auction would not be possible. All promotion for WOC, both leading up to the event and at the convention center, highlighted and advertised the auction. Ritchie Bros. provided the NSC with expertise in both promoting the event and being on-site auctioneers. Through Ritchie Bros., our ability to grow online participation has continued to expand the number of bidders and deliver a more robust bidding process.

We are pleased to announce that a significant amount of the live auction proceeds come from online bidders, a percentage that continues to increase each year. NSC continues to partner with GiveSmart — a user-friendly bidding technology service providing customized auction and event solutions primarily for nonprofit organizations. Participants who were not able to attend the silent auction were able to bid online.

Many of the leading suppliers to the concrete industry are repeat donors. Some of the other high-profile auction items include a concrete laser screed machine donated by Somero Enterprises and other significant equipment from John Deere, Multi-Quip, Volvo and others. We also received items such as cement, fly ash and equipment used in the production of concrete or in concrete construction that were of interest to the thousands of attendees at WOC.
THE DEMAND FOR GRADUATES of the Concrete Industry Management program is far outstripping supply. CIM graduates enjoy fierce competition for their talents as well as higher starting compensation than most of their peers upon completing their degree. While this demand is wonderful for the young professionals who chose to pursue a career in the concrete industry, it is a concern for the industry leaders who need a greater supply of CIM graduates to ensure the continued success of their companies.

This Membership Committee has succeeded in increasing involvement from many targeted companies over the past year. The “ask” of our member companies is different this year. We have one simple request: please make sure all your employees are aware of the opportunities CIM graduates are earning.

Your current and future employees deserve to know about the abundant opportunities a CIM degree provides for their future. Please make every effort to promote CIM within your company. In doing so, you might not only help a family with an important life decision, you might also help your company with a future leader as well!

STEVE COX
Chairman
Membership Committee
SINCE 2014, the CIM Executive MBA program has graduated 40 students and continues to offer a 15-month online degree for industry participants who have three years of relevant working experience. The most recent graduates and their current employers include Andy Haven, Lehigh Hanson; Lu McCrary, McCravy-West Construction; Dexter Lashley, Argos; Sara Parker, Sagamore Ready Mix; Kevin Overall, MTSU; Dan Bentz, Burnco; Guy Chaleunsinh, Fluor.

The overall program syllabus is continually updated. The 36-hour degree will now have 12 hours of concrete construction curriculum instead of six. For increased flexibility, the core MBA classes will be offered twice per year, allowing entry into the program in either the fall or spring semester. In order to complete the entire program in 15 months, students will take two classes every seven weeks, with a few breaks along the way.

The cost for the program is $25,000 per participant, which represents the total academic cost of the program per participant, excluding the cost of textbooks and materials.

To apply for the program, visit the website at https://www.mtsu.edu/graduate/apply.php. For more information about the CIM Executive MBA program, contact Dr. Heather J. Brown at heather.brown@mtsu.edu or (615) 904-8060.
THE CONCRETE INDUSTRY MANAGEMENT PROGRAM 2018-2019

A YEAR IN NUMBERS

Enrollment/Student information

472
Total number of students enrolled in CIM programs

80 percent
Industry retention rate

Number of graduates

sixty-nine

86
Total number of graduates since the program’s inception in 1996

1,300+
Number of students who completed internships

Auction information

RECORD-BREAKING AUCTION!

More than $1.2 million in gross revenue raised at annual auction at World of Concrete

$900 THOUSAND
Amount distributed to CIM program universities

TWO MIXER TRUCKS GENEROUSLY DONATED BY:

MACK
beck
Con-Tech
KENWORTH

National Steering Committee

five committees

Education
Marketing
Finance
Membership
Auction

www.concretedegree.com
ENROLLMENT DATA

Program Enrollment:
Fall 2018: 113
Spring 2019: 108

Graduates:
Fall 2018: 7
Spring 2019: 15
Total graduates to date: 136

INTERNSHIPS
We have 22 students enrolled in the summer internship program. There are dozens of students, at all class levels, participating in unofficial internships (does not count for credit).

STAFF/FACULTY INFORMATION
- Seema Sehrawat, new interim program coordinator (Jan. 2018)
- Alison Duckwork, new CIM staff member (June 2018)
  - Duckworth was a student assistant for the program starting in Feb. 2016 until graduating in 2018.

Today, CSU, Chico is a comprehensive university serving not only the local region, but also the state, the nation, and the world, through instruction, research, and public service.
PROGRAM RECOGNITION
2018 ACI Excellent University

RESEARCH FUNDING
• Feraidon Ataie received research funding from ACI Committees 310/308 to evaluate the impact of curing techniques on decorative concrete surfaces.

PUBLICATIONS
• Feraidon F. Ataie, “Influence of rice straw fibers on concrete strength and drying shrinkage,” Sustainability, 10(7), 2445 (July 2018)

STUDENT PROJECTS
• Community service project with TB Pennick and Warner Springs School District (five students)

STUDENT AWARDS, SCHOLARSHIPS, AND RECOGNITION
• Timothy O’Shea was the College of Engineering Outstanding Student Leader recipient and commencement speaker.
• Timothy O’Shea and Cesar Rodriguez were ASCC scholarship recipients.
• Damien Bonis graduated with honors and recipient of Rawlins Merit Award.
• Sony Thao was the recipient of the 2018 California State University Trustees’ Award for Outstanding Achievement. This systemwide award (23 campuses) is given annually to students who demonstrate superior academic performance, personal accomplishments, community service.
• Chico State was awarded first place in a new National Precast Concrete Association (NPCA) student design competition in Louisville, Kentucky.
• Paige Silva was the recipient of the Bob Weatherton Award for her presentation at World of Concrete. The award was established by World of Concrete to honor Weatherton’s contributions to the industry.

CORPORATE NETWORKING AND OUTREACH
• Choose Chico 2018
• Chico Preview Day 2017
• Ten company information sessions and interview days
• Third annual Women’s Social, hosted by Women in Concrete student club
• Ninth annual Alumni and Friends Golf Tournament, hosted by ACI Student Chapter
• Meeting between the Chico State, Chico CIM Patrons and current and potential Patrons in our western region to gain feedback for future program improvements
K-12 STUDENT OUTREACH
• Amanda Muller and the CIM Ambassador team visited more than 40 high schools and more than one dozen community colleges. As the cost for community college in California has dropped (with most being free for two years), our promotion of Chico’s 2+2 program has increased.
• High school student visits to our campus included presentations and hands-on tours.
• This year, we saw a number of families visiting Chico’s State’s CIM program.

PATRONS GROUP ACTIVITIES
• Hosted student socials during both fall and spring semesters.
• Hosted the National Steering Committee (NSC) meeting in the fall.
• Hosted Chico CIM Patrons meeting in the fall and spring on Chico State’s campus.
• Chico CIM Patrons Executive Committee met in the winter.
• Chico CIM Patrons and NSC gave a gift of $300,000 for Phase II of the college’s lab renovations. Classes are expected to be scheduled in these facilities in the fall of 2019.

