

The
NAWIC *Spirit*



Durham, NC
Chapter 83 - Region 11

July 2011

Chapter President's Message

Happy 4TH OF JULY!

Whew – it's officially summer! I hope everyone enjoyed a safe and fun 4th of July holiday; it was sure nice to have a long weekend!

We will not be having our regular Business Meeting this month and hope that all of you have time to relax, rejuvenate and enjoy the lazy days of summer. We're also taking a short break from providing community service this month. We'll be back in August with our business meeting when we will be handing out our annual Cleo G. Yeager scholarship to a worthy student, so we hope to see as many of you there as possible to join us in that event. So that we can plan ahead for our August community service project, if you have any ideas for us, please let us know soon so we can get the notice out to everyone.

We held our election of officers at the June Meeting and the following ladies are your new officers and directors: President - Pam Hoppmann, Vice-President – Kellie Norwood, Treasurer – Anne Taylor, Recording Secretary – Teresa Maness, and Director – Holly Southerland. Please thank these ladies when you see them in August for their commitment and support of our wonderful Chapter.

Sarah Black will be sending out an email shortly regarding a Membership Drive meeting on Tuesday, July 12th, with the location to be announced. We need all of your help with this important meeting so we can bring in new members and show them what NAWIC is all about.

I hope everyone took the time out of their busy schedules to vote online for the NAWIC Board; according to Dove the percentage that voted this year was 30.11% and we hope to bring it up to 50% next year.

The Teammates Committee has been busy as usual and planned on sending cards and a 4th of July themed basket to our Greater Tidewater of Virginia teammates, so thanks Pam and Kellie for working so hard on keeping us as the front runners of that competition!

Thank you,

Teresa Maness



NAWIC Pledge: As material for the construction of our building, I pledge the agility of my hands, the ability of my mind and the integrity of my heart.

NAWIC Objectives:

1. To unite for their mutual benefit women who are actively employed in various phases of the construction industry.
2. To promote cooperation, fellowship and a better understanding among members of the Association.
3. To promote education and contribute to the betterment of the construction industry.
4. To encourage women to pursue and establish their careers in the construction industry.
5. To provide members an awareness of the legislative process and legislation as it relates to the construction industry.

NAWIC Core Purpose: To enhance the success of women in the construction industry.

NAWIC Core Values: Believe. Persevere. Dare.

NAWIC Colors: Red and White

NAWIC Flower: Red Rose

Chapter Meetings: Meetings are held on the first Thursday of each month at 5:45 p.m. for the dinner, program and/or business meeting.

Durham NC Chapter 83

Officers and Directors 2010-2011

President _____ Teresa Maness
Vice President _____ Pam Hoppmann
Recording / Corresponding _____
Secretary _____ Laura Seaver
Treasurer _____ Holly Southerland
Directors _____ Alison Miller
Kellie Norwood
Anne Taylor
Past President _____ Pam Hoppmann

Standing Committees 2010-2011

Construction Profession
& Education _____ Alison Miller
Loralyn Eagles
Finance _____ Holly Southerland
Teresa Maness
Membership _____ Sarah Black

SPECIAL COMMITTEES 2010-2011

Audit _____ Terry Hamlet
Bylaws/Parliamentarian _____ Sarah Black
Friendship _____ Anne Taylor
Inspiration _____ Loralyn Eagles
Meeting Reservations _____ Monica Wang
NEF/Block Kids _____ Joanne Perrone
Newsletter / Roster _____ Sarah Black / Pam
Hoppmann
Public Relations/ WIC Week _____ Teresa Maness
Safety & Health _____ Joanne Perrone
Scholarship _____ Addi Hernandez
Teammates _____ Pam Hoppmann
Kellie Norwood
Ways & Means _____
Golf Tournament _____ Pam Hoppmann
Sarah Black
Webmaster _____ Laura Seaver
Facebook _____ Holly Southerland



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Theresa Provenza-Price
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NAWIC Education Foundation (NEF)

P.O. Box 549
Clemson, SC 29633
Office: 866-277-2883
nef@bellsouth.net

Convention Director

Debbie Draper
6514 Glenmoor Drive
Garland, TX 75043
Office: 972-415-6180 Fax: 469-675-6255
Debbie.draper@conferencedirect.com

Construction Dictionary

Direct "Construction Dictionary: orders to:
NAWIC – Greater Phoenix Chapter
5060 North 19th Avenue, Suite 107
Phoenix, AZ 85015
Office: 602-841-7900 Fax: 602-841-4982

