

THE EXPERIENCE™

• CONVENTION AND TRADE SHOW •

SEPTEMBER 3-5, 2025

CAESARS FORUM CONFERENCE CENTER
LAS VEGAS, NV



RESTORATION INDUSTRY MANAGEMENT AT MTSU



SCHOOL OF CONCRETE AND
CONSTRUCTION MANAGEMENT



MIDDLE
TENNESSEE
STATE UNIVERSITY.

I AM *true*
BLUE

OVERVIEW

- CIM AS A MODEL
- THE NEED FOR ADVANCING RESTORATION EDUCATION
- INDUSTRY ADVISORY BOARD
- DEGREE CONCENTRATION
- FUNDING IDEA
- A NEW APPROACH



CIM GREW FROM A NEED



IBIS World estimates concrete contracting and ready-mix/manufacturing will generate **\$119 billion (\$77.5 and \$41.5 respectively) in 2025**



Three largest concrete industry contractors in 2023

- Baker Construction Enterprises - \$1.65 billion
- Lithko Contracting - \$1.35 billion
- Structural Group - \$685 million



CIM MODEL



25 Years of Advancing the Industry by Degrees



CIM MODEL HIGHLIGHTS



- Nearly **100%** job placement.
- CIM graduates rank in the **top three highest-paid** majors over the past three years. The average starting salary is \$62,000.
- **80%** of tracked alumni are still working in the concrete and construction industry.
- The **CIM alumni** base has produced presidents, vice presidents, general managers, operations managers, estimators, project managers, and many other leaders for the industry.
- The industry raises **\$2 million** a year in support of CIM programs and supports over **\$500,000** in annual scholarships for students studying CIM.



RESTORATION INDUSTRY MANAGEMENT IDEA GREW FROM A NEED



• FAMILY BUSINESS IN RESTORATION

- Funded by Business Networks
- Supported by Restoration and Remediation Magazine
- Supported by the IICRC
- Published by peer-reviewed journal and Restoration and Remediation Magazine
- Shared with industry at conferences and in discussion groups



• EMPLOYEE BURNOUT IN RESTORATION

- Funded by Business Networks
- Supported by Restoration and Remediation Magazine
- Published by ASCE Journal of Construction Engineering and Management
- Published by Restoration and Remediation Magazine
- Shared with industry at conferences and in discussion groups