INDUSTRY RELATIONS/STUDENT TRAVEL
• Northern California and Western Nevada ACI Chico State Night and meeting
• World of Concrete 2019
• American Society of Concrete Contractors (ASCC) annual conference
• American Concrete Institute’s (ACI) annual convention
• National Precast Concrete Association’s (NPCA) The Precast Show 2019 (eight students attended)
• International Concrete Repair Institute’s (ICRI) 2018 fall convention
• National Ready Mixed Concrete Association’s (NRMCA) ConcreteWorks 2018 (seven students attended)

ALUMNI INVOLVEMENT
• Alumni in the classroom in the fall 2018.
• More than one dozen CIM alumni served as guest lecturers in our CIM courses throughout the year.
• Alumni barbeque was held in spring 2019.
• Restructuring alumni association to better serve our program, alumni and industry. Developing plans for engagement and gifts to the Chico CIM program.

CURRICULUM UPDATES
Concrete Estimating class (CIMT 325) is being redesigned to include BlueBeam® Revu® and Revit project software and real-world case studies to equip CIM students with the needed skills to be successful contributors to the concrete industry.

Beginning in the fall of 2019, the CIM program at Chico State will use Command Alkon Dispatch software in its curriculum. The software, which is commonly used in ready mix concrete batch plants, has been donated to the program by Command Alkon Inc.

General improvement to the fall and spring offerings (CIMT 363, CIMT 365, CIMT 453 and CIMT 455) are based on recommendations from the Patrons and feedback from students. In addition, the capstone class will be restructured to reflect student, Patron, and faculty feedback.

FINANCIAL INFORMATION

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<td>Scholarships</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$657,184</strong></td>
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Located in Murfreesboro, MTSU is the oldest and largest institution in the Tennessee Board of Regents system. With an enrollment of about 23,000 students, it is the No. 1 producer of graduates for the Greater Nashville economy.

**ENROLLMENT DATA**

Program Enrollment:
- Fall 2018: 209
- Spring/Summer 2019: 203

Graduates:
- Fall 2018-Spring 2019: 49
- Total graduates to date: 960

**INTERNSHIPS**

59 students had internships for the 2019-2019 school year.

**STAFF/FACULTY UPDATES**

Nicole Green
- Recognized with the Dean’s Staff for Exemplary Service award.

Heather Brown
- American Concrete Institute (ACI) Board of Directors 2018-20
- American Society of Concrete Contractors (ASCC) Board of Directors 2019-20
- Rutherford County Construction Council

86% Employment Upon Graduation
• Tennessee Girls Collaborative Project Champions Board
• Recognized by Provost Office and students as a faculty member who made a difference with the students
• Received 2019 Hall of Fame award from Tennessee Concrete Association

Marcus Knight
• Masonry Institute of Tennessee Board of Directors
• Skills USA Judge for Tennessee

Zhifu Yang
• Promoted to full professor

PROGRAM RECOGNITION
2018 ACI Excellent University

RESEARCH AND/OR PUBLICATIONS

Research
• Completed testing of fibrillated fibers for shrinkage, strength, and impact resistance as part of an industry partnership with MiniFIBERS, Inc. for use in precast concrete and concrete flooring applications.
• Submitted a grant ($220,000) to Tennessee Department of Transportation (TDOT) on the use of recycled concrete as aggregate in new concrete mixes and received funding for 2019-21.
• Finished the study on concrete pipe rapid permeability correlation — funded by the American Concrete Pipe Association (ACPA) — and submitted the final report to the agency.
• Metro Public Works - RCA Study Initiation
• RFID Tags tested for use in concrete cylinders to identify specimens, possibly changing the way TDOT identifies cylinders (compressive strength comparison).
• OldCastle Amerimix color study
• Poured concrete pad at Corlew Hall- 3050 class.
• Cure and seal testing for SurfKoat - Josh Koschmider.
• RCA testing- Metro Public Works.
• Compressive strength testing - Wiser Consultants breaking all cylinders at MTSU CCM lab.
• RCA Testing - Dr. Yang's TDOT grant.
• Freeze thaw testing and RCPT for (End Water ES-5 product).
• Freeze thaw testing, RCPT, water permeability for Professional Products Direct (single seal and freeze protect product).
• Compressive strength testing, absorption and specific gravities - Cast Stone mixes with Neil Lambert's company.
• Poured sidewalk at LRC- 3050 class.
• Water permeability testing and compressive strength comparison - End Water (ES-5 product).
• Compressive strength testing - Professional Products Direct (single seal and freeze protect product).

Publications
• Zhifu Yang, Heather J. Brown, and Jon Huddleston, “Effects of coarse aggregate extension on properties of Rapid-Set prepackaged repair materials,” proceeding the 8th International Conference of Asian Concrete Federation (ACF2018), Nov. 4-7, 2018, Fuzhou, China.
• H. Brown and N. Green, CIM update, TCA summer magazine 2018
• H. Brown and N. Green, CIM update, TCA winter magazine 2018
• H. Brown and N. Green, CIM update, TCA spring magazine 2019

STUDENT PROJECTS
• Revamp courtyard for the School of Music with concrete slab, wooden fence, sidewalk and concrete pavers.
• Associated General Contractors (AGC) student chapter participated in fundraising barbeque at Nissan Stadium.
• AGC student chapter participated in Thanksgiving service project at the Nashville library for Second Harvest Food Bank.
• AGC student chapter participated in community construction service project in Sneedville, Tennessee.
• Feed America First warehouse concrete repair diagnosis.
• Facilitated and attended Rustoleum Decorative project at Hop Springs Brewery.

AWARDS, SCHOLARSHIPS, GRANTS AND RECOGNITION
• Passing rates for required CIM industry certifications:
  • Field Testing Technician Grade 1 (CIM 3000) – 88 percent
  • Flatwork Finisher and Technician (CIM 3050) – 92 percent
• Achieved a 90.2 percent student pass rate on the American Institute Flatwork exam on the first attempt.
• Students sat for the Xactimate Level 1 certification exam in the CCM 3200 Project Estimating class. Students are allowed three attempts and had a 100 percent pass rate in spring 2019.
In 2018-2019, Tennessee Department of Transportation (TDOT) awarded two grants, totaling $268,000.