NAWIC National Officers

Debra M. Gregoire, CIT – President
dgregoire@brewer-garrett.com

Judy DeWeese, CIT – President Elect
judenawic@aol.com

Cindy Johnsen, CDS, CIT – Vice President
cindy.johnsen@gcinc.com

Riki Lovejoy, CBT, CIT – Secretary
rlovejoy@rflconsulting.com

Yasmine Branden, CCA – Treasurer
Yasmine.brandeb@neukkelly.com

Robin Fulton Meyer, CIT – Immediate Past President
robinfultonmeyer@gmail.com

**NATIONAL ASSOCIATION OF WOMEN IN CONSTRUCTION
DURHAM CHAPTER #83 BUSINESS MEETING MINUTES
JUNE 2, 2011 at Millennium Hotel**

President, Teresa Maness, welcomed all members and guests.

NAWIC PLEDGE: As material for the construction of our building, I pledge the agility of my hands, the ability of my mind, and the integrity of my heart.

INSPIRATION given by Pam Hoppmann.

DINNER

PROGRAM: Frances Jackson (Fayetteville NAWIC Chapter) and Darline Johnson (Raleigh NAWIC Chapter) presented information on NEF (NAWIC Education Foundation) and the courses offered.

President, Teresa Maness, called the meeting to order at 7:30 p.m.

ATTENDANCE: 5 Present, 9 Absent, 4 Guests. Frances Jackson, Darline Johnson, Eric Danielson, Dana Norwood.

MINUTES from the May 5, 2011 meeting were approved as printed.

TREASURER'S report was filed for audit.

ELECTION OF CHAPTER OFFICERS/DIRECTORS for 2011-12 was held. The following slate was presented by Sarah Black, chair of the nominating committee;

President – Pam Hoppmann
Vice-President – Kellie Norwood
Recording/Corresponding Secretary – Teresa Maness
Treasurer – Anne Taylor
Director – Holly Southerland

Recording Secretary, Laura Seaver, cast the elective ballot.

STANDING COMMITTEE REPORTS

- **Construction Profession and Education:** Teresa Maness reported.

Education:

July – No Business Meeting

August – Present Scholarship Award to recipient (TBD)

Community Outreach:

June – Tour DeCure is June 4th & 5th. Pam Hoppmann collected goodies for the riders to have at the rest stop.

August – Interest in working with a Girl Scout troop for their construction badge. Kellie Norwood may have a contact and will advise. Anyone with a suggestion for a troop is to contact Teresa Maness.

- **Membership:** Sarah Black reported she will hold a Membership Drive Meeting on July 12th at the Lend Lease office (American Tobacco Campus) to discuss date and logistics. (more details to follow) Region 11 is in 3rd place for membership.

SPECIAL COMMITTEE REPORTS

- **Friendship: Chair:** Teresa Maness reported we have one June Birthday – Pam Hoppmann – June 23rd.
- **Newsletter/Roster:** Sarah Black reported a revised condensed roster had been e-mailed to the chapter and Pam Hoppmann sent out the newsletter June 1st.
- **Teammates:** Pam Hoppmann reported our teammate chapter now has 55 members. She will send out cards for the April and May birthdays missed.
- **Golf Tournament:** Sarah Black and Pam Hoppmann will send out a "Save the Date Flyer" for the golf tournament.
Ways & Means: Pam Hoppmann will send out 50/50 raffle tickets to all members and the drawing will be held at the Board Meeting on June 27th.

New Business - . Teresa Maness asked for volunteers to participate in Skanska's Junior Career Day on Friday, June 24th, at 8:00a.m. Several members will be available to help. She will forward details.

Election of Delegate for National Convention: Laura Seaver moved Sarah Black be elected as Delegate for the 2011 National Convention held in St. Louis, MO. Motion seconded and carried.

The chapter dues were reviewed and it was decided to remain the same for the upcoming year.

Teresa Maness will collect ideas from the chapter members to submit an article for the NAWIC Image. Deadline is June 9th.

