



Frequently Asked Questions

"Advancing the concrete industry by degrees"

What is CIM?

The Concrete Industry Management (CIM) program is a four-year, business-intensive undergraduate degree program that provides solid management skills, developed specifically for the concrete industry, which can also be used in any industry. The vision of the program is to supply the concrete industry with future leaders while providing graduates with the education and training needed to enter a broad array of career paths within the industry. The program gives students entering the concrete workforce an advantage by gaining valuable industry experience early in their careers, relevant industry certifications and awareness of the skills needed to succeed.

Why is the CIM program needed?

In the United States, concrete is a \$100 billion industry with 600,000 people employed in a variety of careers. According to a recent report, there are 263,000 construction jobs waiting to be filled: the Bureau of Labor Statistics projects a faster-than-average employment growth in the construction industry through 2026. Construction companies are facing workforce shortages at all levels of their organizations. These are the people who build the roads, bridges, dams and public works that keep America's infrastructure strong. Concrete is the foundation that keeps our nation's office buildings, retail stores and parking structures standing strong. Further, concrete is also used to create some of the safest and most energy-efficient homes.

Whenever concrete is required, there must be professionals trained in concrete technology and management.

The concrete industry has invested more than \$3 million in CIM. To meet the growing need for concrete professionals, the CIM program is offered at four leading universities around the country — Middle Tennessee State University, the New Jersey Institute of Technology, Texas State University and California State University, Chico. The concrete industry has provided the resources to hire and support more than 500 CIM graduates per year. To increase enrollment, the concrete industry offers scholarships to students each year. The CIM Patrons continue to play a major role in advancing the CIM program by supplying concrete professionals, association leaders and industry consultants who work with administrators to interact with CIM graduates and make sure they are fully prepared for a career in the concrete industry.

Education

What degree is offered through the CIM program?

Bachelor of Science in Concrete Industry Management. (Also see, "Does CIM offer an MBA program?")

Which universities offer this degree program?

California State University, Chico; Middle Tennessee State University; New Jersey Institute of Technology; and Texas State University. (We often refer to them as program universities.)

What is included in the CIM undergrad curriculum?

The program includes 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 duration of the program. Concrete-specific courses teach the fundamentals of concrete properties and testing, concrete construction and more. These courses emphasize problem-solving, quality assurance and customer satisfaction; they utilize practical case studies and internships to help students obtain real-world experience essential to starting a successful career. In addition, on-campus socials, travel to industry meetings and conferences, networking and professional development opportunities and more are also available.

Are internships available to CIM students?

Yes. In fact, all CIM students are required to



work at an internship, typically at an hourly rate and for academic credit toward the degree. CIM's network of industry-leading Patrons and associations provides students with quality internship opportunities, mentoring and more.

Can I transfer into the CIM program from another degree program?

Yes! Since the program is built on a strong general education foundation rooted in practical math and science, with an emphasis in general business, transferring into CIM with prior coursework or even a prior degree is easy. Transfer students can expect to take as few as three semesters of concrete-specific coursework, depending on transfer credits and semester class loads.

Can I transfer into the CIM program from community college?

Yes! Students can take two years of courses near home and transfer to one of the four regional CIM schools to complete a bachelor's degree in just two additional years. If your community college does not offer an official "2+2" program in which all credits transfer, the CIM staff will assist you to avoid taking unnecessary courses and ensure a seamless credit-transfer process. Often, students who choose this approach earn an associate's degree along the way with few to no extra classes.

Does CIM offer an MBA program?

Yes! Middle Tennessee State University offers the CIM Executive MBA degree program for professionals in the industry. It is a rigorous and highly-interactive program with a focused curriculum on the concrete production and construction industries, as well as major themes of globalization, leadership, strategy and execution. The 15-month program is administered in 7-week blocks and includes distance learning, webinars and on-campus visits. For more information, visit <http://concretedegree.com/about/executive-cim-in-mba/>.



Careers

What types of jobs are available to CIM graduates?

Graduates of the CIM Program are hired throughout the concrete industry for management positions including production, material supply, contracting and manufacturing. Examples include:

- **Construction and Decorative Concrete Management** (project engineer, project/construction/safety/operations manager, estimator, developer of commercial real estate).
- **Construction Technology** (research & development, technology development, building information modeling, virtual design).
- **Entrepreneurship**
- **Owners & Association Management** (at port authorities, transportation departments, facility owners, manufacturers, government agencies).
- **Production Management** (at ready mixed concrete plants, concrete pipe plants, concrete block plants, precast/prestressed plants and quarry operations).
- **Product Distribution** (quality control, inventory control manager, cement terminal manager).
- **Sales and Marketing** (for concrete & concrete products, cement & admixtures, equipment, contracting services).