- Tennessee Concrete Association Scholarship recipients: James Whittle, Esteban Lelli, Jordan Anderson
- William Avery Scholarship recipient: Taylor Northern
- Sika Scholarship recipient: Jeffery Hughes, Ben Ketelsen
- FRCA Scholarship recipient: Alaina Holland
- Earl Keese Scholarship recipient: Lauren Clodfelter
- Elton Cook Scholarship recipient: Dylan Brown
- Lehigh Cement Scholarship recipient: Josh Brinegar
- BASF Scholarship recipient: Jordan Fischer
- GRMCA Scholarship recipient: Connor Lane
- Concrete Supply Scholarship recipient: Peter Rolden
- Homer Woods Davenport Scholarship recipient: Autumn Gates
- Red Victory recipient: Lucas Victory
- ASCC scholarship recipient: Devan Whitworth
- CIM Scholarships totaled $81,550 awarded to 39 students

CORPORATE NETWORKING AND OUTREACH

Social Opportunities: 50
Students Attending: 1,156
Interview Held: 162
Employers: 141

- For the eighth year in a row, the Concrete and Construction Management (CCM) networking event took place and brought in the largest turnout yet, 71 employers, which is a more than 50 percent increase from last year's event. More than 180 students (which is more than 50 percent of CCM enrollment), took advantage of the opportunity to network and explore careers.
- The Internship Speed Interviewing Day, hosted each spring, was expanded to be named the Spring Interview Day to include more in-depth interviews to accommodate employers seeking to hire full-time candidates. During the morning session, 18 companies interviewed 42 students with a focus on summer internship opportunities. The afternoon was for the seniors, with 30-minute interviews for career positions.
- TRBA Keynote Speaker for Opening Session, Hilton Nashville, July 18
- Hiller Plumbing Facility Tour and Curriculum Discussion, July 9
- TCA District Plant Tour, August 9
- cityCURRENT Radio Show, August 9, recorded show about School of CCM that aired August 26
- cityCURRENT Executive Luncheon, The Standard, August 16
- AGC BBQ Judge, Nashville, TN
- Imi Our Kids Golf Tournament
- Wirgen Technology Days – Panel Speaker, Oct. 24
- Attended Roller Compacted Concrete conference, Nashville, TN, Nov. 7
- Rutherford County Arts Alliance member
- Met with seven architecture firms to discuss upcoming SCCM building project
• Speaker at CEMEX/imi Technical Conference, Tampa, FL, Feb. 26
• Arkansas Ready Mix Concrete Association Speaker, March 8
• Honor Thesis Advisor, Josh Brinegar
• SITECH/Thompson Machinery Demonstration and Tour, March 19
• ACI Quebec City convention, March 23 - 29
• Lafarge Holcim Gygi Von Wyss Scholarship Board meeting, April 11
• I-440 Tour, April 29
• STEM Speech, Hobgood Elementary, June 4
• Trip to BASF Summer Intern Orientation and lab tour, June 11-12

K-12 STUDENT OUTREACH
• Started a student recruiting team to market the program to groups on and off campus.
• Created new, updated marketing materials consistent with the college to include relevant and updated information to distribute to prospective students and employers.
• Presented about majors, career outlook and opportunities in concrete and construction to a group of more than 40 CTE teachers at the Career and Technical Education Conference (July 10, 2018).
• BCA Day – ten attendees (Sept. 11, 2018), seven attendees (March 13, 2019)
• Smyrna High School interior design students – 16 students (Oct. 30, 2018)
• Member of planning committee for Career Development Center's Networking Night; had three employers participate, attended and promoted to 27 CCM students (Feb. 19, 2019)
• CCM staff hosted a group of 15 Smyrna High School interior design students for a workshop on concrete basics, a tour of the facilities and a quick project to make concrete coasters.
• Columbia State Girls STEM Day – Keynote Speaker, Oct. 27, 2019
• Guest Speaker at Riverdale High School with Architecture/Engineering class, Nov. 1, 2018
• Lectured to seven Rossview High School CTE classes about Concrete and Construction, Jan. 11, 2019
• Rutherford County High School Works Program Intern Sponsor, summer 2019
• Overall Creek 4th grade lecture, Feb. 22, 2019
• Boy Scouts Merit Badge Surveying Workshop, Feb. 23, 2019
• Club MARVEL, Murfreesboro City School program, three-hour workshop, March 16, 2019
• Attended Tennessee Girls STEM event at Discovery Center, March 21, 2019
• Attended Tennessee Girls Collaborative event, Nashville, March 22, 2019
• Overall Creek Elementary School Green Homes Judge, March 22, 2019
• Keynote speaker for Central Magnet National Honor Society induction, May 2, 2019
• STEM Speech, Hobgood Elementary, June 4, 2019

PATRONS’ GROUP ACTIVITIES
• CIM Patrons’ Group hosted the annual skeet shoot during homecoming weekend. The silent auction raised more than $7,500 for a total of more than $13,000 for the fall fundraiser.
• CIM Patrons’ Group hosted the annual Jim Speakman Memorial Golf Tournament on May 2, 2019, raising $108,000.
• CIM Patrons visited CIM classes.
• CIM Patrons sponsored a scholarship luncheon for students and parents during move-in weekend.
• In attendance for two CIM board meetings, three work sessions, five conference calls and attended World of Concrete.

INDUSTRY RELATIONS/STUDENT TRAVEL
• The School of CCM hosted the Mid-South Chapter of the International Concrete Repair Institute's biannual meeting on campus in fall 2018. The group plans to raise funds to furnish a scholarship for CIM majors.
• Professor Jon Huddleston administered American Concrete Institute certifications for concrete field-testing technician, aggregate testing technician, strength testing technician, special inspector, flatwork certification and transportation inspector to 263 industry professionals.
• During the week of spring break, 15 students traveled to England for a unique study abroad experience. At the National Construction College as part of Constructionarium, students were divided into job functions, given titles and instructed to create a scaled-down replica of the Brewery Wharf Footbridge.
• Students and staff traveled to at least six industry conferences and events:
  • Associated Schools of Construction (ASC) 2018 Student Competition (five students and Knight) in Downers Grove, IL, Oct. 17-20, 2018
  • Command Alkon Conference (four students and Huddleston) in Austin, Texas, Oct. 30-31, 2018
  • NRMCA ConcreteWorks (four students and Knight) in National Harbor, MD, Sept. 29 – Oct. 1, 2018
• World of Concrete (24 students and Brown, Green, Victory and Overall) in Las Vegas, NV, Jan. 21-25, 2019
• International Builders Show (nine students and Vanhook) in Las Vegas, NV, Feb. 19-21, 2019
• AGC Annual Conference (four students and Avila) in Denver, CO, April 1-4, 2019

• Classes took at least seven job site tours throughout the year:
  • Four NRMCA students visited SEFA Fly Ash Plant in Morgantown, MD, Oct. 1, 2018.
  • CIM 4050 (31 students) visited Buzzi Unicem Plant in Chattanooga, TN, Dec. 6, 2018.
  • CMT 3000 (25 students) visited Turner Master Classroom project, MTSU, March 27, 2019.
  • CIM 4500 (12 students) visited the Blockworks Plant in Lebanon, TN, March 28, 2019.
  • CIM 4200 (21 students) visited the Vulcan Quarry in Danville, TN, April 3, 2019.