ANNOUNCEMENTS

- June Board Meeting – June 27th at 5:30p.m. Bryant Durham Services
- CSI Meeting – Tuesday, June 28th at 5:30p.m. – Program not announced yet
- Summer Leadership Symposium – July 15-16th, 2011- Burlington, NC at Country Inn & Suites-register by July 1st.
- 56th National Convention – August 31-Sept.3, 2011 – St. Louis, MO
- 44th APC – October 21-22, 2011 – Holiday Inn, Greater Tidewater, VA
- 45th Annual Forum – April 26-27, 2012 – Highpoint, NC

Meeting adjourned at 8:25 p.m.

Laura Seaver, Recording Secretary

Teresa Maness, President



Mail Call

National Association of Women In Construction Correspondence Report for the Durham, NC Chapter #83 Activity June 1 through June 30, 2011

RECEIVED

National:

- NAWIC E-News Connection for June 2010.
- NAWIC Membership and Retention Reports.
- Lorman Education Events on Webinar Information.
- Research from McGraw-Hill "Green".
- BIM Smart Report Survey – Information When Available about Survey.
- Lorman Courses Update & Discounts Offer on Courses..

Region 11:

- Information on Summer Leadership Conference from Region 11 Director.
- Policies & Guidelines for Region 11 Adopted 04-17-2010.
- Region 11 Forum Minutes for Annual Forum 2010 Charlotte, NC.

Region 11 Chapter Newsletters:

- | | | |
|-------------------------|---------------|------------------------|
| • Region 11 – Review | Columbia, SC | Greenville, SC |
| • Greater Tidewater, VA | Raleigh, NC | Lowcountry, SC |
| • Roanoke Valley, VA | Charlotte, NC | Skanska - The Junction |

Local:

- Weekly Newsletters HBA of Durham, Orange, Chatham Counties.
- Newsletter from Durham Rescue Mission.
- Newsletter from Durham Habitat.
- Newsletter from Duke Hospice.
- Monthly Meeting information from CSI..
- Email from Pam Senegal regarding Durham Tech.

Sent

- June 2010 Newsletter and Minutes to Region 11 Director.
- Chapter Newsletter for June 2010 emailed to Members, Out of Area Chapter Presidents, Out of Area Members, and National NAWIC Officers.
- Chapter President's Report for Region 11 Newsletter.
- Teammates Report to Region 11 Teammates Chair.
- Regional Professional Education Chair Report for Region 11 Newsletter.
- Chapter Excellence Report to Region 11 Chapter Excellence Chair.

Prepared By: Sarah Black, June 30, 2011

**NATIONAL ASSOCIATION OF WOMEN IN CONSTRUCTION
Durham NC Chapter 83**

July 2011 Calendar

- July 1** **Deadline for Summer Leadership Conference
Registration and Hotel Reservations**
- Deadline for August/September IMAGE**
- July 2** **Cut-off for Membership Credentials Report – 60 Days
prior to NAWIC Convention**
- July 4** **Fourth of July Independence Day** 
- July 5** **NAWIC Convention Registration Deadline**
- July 7** **Durham NAWIC – No Meeting for July**
- July 8** **NAWIC National 2011-2012 Officers Posted Online**
- July 11** **Credentials Forms Must Be Postmarked By This Date
and Sent to NAWIC Office**
- July 12** **Durham Chapter Membership Drive Meeting 5:30PM
Bryant-Durham Services Office**
- July 14** **Greater Greenville NC #335 21st Anniversary** 
- July 15** **Deadline for Chapter Leadership Forms 2011-2012**
- July 16** **Region 11 Summer Leadership Conference
Burlington NC – July 15-16, 2011**
- July 17** **Piedmont NC #109 46th Anniversary** 
- July 20** **Region 11 Newsletter Articles Due to Director**
- Deadline for Connection Articles**

July 22

Raleigh NC Chapter "Grape Escape"



July 25

Durham NAWIC Board Meeting 5:30PM



July 31

Summer Quarterly E-Notes Available Online

NOTICE:

NAWIC Membership Renewals distributed By the last week of July

Basnight Family Secrets

By: Jan Bolick

June 16, 2011

We hit the jackpot again!

More best practices and secrets to success – this time from a business that has lasted through the Great Depression, fifteen recessions and fifteen United States Presidents.

In 1924, Stein Basnight, a graduate of UNC, opened [S.H. Basnight Hardware](#). He traveled around the state, pulling a trailer full of products to sell.



His sons, Bill and Jesse, joined their father in the business. Papa Stein died before he got to see this but four of his grandchildren got involved in the business: Bill's children, Terry and Don; as well as Jesse's children, Jesse Jr. and Steve.