• ESTIMATOR BURNOUT IN RESTORATION

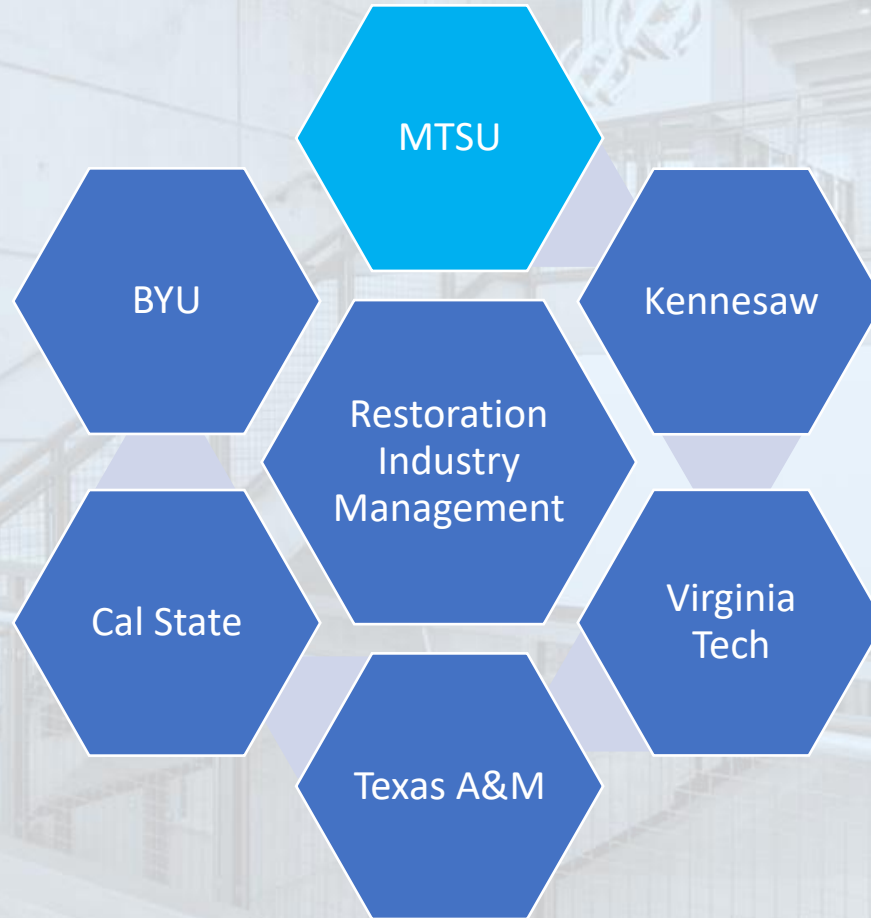
- Funded by Business Networks
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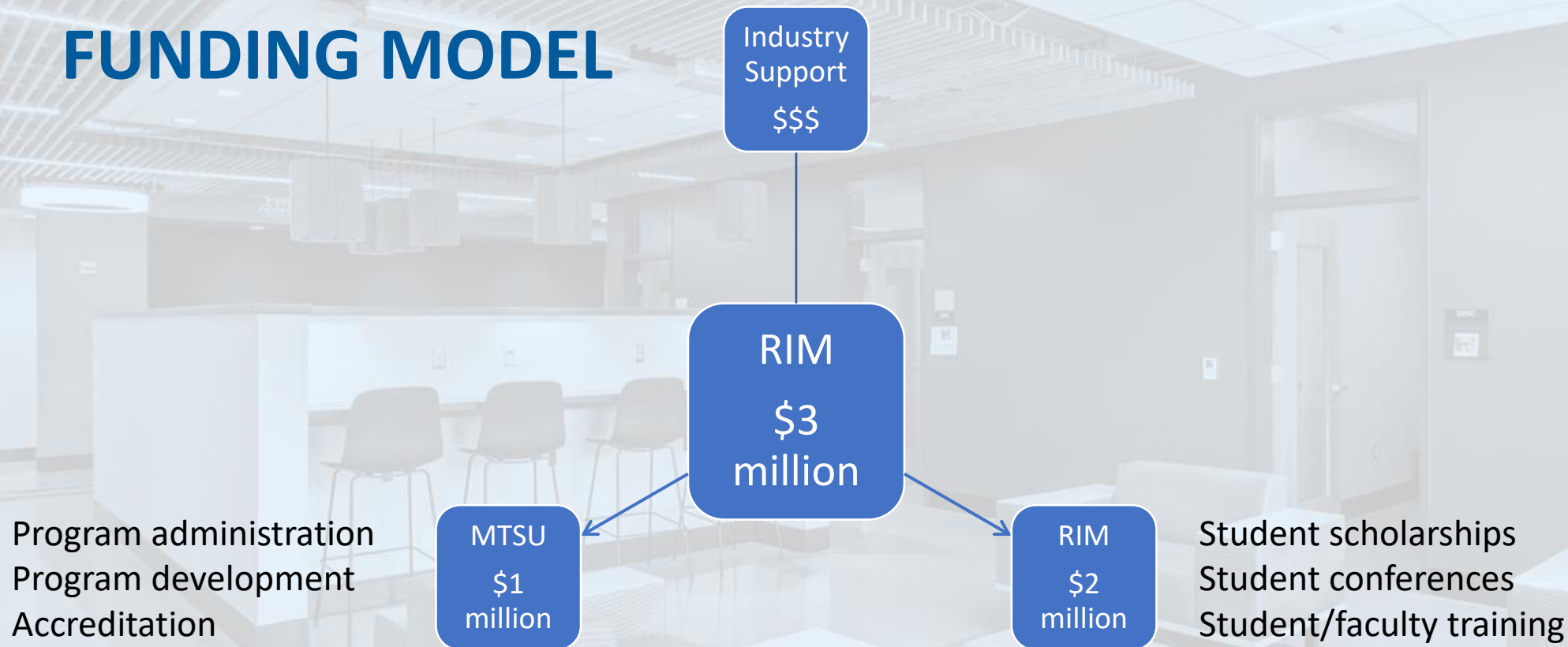
DEGREE CONCENTRATION



THE GOAL



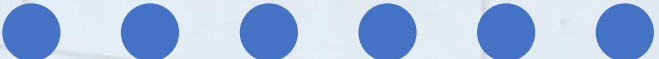
FUNDING MODEL



A NEW APPROACH



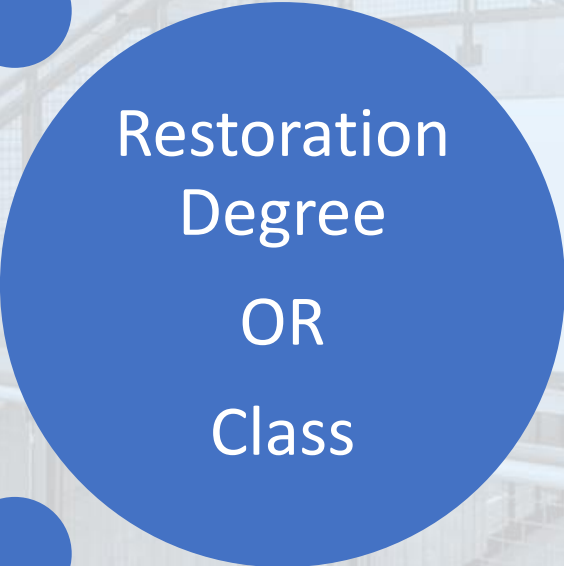
RIA Foundation



NAHB Foundation



Restoration Class and Text





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THANK YOU!