ALUMNI INVOLVEMENT

Throughout 2018-2019, CIM alumni served as guest speakers on campus. We had more than 55 guest speakers in multiple classrooms and of these, 24 of these speakers were CIM alumni.

CURRICULUM UPDATES

• Finalized the new standard design for course syllabi, curriculum maps and course design worksheets.
• Industry advisory board member donated 10 iPads for classroom use.
• Critiqued more than 60 resumes of students to prepare for Speed Interviewing Day.
• Fully integrated Xactimate into CCM 3200 Project Estimating class. Students now learn how to use the software to estimate the construction of an entire structure – from concrete to interior finishes.
• Xactimate donated 100 software licenses for our students to use in the CCM 3200 Project Estimating course, valued at $2,370 per license ($237,000 total). Students also receive an 85 percent discount on the Level 1 certification exam: the standard rate is $100, and students pay $15 with the discount code that has been provided by Xactimate. The training that students receive in class over the course of the semester in CCM 3200 Project Estimating normally costs $825.
• Integrated CRM (Customer Relationship Management) skills and software in the CIM 4050 class for production, sales, and service.
• Initiated Association of Technology, Management and Applied Engineering (ATMAE) Accreditation for the CIM program.
• Updated the laboratory manual for CIM 3000, including conversion to an electronic format for student use with D2L.
• Updated the CIM MBA curriculum by reducing hours in the business discipline and adding two additional CIM courses to the program. Courses are currently being developed for 2020.
• Exploring a potential Master of Science with a research emphasis in the school.
• Developed and taught four new courses for department: CIM 1500, 2500, 2520 and 3310.
• Recruited and began first Road Construction and Minerals Technology (RCMT) cohort certificate group: 26 industry students.
• Updated articulation with Columbia State Community College.
• Attended RGI drone presentation with Firmatek to learn new technology for CCM 3500.

FINANCIAL INFORMATION

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ANNUAL INSTITUTIONAL CIM PROGRAM REPORT 2018-2019

ENROLLMENT DATA

Program Enrollment:
- Fall 2018: 93
- Spring 2019: 100

Graduates:
- Fall 2018: 5
- Spring 2019: 10
- August 2019: 5
- Total graduates to date: 107

INTERNSHIPS

Students with internships in 2018-2019: 20

STAFF/FACULTY UPDATES

- Dr. Ahmed Omran, new CIM Professor of Practice, began August 1, 2019.

PROGRAM RECOGNITION

2018 ACI Excellent University

We are proud of our 130 years of history. We’ve doubled the size of our campus in the last decade, pouring millions into new research facilities giving our students the edge they need in today’s marketplace.

Department of Engineering Technology • University Heights Newark, New Jersey 07102-1982 • (973) 596-8193

DR. MOHAMED MAHGOUB
NJIT CIM Program Director

90% Employment Upon Graduation
RESEARCH AND/OR PUBLICATIONS

Active Research
- 90 Minute Rule of Ready Mixed Concrete
- Using Flowable Fill as a Sub-base

Journal Papers (published)

Journal Papers (pending)
- M. Mahgoub and A. Jamali, “Seismic Properties of Recycled Aggregate Concrete,” special publication of American Concrete Institute (ACI) Committee 555, Concrete with Recycled Materials.

Conference Papers (published)

Conference Papers (pending)
- A. Omran and M. Mahgoub, “Performance of Concrete Containing Water-hyacinth Ash (WHA) as a Cement.” American Concrete Institute (ACI) Convention, Cincinnati, OH, (Oct. 23, 2019)

STUDENT PROJECTS

- Ready Mixed Concrete Plant Business Plan
- Using Eggshells in Concrete
- Effect of Using Different Admixture Brands on Concrete
- Using Rice Shells in Concrete
- Using Hemp in Concrete
- Recycle the Recycled Concrete
- Effect of Aggregate Blending in Concrete

STUDENT PROJECTS

CIM students have a fixed booth at the Student Campus Center to increase the awareness of the CIM program through the following activities:
- Distribute brochures and CIM annual reports to interested students.
- Fundraise by selling food, concrete hearts on Valentine’s Day and concrete skulls on Halloween.
- Help with blood drive.
- Display tabletop concrete projects and video clips about CIM student activities.

AWARDS, SCHOLARSHIPS, AND GRANTS

- 2nd place in National Precast Concrete Association (NPCA) Competition, The Precast Show, Louisville, KY (Feb. 28, 2019).
- 7th and 11th place in two student competitions (Eco Concrete and Mortar Workability) at ACI Spring 2019 Convention, Quebec City, QC, Canada (March 24, 2019).

Scholarships
- $50,000 in scholarships were distributed to students this academic year.
- One student was awarded NPCA scholarship ($5,000).
- One student was awarded New Jersey American Concrete Institute (NJACI) chapter scholarship ($5,000).
- CIM undergraduates continues to receive annual scholarships from Sika Corporation and Silvi.

Active Grants
- 90-Minute Rule of Ready Mixed Concrete, RMC and PCA ($50,000)
- 90-Minute Rule of Ready Mixed Concrete, NSF NJIT Undergraduate Seeds ($2,000)
- Flowable Fill, NJIT Faculty Seed Fund ($10,000)
- NJDOT grant on-call team ($1 million)

Pending Grants
- NSF Teaching Grant, “Structural Health Monitoring” with seven other universities ($1 million)
- NSF IUSE, “Construction Cybersecurity” with two other universities ($300,000)
- NSF I-Corps, “90 Minute Rule” ($50,000)

CORPORATE NETWORKING AND OUTREACH

The following four socials were hosted by four different companies and attended by 100 students:
- MAPIE, Sept. 19, 2018
- Lithko, Oct. 24, 2018
• LafargeHolcim, Dec. 5, 2018
• Vector, April 2, 2019

ON CAMPUS RECRUITING EVENT

Dec. 13, 2018
Companies in attendance included:
• Silvi Group
• BASF
• Solidia Technologies
• Advance Testing Company, Inc.
• Sika Corporation
• Beyond Concrete
• JPCL Engineering
• Garden State Precast
• Dewberry Engineers
• Delaware Valley Concrete
• gcp Applied Technology
• PANYNJ
• LafargeHolcim
• High Concrete Group
• Sullivan Engineering, LLC

ON CAMPUS RECRUITING EVENT

May 8, 2019
Companies in attendance included:
• Silvi Group
• Sika Corporation
• Solidia Technologies
• Advance Testing Company, Inc.
• Beyond Concrete
• ULMA Constructions
• Jersey Precast
• Weldon Materials
• gcp Applied Technology
• Superior Gunite
• High Concrete Group

K-12 STUDENT RECRUITING

• NJIT hosted approximately 500 high school students in Dec. 2018.
• Dr. Mahgoub and three CIM students presented the CIM program to 500 students at NJIT’s Educational Opportunity Program (EOP) Summer Camp, July 29, 2018.
• NJIT Student Ambassador Program: Current students in the program visited high schools and community colleges to promote the CIM program.