What starting salaries can CIM graduates expect?

Starting salaries are competitive with other high-tech industries.

What is the job-placement rate of CIM graduates?

Nearly 100 percent.

What is the industry-retention rate of CIM graduates?

80 percent after five years.



CIM Leadership

What does the CIM National Steering Committee do?

The National Steering Committee (NSC) provides funding, oversight and direction for each program university and for the overall CIM program. One key aspect of the NSC's mission is fundraising to grow, evolve and advance the program nationally. There are five committees under the NSC umbrella: Education, Marketing, Research, Long-Range Planning and auction. (See also, "What is the CIM Auction?")

Does the CIM program have a Board of Directors?

Yes. The National Steering Committee has a Board of Directors that comprises a wide range of companies and organizations, including ready-mix suppliers, admixture suppliers, concrete contractors, engineering firms, research organizations and trade associations.

Industry Support

Does the concrete industry support CIM?

Absolutely! CIM is a joint initiative between academia and the concrete industry. Many industry leaders serve on the program's National Steering Committee, which provides funding, oversight and direction to the program. Industry organizations also provide funding and support for the program. Additionally, each university's CIM program is supported by a Patrons network of local, state and regional concrete industry organizations.

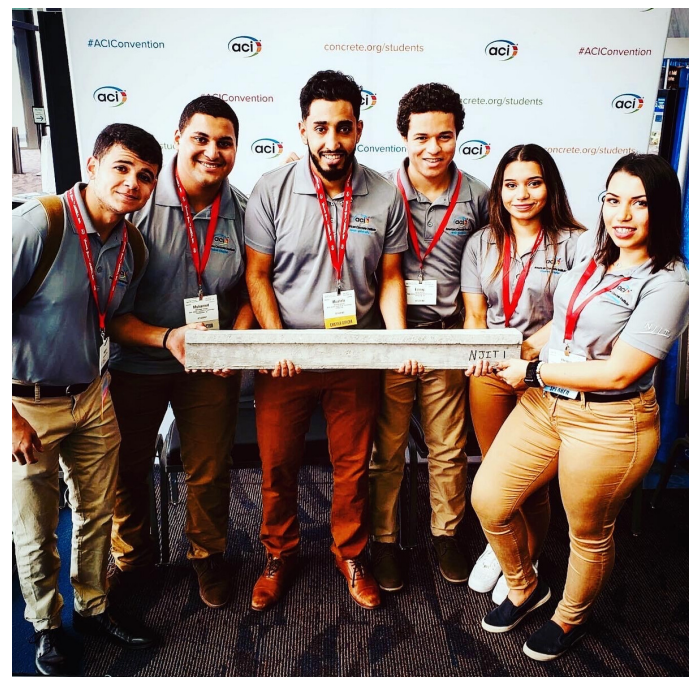
What is a Patrons group?

A Patrons group provides a direct link between the program university and the concrete industry. CIM Patrons, many of which are CIM alumni, are concrete professionals, association leaders and industry consultants who work with CIM program directors and school administrators to ensure graduates are fully prepared for a career in the concrete industry.

The Patrons group provides scholarships and in-kind support, guest lecturers and speakers, onsite field trips, internships and recruiting services, and mentorship to students.

How can my company get involved?

Companies from industry play a critical role in our programs. Companies can become involved with the National Steering Committee (NSC) or the local Patrons groups. Companies can be involved as a guest speaker, offering internships, job site tours, recruiting on campus and by providing financial support.





What is the CIM Auction?

A major source of funding for the CIM program is the annual auction at World of Concrete. Each year, the concrete industry generously donates hundreds of items to be sold through both silent and live auctions, with proceeds benefitting CIM National Steering Committee efforts to support CIM programs at the four program universities. Over the past 12 years, the auction has raised more than \$8 million—a testament to the high value the concrete industry places on the CIM program.

History

Why was the CIM program created?

To supply the concrete industry with future managers and leaders while providing graduates with the education and training they need to enter a broad array of career paths within the industry.

How long has the CIM program been in existence?

Recognizing the need for people with enhanced technical, communication and management skills, the CIM program was developed in 1996 and enrolled its first two students at Middle Tennessee State University (MTSU). The program has grown rapidly, with more than 1,300 graduates and approximately 470 students currently pursuing CIM degrees.

Contact

To learn more about the CIM program, visit our website **www.concretedegree.com**.