Two of those grandchildren now own the business. Terry (Hamlet) filled her Dad's shoes as President, and Jesse Jr filled his Dad's shoes as Vice President of Sales. Just last week they sat with me and shared memories about Papa Stein, their Dads, Terry's Uncle Jesse, and Jesse's Uncle Bill. And the many lessons that had been passed down over 87 years.

As kids, Terry and Jesse remember that Papa Stein had a strong work ethic, strong family values, strong morals, and pride in his business. They remember him saying, "A home is only as good as its hardware."

They told story after story about things their fathers had said and done that demonstrated their secrets to success. I've chosen eight of them to share with you today.

1. From an early age, Terry and Jesse understood that **"the customer is a priority"**. They watched how Jesse Sr. always traveled to meet his customers. That took time and money but he wanted to be able to shake the customer's hand and see them face to face.

That wasn't -and still isn't – about making sales, but about **building relationships**. Apparently they are all very good at that because they have many long time customers – one of them for 62 years. That's Dargan Construction in Myrtle Beach.

From the Basnights' experience, people work differently with people that they know.

Jesse said, "It's hard to do things wrong with your friends. You might do something wrong. But you get it right."

Terry added, "When you know people and their intentions, if there is a problem, you get through it together. If you don't know them – then that issue can have a different flavor to it on both sides."

2. Terry showed me a notepad that her Dad had created long ago. One of his mantras was, **"Write it and you can forget it. Don't write it and you can forget it"**. He printed these two sentences on the bottom of Conversation Log forms that everyone uses for note taking whether the conversation is by telephone or in person. Having such notes has repeatedly protected projects and relationships.

3. Terry and Jesse now have to train others about more than handshakes and telephone conversations. They now warn team members about e-mail and about how easily things can digress and not be understood. Terry said, "With e-mail, you don't get the tone, the inflection, the twinkle in the eye. When a situation comes up, we tell people to **get off e-mail, get on the phone or if you need to, go see them.**"

4. When asked how their fathers would have dealt with these last few years that have been particularly difficult in the building industry, Terry and Jesse said that in addition to taking care of customers and employees, it's also important to **be a good customer to their vendors**. Not just paying their bills on time but also making people who call on them glad that they came in.

Jesse certainly knows how this feels (from the vendor side) since he is on the road so much calling on customers himself.



At Basnight, they do this by having Beth Ann, a kind, friendly, helpful person at the front desk who greets people and offers them a beverage. And she always puts the names of visitors, along with their company logo on the welcome board.

And look(left) – they did it for me too!

Terry said, “You wouldn’t believe how much people love that. Lots of people ask to have their picture taken with the sign. One person wanted to send it to his wife.”

Many people tell them that Basnight & Sons is their favorite place to visit. It may be their favorite place to call as well since they have decided repeatedly against having an automated phone system. They just don’t want customers to have to figure out which button to push.

5. Terry and Jesse were taught to **take care of people on the inside too**. Both of them remember their dads doing things for employees that were way out of bounds of the usual employer/employee relationship. And it seems that the two of them have continued to do such things as needed to help employees out of jams. These are private situations so details are never shared. It’s an understatement to say that employees appreciate both the help and the privacy.

6. **Giving people a chance** is another value passed down through the Basnight family. Terry joined the company in 1978, a time when there were very few women in the construction industry. As conservative as her Dad and her Uncle Jesse were, they never shot her down, always gave her opportunities and stood behind her even when it would have been easier not to do so. Quite often, Terry would answer the phone and a man on the other end would say, “give me a man I can talk to.” She thinks it was part gender bias and part not wanting to clean up his language to speak to a woman.

One time however, a customer named George called with a problem on a jobsite and didn’t know how to handle it. Terry made a suggestion. An hour later, Terry heard her Dad’s phone ring and then heard her dad say, “Well George, what did Terry tell you to do?” George answered and then Terry’s dad said, “ Well – she’s exactly right. I think that’s exactly what you should do.”

Giving people a chance wasn’t and still isn’t just for Basnight family members. Jesse and Terry know of several situations over the years – of people in the company who might not have been given a chance somewhere else. They’ve also had people leave to seek other employment and then want to come back. For the most part, there has been a place for them.

And then there was the time that Terry was feeling challenged by a hard-to-get-along-with member of the staff. Let’s call him Joe. Terry mentioned the situation to her dad hoping to hear something like, “I know it’s tough.”