PATRONS GROUP ACTIVITIES

• Hosted the annual benefit fundraising dinner on Feb. 23, 2019. The dinner raised approximately $125,000.
• Provided scholarship programs for CIM students: Silvi Scholarship, Sika Scholarship and CIM Northeast Patrons Endowed Scholarship.
• Provided internships, co-ops and full-time job opportunities to CIM students.
• During conferences, socials and organizational activities (three socials and two mini job fairs), Patrons provided CIM students opportunities to network and meet others in the concrete industry.
• Served as mentors to students.
• Provided supplies, donations and guidance for undergraduate
concrete research projects.  
• Hosted plant tours, field visits and socials and served as guest lecturers.  
• Organized the biannual CIM Northeast Local Patrons meetings in Dec. 2018 and May 2019.  
• Hosted the CIM National Steering Committee meetings at NJIT on June 19-20, 2019.  
• CIM students are always sponsored to attend New Jersey ACI (NJACI), New York ACI (NYACI), Concrete Industry Board (CIB), New York ICRI (NYICRI), and Eastern Pennsylvania and Delaware ACI (EPDACI) chapter dinners and network with all concrete industry Patrons.  

INDUSTRY RELATIONS/STUDENT TRAVEL  
• National Ready Mixed Concrete Association’s (NRMCA) ConcreteWorks 2018 in National Harbor, MD; eight students and one faculty, Sept. 29-30, 2018.  
• ACI Fall 2018 Convention, Las Vegas, NV; five students and one faculty, Oct. 13-15, 2018.  
• ICRI Fall 2018 Convention, Omaha, NE; four students and one faculty, Nov. 7-9, 2018.  
• World of Concrete Convention, Las Vegas, NV; five students and one faculty, Jan. 19-24, 2019.  
• The Precast Show, Louisville, KY; four students and one faculty, Feb. 28-March 3, 2019.  
• ACI Spring 2019 Convention, Quebec City, QC, Canada; eight students and one faculty, March 24-27, 2019.  
• ICRI Spring 2019 Convention, Jacksonville, FL; four students and one faculty, April 6-10, 2019.  
• 5th Annual Concrete on the Rocks Convention, New Jersey Concrete and Aggregate Association; four students and one faculty, April 25, 2019.  

ALUMNI INVOLVEMENT  
CIM alumni are always paying back to the program. Here are some examples of CIM alumni involvement:  
• Erica Johnson (2015) and Daniel Regad (2017) formed CIM Alumni Association to keep track of all CIM graduates and update their contact information.  
• Alumni present to CIM classes every week to give insight about life after graduation.  
• We continue to post a CIM graduate profile on NJITCIM Facebook Page: https://www.facebook.com/NJITCIM.  

CURRICULUM UPDATES  
We are in a process of adding some new CIM upper-level elective classes including: 
• blueprints  
• forms and shoring  
• codes and regulations  
• concrete estimating and bidding  

FINANCIAL INFORMATION  

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<td>National Patrons (scholarships)</td>
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ANNUAL INSTITUTIONAL CIM PROGRAM REPORT 2018-2019

TEXAS STATE UNIVERSITY

The rising STAR of Texas

Department of Engineering Technology
601 University Drive • San Marcos, TX 78666 • (512) 245-2137

With an enrollment of more than 36,000 Bobcats, Texas State University is the fourth-largest university in Texas and our outstanding faculty are recognized at the highest state and national levels.

W. JAMES WILDE
Texas State
Program Director

ENROLLMENT DATA

Program Enrollment:
Fall 2018: 50
Spring 2019: 47

Graduates
Fall 2018: 6
Spring 2019: 2
Total graduates to date: 75

INTERNERSHIPS

Students with internships in 2018-2019:
12 students participated in the official internship class, but almost all had summer jobs in the industry.

STAFF/FACULTY UPDATES

Dr. James Wilde
• Appointed a member of Texas Aggregates and Concrete Association’s (TACA) education committee.
• Attended accreditation training at the ATMAE annual conference in Kansas City.
• Serves on the Board of Directors for the ACI San Antonio Chapter.

100% Employment Upon Graduation

100%

www.concretedegree.com
• Appointed as Department Chair of Engineering Technology, filling Dr. Andy Batey’s position upon his retirement.

Dr. Fred Aguayo
• Appointed a member of TACA’s specifications committee.

Dr. Anthony Torres
• Received tenure and promotion to Associate Professor
• Received LBJ STEM Institute Fellowship 2018 - 2020

Dr. Yoo Jae Kim
• Texas State REP, 2019, “Ternary Mix Design for Concrete containing Ground Granulated Blast Furnace Slag and Limestone Powder”, Office of Sponsored Programs (OSP), Texas State University, San Marcos, TX. Amount: $8,000.

PROGRAM RECOGNITION
2018 ACI Excellent University
Texas State CIM and Construction Science and Management programs were featured in an article on creativity across campus in Hillviews, a university-sponsored magazine.
Dr. Wilde writes the CIM Corner, a quarterly article for the TACA Conveyor magazine.

RESEARCH AND/OR PUBLICATIONS
Peer-Reviewed Journal Publications

Peer-Reviewed Conference Proceedings

STUDENT PROJECTS
• Parker, Collin and Cavazos, M., “High strength pervious concrete,” undergraduate student project, Texas State University.
• Eight CIM students and 12 construction management students participated in “Build/Learn/Advance,” a semester-long project sponsored by JE Dunn. The students attended monthly meetings with JE Dunn project managers and participated in the campus library renovation.
• 18 students in Dr. Aguayo’s concrete properties class passed the ACI Field Grade I certification exam in April 2019.

AWARDS, SCHOLARSHIPS, GRANTS AND RECOGNITION
• ACI student chapter officers: Jacob Haby (President), Maria Valdez (Treasurer) and Parker Nerby (Secretary).
• One student awarded a $2,500 scholarship from ACI San Antonio.
• Two students awarded $2,500 scholarships from ACI Central Texas.
• Texas State ACI chapter officers were invited to attend the ACI San Antonio Board of Directors meeting to see how the chapter operates at the professional level. The student chapter is
developing a corporate solicitation package with information on the student chapter and the CIM program in general.


