

# NRMCA

## Workforce Development

Make your hard work pay off even more.



## CCSP II: December 4-6, 2018 | Silver Spring, MD

### Understanding the Concrete Contractor's Business.

**Why Attend?** In tough times, it pays to make sure you're at the top of your game. CCSP II not only keeps you sharp, as part of the CCPf accreditation program, it helps prove to your customers that you are a professional in every way. Know how a contractor thinks, and you'll sell more concrete. This NRMCA seminar has shown 5,000+ front line RMC professionals what's important for contractors. During three information-packed days, your staff will learn what they need to know to talk-the-talk and walk-the-walk with contractors. They'll learn more, you will have more business and more satisfied customers.



### Five Valuable Sessions

**Session 1: The Home Builder Overview** - Provides an understanding of residential builders, how construction activities are financed, how builders get paid and their role in the building process in conjunction with subcontractors and vendors.

**Session 2: Commercial and Governmental Construction Industry Overview** - An overview of ready mixed concrete's use in commercial and government arenas, including the planning, design, and procurement phases of the construction process, as well as who participates, how construction projects are obtained and the types of contracts involved.

**Session 3: Construction Documents and Reading Blueprints** - Learn how to read construction blueprints from different views. Also teaches how to identify scale.

**Session 4: Principles of Estimating Mathematical Equations and Formulas** - Presents the methods of estimating, including the quantity survey, unit price, and approximate methods. Execute take-offs. Learn the four most common methods for creating a complete cost estimate. Explains the difference between direct and indirect costs. Provides definitions of standard units of measurement and terms as well as the how-to's of measuring and calculating two- and three-dimensional materials.

**Session 5: Estimating Construction Projects, Project Planning and Scheduling** - The benefits to your customer by having a working knowledge of what they do is supported through your understanding of how to prepare a bar chart schedule and CPM, understanding how labor is calculated in the construction industry, recognizing standard construction scheduling terms, and understanding the components of a general contractor's bid and how they affect the project bid price.



Register online at [www.NRMCA.org](http://www.NRMCA.org) or use the attached registration form

**Course Information Contact:** Shawnita Dickens, 240-485-1154  
email: [sdickens@nrmca.org](mailto:sdickens@nrmca.org)

**Registration and Travel Information Contact:** Jessica Walgenbach, 240-485-1152, email: [jwalgenbach@nrmca.org](mailto:jwalgenbach@nrmca.org)



This course is part of NRMCA's Seminars, Training and Education Programs, STEPS®, and earns you credit towards becoming a CCPf, a Certified Concrete Professional, The highest professional designation in the industry.



Co-Host State  
Maryland Ready Mixed  
Concrete Association

**NRMCA's CCSP MODULE II: UNDERSTANDING THE CONCRETE CONTRACTOR'S BUSINESS. CUSTOMER BUSINESS KNOWLEDGE**

**Silver Spring, MD | December 4-6, 2018**

Class: Tuesday & Wednesday 8am – 5pm; Thursday 8am – 12pm  
Exam: Thursday 1 – 3pm

*NRMCA reserves the right to close registration in order to not exceed capacity, early registration is encouraged.*

Submit separate form for each registrant. Save a copy for your files.

Name/Title \_\_\_\_\_

Company \_\_\_\_\_

Address (No PO Boxes) \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone/Fax /Email \_\_\_\_\_

Emergency Contact Name/Phone \_\_\_\_\_

Supervisor Name/Title \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone/Fax/Email \_\_\_\_\_

Special needs/dietary requirements

I will sit the exam on Thursday, December 6, 2018. Yes No  
*This exam is optional but is required to fulfill the certification requirement*

**Registration Fees**

\$995 NRMCA Member  \$1395 Non-Members

**Group incentive for NRMCA Members only**

Register 3-5 Members and receive 10% off each registration  
Register 6 or more members and receive 15% off each registration.  
Please submit separate registration forms for all attendees.

**Payment Method:**

Check (make check payable to NRMCA)  
Mail registration form and check to:  
SunTrust Bank, c/o NRMCA  
P.O. Box 79433  
Baltimore, MD 21279

VISA  MasterCard  AmEx

**Card Number** \_\_\_\_\_

**Exp. Date** \_\_\_\_\_

**CVV#** \_\_\_\_\_

**Name on Credit Card (print)** \_\_\_\_\_

**Signature**

For credit card payment, fax form to:  
Meetings. Dept., NRMCA, (301) 565-8200 or [meetings@nrmca.org](mailto:meetings@nrmca.org)

**Credit card or check, must accompany registrations. NRMCA no longer accepts P.O.#'s. Please provide a credit card number or check with all registrations.**

**Important:** NRMCA reserves the right to cancel this event. If cancelled, NRMCA will notify registrants via fax or e-mail by COB, **Tuesday, November 13, 2018**. (NRMCA will refund the entire registration fee, but is not responsible for airline and hotel reservation fees.) Class confirmations will be sent after this possible cancellation date. It is advisable not to make travel arrangements until you receive your confirmation.  
**You are responsible for making and paying for your own hotel and travel arrangements.**

**Please provide e-mail addresses for all requesting to receive registration confirmations: (notification does not guarantee that class will run)**

Email address \_\_\_\_\_

**Course Location:**

RMC Research & Education Foundation Center  
719 Ellsworth Drive  
Silver Spring, MD 20910

**Parking:** There is a public parking garage located next door to the training center. The cost is \$1 per hour. There is also metered parking available for \$0.25 per hour and parking is strictly enforced.

**Hotel Information:** NRMCA has not contracted a block of rooms for this event but suggests 3 hotels within a short walk of the course location.

DoubleTree by Hilton  
8727 Colesville Road  
Silver Spring, MD 20910  
Phone: (301) 589-5200

Hampton Inn Silver Spring  
8728 Colesville Road  
Silver Spring, MD 20910  
Phone: (301) 588-5887

Marriott Courtyard  
8506 Fenton Street  
Silver Spring, MD 20910  
Phone: (800) 627-7468

**Closest Airport:** There are 3 airports in the Metro Washington DC area. We suggest flying into BWI (Baltimore Washington International) or Reagan National (DCA). The third is Dulles (IAD).

**Return flights should NOT be made before 6 pm on Dec 6, 2018 because of the exam schedule.**

**Airport Shuttle Info:** Transportation to and from airport can be made with Super Shuttle, (800) 258-3826. Shuttle reservations must be made in a minimum of 24 hours advance for either direction.

**Cancellation Policy:** Full cancellation refunds, less a \$100 administration fee, will be extended until **Tuesday, November 13, 2018**. All cancellations after that date will not be refunded. Fee cancellations cannot be transferred to a future class. Registration cancellations must be made in writing to:

NRMCA Meetings Dept.  
900 Spring Street  
Silver Spring, MD 20910  
Or, faxed to (301) 565-8200

Seminar follows all federal anti-trust guidelines.

This course earns credit towards a CCP<sup>f</sup> (Certified Concrete Professional) certification, the highest professional designation in the industry.  
For more information, visit [www.nrmca.org/steps](http://www.nrmca.org/steps)



**For NRMCA Use Only**

Date Processed: \_\_\_\_\_

Confirmation