



Lean Construction Institute

Building Knowledge in Design and Construction

Welcome to the whirlpool. We are surely in a maelstrom of activity. We just signed our Cooperation Agreement with the Associated General Contractors. Thanks to the hard work of Mike Stark, Chris Monek and Dave Lukens at AGC, Chuck Greco and Will Lichtig on our team and Joe Cleves' legal expertise on behalf of LCI, we have agreed to support AGC Lean Curriculum development over the next three years. We're sharing our intellectual property with AGC and they're paying us a royalty for its use. We will be cross-Association members of each other's organization. It is a bell weather agreement I hope will be the basis for similar agreements with AIA, ABC, CMAA, DBIA, SMACNA and other associations.

We hope to have substantial agreements with COAA and CURT as well—and this week we're well on our way to firming up our relationship with the Construction Users Round Table by co-sponsoring the joint Lean Summit in Buffalo this Wednesday. Greg Sizemore at CURT and I have agreed to pursue joint LCI/CURT memberships with owners where they receive discounts for joining both organizations. I'll have a chance to sit down with Greg, Chris Monek (AGC) and other association representatives in Buffalo to see what additional forays we can make. The best part of this for our members is that LCI is now firmly established as the voice of lean design and construction in the industry.

On top of these efforts, I'll be in Rockport/Davenport/Moline/Bettendorf on Monday and Tuesday presenting a lean introduction to our newest corporate member, Russell Construction of the Quad Cities (that's so much easier). Greg and I (and hopefully an increased staff) will be making such introductions available to new corporate sponsors as we continue to secure support from our industry partners. I just heard from Mike Helton at Pankow that they have also decided to join as a corporate sponsor. We'll have two Pankow based presentations at the Congress and Mike has agreed to become more active in our "evangelistic" efforts .

As if that's not activity enough, I'm beginning to understand why we need a staff of at least 4 or 5 people as Donna Pemberton and I have been working daily to get the logistics of the Congress handled. Thanks again (and again and again) to Victor Sanvido for his Congressional leadership. Greg has been pulling a laboring oar as well as we pull together the presentations for the Congress—seems so wrong that an honoree has to do so much work!

I've been working on a revenue model and business plan to move us into the staff-equipped organization we need to be if we are truly going to answer all the calls for lean training, education, research and dissemination of "better practices." The Board will review it at the Board meeting we'll hold during the Congress. I hope to have more information for you as I present the "State of State" brief statement Wednesday morning.

Finally, we need help collecting all of the interesting stories and interaction you each remember about Glenn and Greg. Will Lichtig is compiling those stories and speakers for the Wednesday



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night awards ceremony. Direct any testimonials, stories, tales, sagas, epics, made up stuff and photos (especially) to either my attention or Will's (will.lichtig@boldt.com).

Congress sign-ups are at an all-time high. If you don't sign up by Tuesday, September 13, you'll be subject to a \$75 late fee and hotel space may not be available. Please get signed up today—any questions, email Donna (dpemberton@leanconstruction.org) or me.

Hope to see you in Buffalo on Wednesday—if not, we'll see you in Pasadena in three short weeks.

Thanks again for all you do to support lean in design and construction. We are based on learning and continuous improvement, neither of which we could do without your support. I'm looking forward to seeing all of you in Pasadena in about a month!