**CORPORATE NETWORKING AND OUTREACH**

- Plant tours included:
  - CEMEX
  - Lehigh Cement (Buda, Texas)
  - Bexar Precast Concrete (San Antonio, Texas)
- Semi-Annual Concrete and Construction Career Fair is held on Texas State University campus in Sept. and Feb. each year. More than 70 companies attend, most with interest in CIM. Construction management students also attend.
- Dr. Wilde visited or contacted the following community colleges:
  - Midland Community College
  - Texarkana College
  - Amarillo College
  - Collin College (Dallas)
  - Tarrant County College
  - Lee College (Houston)
  - Central New Mexico Community College
- Dr. Wilde served as the CIM representative for Build/Learn/Advance program for JE Dunn Construction Company (Jan.-April 2019)
  - Attended PCI committee meetings (Chicago, Illinois)
  - Attended ASCE committee meetings (Reston, Virginia)

**K-12 STUDENT OUTREACH**

- Laredo United High School
- Comfort, Texas High School
- Harmony Science Academy, San Antonio
- Lone Star State School Counselors convention
- Texas Can Academies and the Garland Technical Center in Dallas (visited with Lisa Horton of Lithko)
- College, Career, and Military Readiness Summit at ESC20, San Antonio, Texas in Feb. 2019 (presented)

**PATRONS GROUP ACTIVITIES**

- First TopGolf tournament held in Austin, Texas, Oct. 4, 2018
- Second TopGolf tournament held in Dallas, Texas, April 6, 2019
- Many Patrons group members mentored seniors throughout the 2018 fall semester with their capstone projects.
- Capstone course guest speakers and topics during fall of 2018:
  - Joel Galassini, CEMEX – Market forces
  - Matt Arnold, Knife River – Bidding on projects
  - Matthew Pierce, Colorado River Constructors – Cost controls
  - Leo Fellin, Martin Marietta – Using data to help make business decisions
  - Curtis Snell, Lehigh Hanson – Dealing with people
  - Jerry Gaubert, Custom-Crete (U.S. Concrete) – Reading the financial statements
  - Victor Bretting, JVP Build – How do you know if you’re making money?
  - Larry Ratliff, Martin Marietta – Safety
- Patrons group/student lunch – April 20, 2019

**INDUSTRY RELATIONS/STUDENT TRAVEL**

- American Society of Concrete Contractors (ASCC) annual conference
- National Ready Mixed Concrete Association's (NRMCA) ConcreteWorks 2018
• American Concrete Institute’s (ACI) annual convention
• International Concrete Repair Institute’s (ICRI) 2018 fall convention
• World of Concrete 2019 (includes tour of the Hoover Dam)
• National Precast Concrete Association’s (NPCA) Precast Show
• TEXO Educators Conference, Dallas, Texas (Dr. Wilde attended)
• Dr. Wilde gave a 45-minute presentation about the CIM program at the TACA Short Course
• Students visited the WJE lab in Cedar Park, Texas

ALUMNI INVOLVEMENT
Alumni are becoming more involved in the Patrons group. Several new alumni have joined the board, including Travis Mouser (Martin Marietta Materials) and Chase Carter (TAS Construction).

CURRICULUM UPDATES
• Construction Finance course to be offered fall 2019.
• Construction Safety course replacing Industrial Safety course.

FINANCIAL INFORMATION

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<td>Full-Time Recruiter (funds committed but not yet expended) $100,000</td>
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INCOME

EXPENSES
TANNER OLSEN is a CIM student at Chico State from Petaluma, CA. He is on track to graduate with a degree in CIM in the spring of 2021. Prior to starting school, Tanner worked as a line pump operator placing concrete and was an ACI-certified wet mix shotcrete nozzleman. He originally chose Chico State for its construction management program but, because of his passion for the concrete industry, quickly realized that the CIM program provided a better career track for his future endeavors.

The CIM program works with partners in the concrete industry providing summer internships and during Tanner's time at Chico, he has had the opportunity to intern with both BASF and Master Builders. “What a great experience,” said Tanner. “Working with these two companies provided a broad view into many facets of the concrete industry from aggregate sourcing to ready mix, precast and so much more.”

Preparing students to be the next generation of leaders in the concrete industry is the mission of the CIM program. “CIM does a great job providing students with opportunities to meet and network with successful individuals in our industry,” said Tanner. “Academics are very important, but without guidance or context for that knowledge, it can limit graduates. Our CIM Patrons play a major role in supporting CIM students to make sure we are fully prepared for a career in the concrete industry.”

Tanner’s advice to current CIM students:
Get involved, meet people and be a leader. The CIM program provides us with an opportunity to get our foot in the door of the professional world, but what we do with that is entirely up to us. Our effort and attitude will be seen and judged by professors, Patrons, leaders in the concrete industry and our peers. Now is the time to show who you are and make the best possible impression.
JACOB HANBY, a senior from San Antonio, Texas, chose Texas State University because of its fantastic reputation, smaller campus size and the CIM program. “I knew the CIM program does a great job preparing students for the real world, with courses that directly relate to the concrete industry, giving students a great base of knowledge and hands-on experience,” said Jacob.

The CIM program takes pride in its unique industry-academia partnership. “I have had the opportunity to interact with CIM Patrons on a regular basis,” said Jacob. “As the treasurer for our ACI Student Chapter, I gave several presentations to our Patron group and will continue interacting with them again this year as the president of the student chapter. The Patrons are very eager to help students succeed, providing advice and information about all areas of the concrete industry.”

CIM students often travel to events and/or association conventions to network and gain a more in-depth understanding of the industry. According to Jacob, “These events and conventions are a great way to see the concrete industry first-hand. In addition to speaking with manufacturer representatives, we can attend information sessions which provide the latest industry information.” While a CIM student, Jacob has attended World of Concrete as well as annual conventions for industry associations like the National Precast Concrete Association, the American Society of Concrete Contractors and American Concrete Institute.

Jacob’s advice:
“Take advantage of all the opportunities the CIM program has to offer like travel to conventions, membership to the ACI Student Chapter, networking events and job fairs. Also, take advantage of your internship opportunities. Apply for as many internships as you can, as soon as you can. Internships not only look great on your resume but are invaluable to help you gain experience in various areas of the concrete industry as well as meet industry leaders.”
KEVIN OVERALL is the lab manager at Middle Tennessee State University’s (MTSU) School of Concrete and Construction. His job responsibilities include assisting professors with research projects, instructing laboratory sessions, coordinating community projects and managing the daily operations of the concrete and construction labs. Kevin is also a 2019 graduate of CIM’s Executive MBA program.

“This program was a good fit for me because it is specifically designed to develop business management skills in the concrete industry,” said Kevin. “Not only did the online aspect of the program allow me to work at my convenience, the seven-week courses seemed to pass by quickly and the breaks were appropriately spaced.”

When asked how the CIM Executive MBA program has impacted his current job responsibilities, Kevin responded that he can now assume teaching responsibilities. “This training has also provided me with a new sense of confidence,” said Kevin. “Taking on challenging research projects, tabulating data and presenting conclusions is now accomplished with greater certainty. In addition, working with a cohort that was geographically spread all over the country and internationally, gave me a unique insight about different issues and challenges that are trending in the concrete industry.”