RESTORATION
INDUSTRY
MANAGEMENT
AT MTSU



SCAN TO GIVE

Click the dropdown under "What would you like to give to?" and select "Other" and type in "Disaster Restoration."

FUNDING DETAILS

INDUSTRY CONTRIBUTIONS

- **First \$1 million will generate \$40,000/year** to partially fund the endowed faculty line and graduate assistant for curriculum/program development and teaching (university will fund the difference).
- **Remaining \$2 million will generate \$80,000/year** to fund (with guidance from advisory board):
 - Scholarships
 - Academic
 - Industry certifications (Xactware and IICRC)
 - Student travel to conferences
 - Specialized faculty training
 - Restoration equipment for classroom learning
 - Learning materials



TOTAL ASK: \$3,000,000



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FUNDING DETAILS

MTSU CONTRIBUTIONS



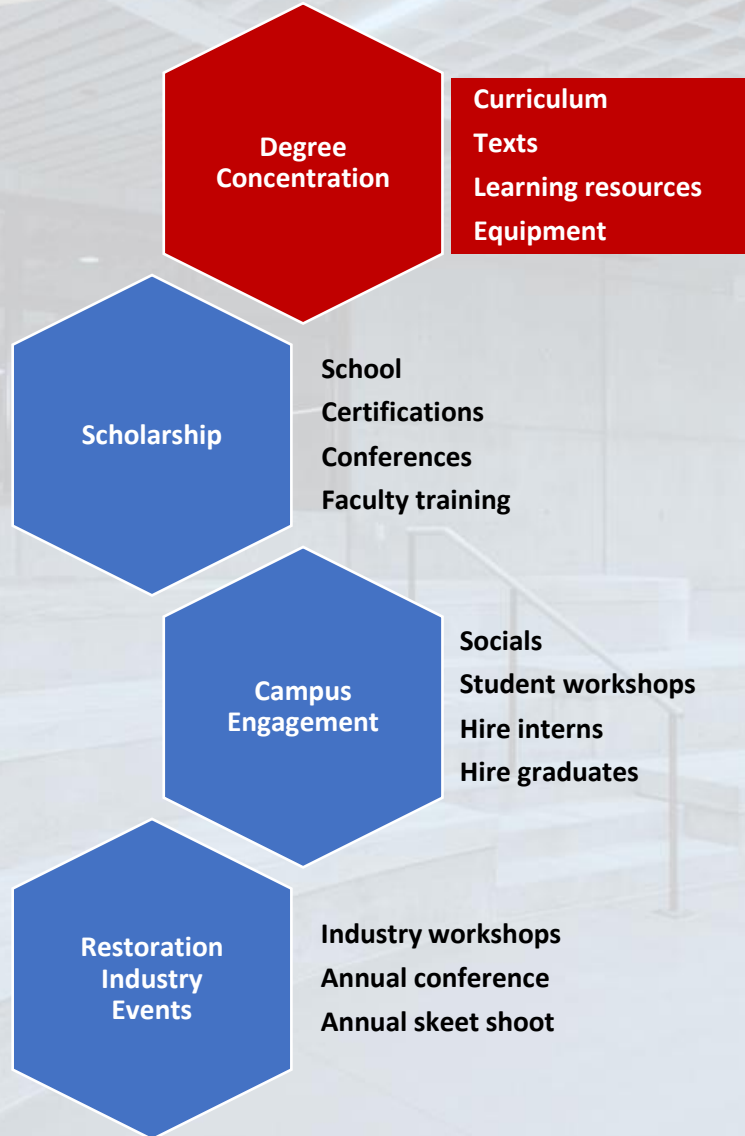
- **Waive 31.3% finance & administration** (\$939,000)
- **Academic common market (ACM)** – In-state tuition for students from ACM states (\$9,754 vs \$29,946). Difference of \$20,192 per student x 25 students = \$504,800 per year. (\$2,524,000 over five years)
- **Difference on restoration faculty line** (\$425,000 over five years)
- **New Matching faculty line** (\$550,000 over five years – not including faculty start-up package)
- **State-of-the-art facilities** (financed by TN and concrete industry)
- **Program administrative support** (\$250,000 over five years)
 - Recruitment
 - Marketing
 - Advising
 - Industry relations

TOTAL CONTRIBUTIONS OVER FIVE YEARS: \$4,688,000



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INDUSTRY ADVISORY BOARD INVOLVEMENT



RESTORATION INDUSTRY MANAGEMENT AT MTSU



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