Instead, he threw it back on her and said, “Terry you just have to think of yourself as middle management and remember that you’re the one that needs to make it work. When’s the last time you asked Joe about his family? When’s the last time you asked Joe about something that’s important to him? ”

Terry did as her father suggested and did see his point – that people are easier to understand when you sit down and spend some time with them. Though she and Joe never became best buddies, they did form a better relationship.

7. Giving people a chance doesn't mean they could get away with anything. Bill and Jesse Sr. had **high expectations**. Being in the family business, Terry and Jesse recognize that they were given a job, but they still had to do the work. And they had to work harder and longer and do better work than others.

They say they made lots of mistakes. No time was spent berating them for it, however. They were just supposed to handle the mistakes, learn from them and not make them again.

And they were warned to never guess. If they didn't know something, they were supposed to ask. But even then, it wasn't easy. Jesse shared a time that he went to his Uncle Bill with a question and the response was, "I don't know. Go find out and then come back and tell me."

8. While they expected a lot from people at work, Bill and Jesse Sr encouraged people to do things like go watch their kids play ball. Terry remembers her dad taking a break to go down to Suttons to grab a cup of coffee and find out what's going on. He would encourage Jesse to go play golf. Encourage Terry to go work in the garden. Whatever was needed to **keep your spirit fresh**.

I wondered what messages might go between Terry and her dad and Jesse and his dad if they could speak today. Jesse said his dad would say, "Keep it in the middle."

Terry reflected on the period time right after her dad died which was rough because she was mourning the loss of her dad and feeling insecure about her new role as President. She found herself saying, "Dad I wish you had just retired so I could still ask you..."

"But," she said, "it didn't work that way. And then eventually I just accepted that I had worked for him for 22 years and I knew I was prepared."

So today she feels comfortable with a simple "thank you".

What a wonderful visit – learning about lessons that have been passed down through three generations during the 87 year history of [S.H. Basnight & Sons](#) (& Daughter). The overriding message is loud and clear: nurture people and relationships and protect them fiercely. Lovely.

What about you? What lessons did you learn from your Dad? Lessons that have helped you in business?

Note: This article has also been published on chapelboro.com.

GRAPE ESCAPE

Friday 7/22/11

Time: 6:00pm-9pm

Let your creativity flow

We are wine tasting & painting

Each participant will take home

their masterpiece



We've worked hard!

It's Time for Fun,

Socializing & Networking!



Total Wine & More
6105 Capital Blvd



**NAWIC**

Visit SHOP.NAWICRALEIGH.ORG to Reserve your seat today!

Cost is \$35pp—includes wine & paint supplies!

Guests are Welcome—Please RSVP Early—Seating is limited to 50!

Or Email Reservations@NAWICRaleigh.org to pay by check.

NAWIC
STORE



July Sale

Sale Ends July 31, 2011
Once sold out they are gone forever.



neck wallet

Regular price:

\$8.00

SALE PRICE:

\$ 6.50

Silver Saw
Charm

Regular price:

\$ 18.00

Sale Price:

\$16.50

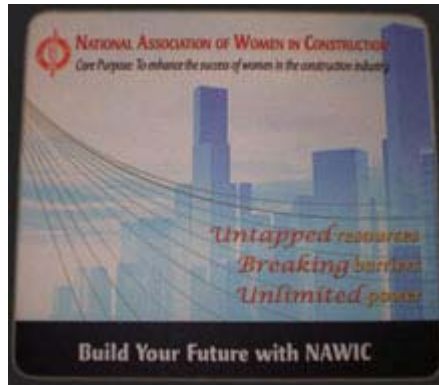
Mechanical
Pencil

Regular
price:

\$ 2.50

Sale Price:

\$ 1.50



Free with purchase



Spend **\$100.00** in the NAWIC Store per order (not including shipping) and you will receive a **NAWIC PURSE HOOK FREE**– Hook your keys on the side of your purse!!



Spend **\$200.00** in the NAWIC Store per order (not including shipping) and you will receive a **10 Full Color Postcards** and a **NAWIC PURSE HOOK** for **FREE!!**



Spend **\$300.00** in the NAWIC Store per order (not including shipping) and you will receive a **50th NAWIC History Book**, **10 Full Color Postcards** and a **NAWIC PURSE HOOK FREE!!**

****Once they are gone, they are gone forever!****