Kevin’s advice:
Are you thinking about applying to CIM’s Executive MBA program? My advice is to do it! It is a great program and helped me develop professionally in several ways. I learned a great deal, not only from the courses, but from members of my cohort. The connections I made with my fellow students and the information we shared is invaluable. While the class work was challenging, it was worth it, helping me further my career.
I HAVE BEEN FORTUNATE to participate in the CIM program as a representative of the aggregate, concrete and cement industries in Texas. My role at the Texas Aggregates and Concrete Association (TACA) has allowed me to be engaged in our industry in a variety of different ways, including policy advocacy, community engagement, marketplace economics, transportation and infrastructure investment, as well as workforce development. Helping students connect with members of our association and seeing the tremendous benefits and rich education process through real-world applications such as mentorship and internships is such a fulfilling (and important) experience.

Our commitment to CIM
The CIM program is essential to the vitality of our industry in Texas. As with other areas in the U.S., the workforce in the concrete, aggregate and cement industries is changing – with vast institutional knowledge leaving through retirement. We must fill this increasingly large void to be able to thrive and support the growing economy in Texas. The state is expected to add more than five million new residents in the next decade and leads the U.S. in the use of concrete, aggregate and cement. This trend will only continue and a robust CIM program is a critical tool to support this foundation of our economy. There is a huge need for qualified leaders in our industry and the CIM program at Texas State can create a valuable option for women and men seeking a rewarding career.

A unique industry / academic partnership
This approach creates a valuable educational experience for students. It also allows companies to get to know prospective employees and give them opportunities to gain valuable experience and knowledge before they enter the workforce full-time. A partnership and continual dialogue between Patrons/industry partners and the students/faculty of the CIM program allows it to be continually enhanced and improved.

Getting involved
There are numerous ways for you and your organization to get involved in CIM. Mentoring opportunities are a great way for Patrons and industry partners to get involved in the education process. From providing information and advice to students who are working on their capstone program, to participating in the final presentations and offering insightful questions, this is a tremendously rewarding process. Participate in the internship program by giving students a summer experience that will further enrich their classroom learning, while also provide your company with a “test run” for a potential new employee. Finally, get involved in the scholarship process. Assist with fundraising events, help with the selection process and encourage students to apply. This a great way to meet and get to know students and faculty.

DAVID PERKINS, 
PRESIDENT & CEO 
TEXAS AGGREGATES AND CONCRETE ASSOCIATION

"The CIM program will be a key asset that enables the concrete, aggregate and cement industries to not only adjust to a changing dynamic with many new paradigms of workforce expectations and operational challenges, but to truly thrive in this changing marketplace and ultimately be successful in continuing to support the foundation that literally builds our economy."

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What school are you currently attending and when is your intended graduation date?
I am currently attending California State University, Chico with an anticipated graduation date of May 2015.

Why did you choose this university and the CIM program?
I chose the university because of the program. There are so many opportunities with the CIM program that the career possibilities are endless. The technical and business combination fits me well.

How has the CIM program prepared you for your upcoming graduation and entrance into the business world?
By integrating students into the industry, the CIM program gives us plenty of opportunities to work and interact with potential employers. This is unique to the major and is ultimately the foundation of a successful future in concrete.

What advice would you give to current CIM students?
Get involved as much as you can. The program gives you opportunities that almost guarantee you a career, but you have to decide what to do with them.

Have you been able to interact with the CIM Patrons at your school? If so, in what capacity?
The CIM Patrons are very involved in our major, and we interact with them through program events and student club activities. They are always so willing to be involved with our program and we are very thankful for that.
WHERE ARE THEY NOW?

WE RECENTLY ASKED JAYMI, a 2015 graduate of the CIM program at Chico State, a few questions about what she has been up to since her graduation almost four years ago.

Where are you currently working and what are your main responsibilities?
I am working in the San Francisco Bay Area as a senior sales representative for BASF’s admixtures division. I cover one of our largest accounts in the region, managing everything from inventory to technical and sales assistance. I can help bring new technology and products to the market. I work closely with my customers to offer solutions to challenges that they face in a very progressive market. We are constantly pushing the status quo, which makes for a very challenging and rewarding career.

Why did you choose to work with BASF?
I was introduced to BASF early on during my time in the CIM program and ended up doing my internship with BASF’s construction systems division. During that time, I was introduced to many of the people that make our company a leader in the industry. I was also exposed to the many different opportunities that BASF could offer as well as how they grow and develop their employees to become the best in the industry. My career goals have always been to make a difference in the industry and to be in a decision-making role for a company, and I felt that choosing to work for BASF was my first step in achieving those goals.

How has CIM prepared you for your current job responsibilities?
I am a firm believer that the industry connections you make in the CIM program will take you farther than any textbook can. I took full advantage of every opportunity offered when I was a student and made connections with members of the industry. Some of those relationships have already benefited me and helped further my career. My capstone project was a comparative analysis of different mix designs that I worked on with several different Patron companies. Working in a professional lab setting and analyzing data prepared me for the kind of work I do in my role today. Kristen – good break out quote

Why did you choose the CIM program?
My father is in the concrete industry, and I was introduced to the program through him. I had been searching for a major that allowed me to have a career where I didn’t sit in a cubicle all day. Once I saw the opportunities for internships, scholarships and careers, I knew it would be a perfect fit. There are very few majors that can offer you a career upon graduation instead of simply a diploma. The CIM program is one of them.

The CIM program works with businesses to provide summer internships for students. During your time at Chico State, were you able to take advantage of that program or any other special programs to develop your industry knowledge?
I participated in the Concrete Preservation Institute’s Alcatraz Field School the summer before I transferred to Chico State. This was my first experience in the industry and a great way to get my hands dirty and meet industry experts. My second internship was with BASF’s construction systems division in their marketing department. I was able to develop a sector strategy and got to present my findings to the decision-makers in the business. I was also given the opportunity to ride along with the local sales team, which sparked my interest in sales for a future career.

What advice would you give to current students?
I would tell students to get involved as much as you can in as many different areas of the industry as possible. The more people you meet, the more experiences you have. And the more knowledge you gain, the better you will be in your career. And this doesn’t end after you graduate. Once you’re in your career, get involved with industry associations, alumni activities and community events to continue gaining connections, experiences and knowledge. The CIM program was created to sustain our industry’s future. If CIM alumni and others that are early in their careers don’t invest in these young professionals, our industry will cease to grow and develop with the rest of the economy.
IN THE 2010-2011 CIM ANNUAL REPORT, WE MET NICOLAS DENICOLI, a student at New Jersey Institute of Technology (NJIT). At that time, we asked Nicolas a few questions about his experiences as a student of the CIM program.

**Why did you choose this university and the CIM program?**
I chose NJIT because it was the only college that offered the CIM program in my area. I chose the CIM program because it combines my love for construction with my love for being outdoors.

**How has the CIM program prepared you for your upcoming graduation and entrance into the business world?**
I have only been enrolled in the program for one semester, but CIM has allowed me to get involved in an internship this summer at a precast plant. I was also fortunate enough to start my career with a ready mix company as an assistant quality control manager. CIM has opened the door for both of these opportunities.

**The CIM program works with businesses in providing summer internships. Have you been able to take advantage of that program or any other special program to develop your industry knowledge?**
I was immediately hired as a quality control technician at Jersey Precast. This gave me a great deal of experience and knowledge. I was also able to get my ACI field tech level 1 certification through NJIT for free. This is also a big bonus of the program.

**Have you been able to interact with the CIM patrons at your school? If so, in what capacity?**
Yes, I have been able to interact with Jamie Gentoso who is the chairperson of the Northeast Patrons. Mrs. Gentoso also teaches several CIM courses, and she has numerous industry connections. She is very knowledgeable about the concrete industry and goes out of her way to help our class in any way possible.
WE RECENTLY ASKED NICOLAS, a 2013 graduate of the CIM program at NJIT, a few questions about what he has been up to since his graduation six years ago.

Where are you currently working and what are your main responsibilities?
Currently, I am working at Tanis Concrete, Inc., a ready mix concrete supplier that services not only homeowners and area businesses, but major highways, airports and state and municipal entities throughout northern New Jersey. In my role as quality control manager, I am responsible for monitoring daily ready mix concrete production, as well as ensuring conformance to all job specific criteria for both state and private projects.

Why did you choose to work with Tanis Concrete?
There are many reasons why I chose to work for Tanis Concrete. To begin with, I really enjoy the culture that a family-owned and operated business provides. Since 1942, the Tanis family has been pivotal in growing the company and pride in the way they do business is paramount. Secondly, I felt my skillset and experience lent itself well to the position of quality control manager.

How has CIM prepared you for your current job responsibilities?
Everything about my CIM degree has led me to the current path that I am on. Not only did the curriculum, a mix of both the science of concrete and business aspects of the industry, provide me with a strong understanding of the basics of the concrete industry, but the hands-on experience I received gave me the confidence to move forward with my career right out of the gate.

Why did you choose the CIM program?
I chose to study in the CIM program for so many reasons, but one aspect that really drove me in this direction was the fact that, at the time of my enrollment at NJIT, the program had 100 percent job placement upon graduation. At that time, no other program was reporting such employment statistics and it was something that I could not ignore! I also knew that this unique program would help me gain the experience I needed and build a network to help me succeed upon graduation.

What advice would you give to current students?
First, like anything in life, you get what you put into the program. CIM provides students valuable opportunities outside the classroom such as guest speakers, socials, field visits, conferences, competitions and more. Get involved and experience as much as you can! Also, start applying for internships early. These are extremely valuable in getting that hands-on experience. All these experiences will help to build your industry knowledge base and build your resume! In addition, the industry contacts you make as you move through the program are just as valuable as your coursework. They are there to help you – and they want you to succeed!
SUPPORTING ORGANIZATIONS

- ACI Foundation
- NRMCA®
- NPCA
- PCA
- PCA Research & Education Foundation
- American Concrete Pipe Association
- National Concrete Masonry Association Foundation
- PCI Foundation
- ICRI
- ASC Foundation

Providing the Means to Advance Concrete Construction
The following resources are a vital part of the curriculum in all of the CIM universities. Association publications and websites play a huge role in developing and maintaining the program — they allow our curriculum to be current and relevant.

American Concrete Institute (ACI) Foundation
American Concrete Pavement Association (ACPA)
American Concrete Pipe Association (ACPA)
American Society of Concrete Contractors (ASCC)
American Society for Testing and Materials (ASTM)
Concrete Reinforcing Steel Institute (CRSI)
Federal Highways Administration (FHWA)
Hanley Wood
International Concrete Repair Institute (ICRI)
National Concrete Masonry Association (NCMA)
National Precast Concrete Association (NPCA)
National Ready Mixed Concrete Association (NRMCA)
Portland Cement Association (PCA)
Precast/Prestressed Concrete Institute (PCI)
The Masonry Society (TMS)
The Post-Tensioning Institute (PTI)
Advancing the Concrete Industry by Degrees

Recognizing the need for people with enhanced technical, communication and management skills, the Concrete Industry Management (CIM) program was developed in 1996 at Middle Tennessee State University (MTSU). The individuals graduating from this program have the skill set necessary to meet the growing demands of the progressively changing concrete industry of the 21st century. It is a business intensive program, providing solid management skills that can be used in any industry, but has been developed specifically for the concrete industry. The program gives students many advantages including entering the concrete work force with exposure to the industry early in their careers, unlike others coming in with generic business degrees.

The goal of the program is to produce broadly educated, articulate graduates grounded in basic business management, who are knowledgeable of concrete technology and techniques and can manage people and systems as well as promote products or services related to the concrete industry. It entails a broad range of courses, from English and history to science and mathematics. A series of required business courses such as finance, marketing, management and business law are also taken throughout the length of the program. The concrete-specific courses teach the fundamentals of concrete, properties and testing, concrete construction and more. All these courses provide much more than what is simply in the text – they emphasize problem solving, quality assurance and customer satisfaction. They utilize practical case studies and an internship to make sure the student obtains real-world experience essential to starting a successful career.

The need for such a program was recognized and put into action by the concrete industry. The end-result was a partnership between the concrete industry and MTSU to develop the CIM program, implementing it with its first two students in 1996. Available at MTSU, California State University, Chico, the New Jersey Institute of Technology, and Texas State University, the program has been successful for both the industry and the graduates.

The National Steering Committee

Administrative bodies were needed within the concrete industry to manage participation, guidance, and other forms of support related to the program. A grassroots advisory group, the CIM Patrons, was formed to raise funds, promote the program, recruit and mentor students, and provide guest lecturers for classes. A National Steering Committee (NSC), made up of pioneering concrete industry executives, was established to provide oversight to the CIM curriculum and supply guidance for general program direction from a national perspective.

The NSC Board of Directors includes the leadership of long-standing CIM financial supporters RMC Research & Education Foundation (RMCREF) and the Portland Cement Association (PCA). They have been joined by the National Ready Mixed Concrete Association (NRMCA), American Society of Concrete Contractors (ASCC), The American Concrete Pipe Association (ACPA), National Concrete Masonry Association (NCMA), International Concrete Repair Institute (ICRI), National Precast Concrete Association (NPCA), Precast/Prestressed Concrete Institute (PCI) and American Concrete Institute (ACI) Foundation.

For more information, visit www.concretedegree.com.
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*NSC Directors as of July 2018 – June 2019
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