



IFMA News

a publication of the Richmond Chapter of the International Facility Management Association

March 2012 Issue

THE PRESIDENT'S MESSAGE...

Celebrating Our 26th Year



Coming off of our February meeting, I would like to again give thanks to James Swope and David Robey with QTS (Quality Technology Services) for having us into their facility and all of the sponsors that made it a great event as we couldn't do it without your help. I would also like to recognize our Program Chair, Matt Sobel and Sponsorship Chair, Elizabeth McKinney for their efforts in making this event possible as it was great to finally get to visit this impressive facility. For those of you who were not able to attend, you will get another chance to visit the site as the folks at QTS informed us that they will be hosting a Grand Opening event of the facility in a few months that will be open to the public. I will be staying in touch with them to ensure we get the details out to you in a timely manner.

I am happy to announce that we have set the dates for our volunteer days for both Richmond Rebuilding Together and Hanover Habitat for Humanity. There will be plenty reminders and more details to follow, but please mark your calendars for Rebuilding Together Day on April 28th and Hanover Habitat for Humanity Day on September 22nd. I also wanted to recognize and give special thanks to both Barbe Shaffer and Ranny Robertson for helping make these 2 events possible. They have both been great ambassadors between IFMA and these charity organizations. We look forward to the opportunity of lending a helping hand.

The 2011/2012 meeting year is rapidly coming to a close as it seems not too long ago I was contemplating what I was going to write in my 1st newsletter. It's hard to believe we have just 3 meetings left before the new board is installed. As most of you recall, we have always held our annual Llama-A-Rama (installation of officers) event out at Ranny Robertson's farm in Ashland in June. However, this June we will be switching up venues and be having our 1st annual Squirrel-A-Rama at the Diamond. Although the farm venue will be missed by many, this is shaping up to be a great event.

In last month's message, I encouraged everyone to consider themselves or a fellow member that would like to volunteer to help lead this fine chapter. Our past President Ned Netherwood is well on his way to building a great chapter board, but we have some spots STILL left to fill. So again, please don't hesitate to contact either Ned or myself to discuss what volunteering on the board entails.

See you all at the Economic Outlook Panel in March!

Your President,

Jeff

MEETING

March 2012 Meeting

Date: *Tuesday, March 13, 2012*
Time: *5:30 to 7:30 pm*
Place: *4198 Cox Road Glen Allen,*
Program: *Econ. Outlook Panel Discussion*
Cost: *Members \$10 Guests \$25*
RSVP: *By Thursday March 8, 2012*

Next Board Meeting:

Date: *April 3, 2012*
Time: *4:30 p.m.*
Place: *Markel Bldg. 4600 Cox Road*

Next Membership Meeting:

Date: *April 10, 2012*
Time: *5:30 p.m.*

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Jeff Bradley
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IFMA Richmond Chapter News
is a publication of the Richmond Chapter of the
International Facility Management Association.
This newsletter is designed to provide a channel
of communication to members and prospective members.

IFMA, PO Box 808, Richmond, VA 23218



AROUND THE CHAPTER

by Bud Vye, CFM

Hadn't seen Claude Harrison since he hosted us for our meeting and tour of the WilliamsMullen building back in November of '10. Knew his wife had been seriously ill with cancer, and that he had retired from the law firm.

Imagine my surprise when I'm down at the Legislature doing my winter time volunteer job as Advocacy Director for the the Richmond Area Bicycling Assn. and the statewide Virginia Bicycling Federation and I see Claude is the Clerk for the House Transportation Committee (and SubCommittee) meetings that are the meetings I primarily spend my time at. Sorry to learn that his wife had died, and that he was just starting this job as something to do during the winter months while the Legislature is in session. Since the committees he clerks for are not exactly bicycling friendly, it is nice to see a friendly face in there, particularly since one of the subcommittees meets at the ungodly hour of 7:00 a.m. on Wednesdays.

Another former member I do see pretty regularly is Sidney Buford, since we both attend the same church. Last we talked, Sidney was still down at John Tyler CC, overseeing the remodeling of their Library. Noted the obituary of his father "Bobby" early in February, at the age of 88, and it contained some interesting reading. He was attending VMI during WWII until he was called to active duty. Prior to going overseas he got married, and when he returned, he went back to resume his studies at VMI but was told he would have to live in the barracks, wife and baby son or not. He said "no thanks", and took the family up to Cambridge to get his degree in Civil Engineering from M.I.T. Graduating in '47, he went to work for the C&O railroad, then with Baskervill, before becoming a partner with Torrence Dreelin Farthing & Buford until his retirement in 1985. Also sounded as though he was a real civic association leader in the Fan, and an interesting guy, who I'm sorry I never had a chance to meet.

Things appear to be unraveling over at SportsQuest, where Steve Burton hosted our Chapter meeting last July with such enthusiasm, but appears to really have bitten off more than he can chew. Liesfeld, who sponsored our meeting, has filed a mechanics lien, which prompted several other contractors to do the same. Chesterfield county, who had come up with a \$4.3 million payment earlier, claims not to be worried, since they have a first lien on the property. Then the Attorney General's office announces they are suing SportsQuest for selling health spa memberships in advance of the facility being built, without stating the date they would be open, which is contrary to state law, and requested that any such memberships be refunded.

Then one of SportsQuest's longest-standing partners withdraws from its involvement in the project, taking with it its indoor sports training business and an important piece of SportsQuest's operations. In a recent letter to customers, RISE (Richmond Indoor Sports Experience) director Christopher Robinson said the indoor training facility is no longer affiliated with SportsQuest: "We have severed all ties to SportsQuest and all of its business units. RISE

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is in no way associated with SportsQuest or involved in any of SportsQuest's current and future legal issues." (I'm not clear how everything was structured there, but I think the building with the indoor soccer field where we met last July was part of RISE) Now, the latest we hear is of a plan to break the venture into separate businesses ---- Events, Academy, & Membership, and to sell them. Stay tuned, as we sadly watch this project fall apart.

Another overly ambitious project that hasn't panned out, the State Fairgrounds up near Kings Dominion sounds like it may have found an investor that can take it out of bankruptcy prior to the March 7 deadline. They haven't named that investor, but have stated that if the agreement isn't reached by 5 p.m. on that date, they "will turn out the lights and hand the keys back to the lenders". Sounds like HARDBALL is underway all around the area, even though we're more than a month away from opening day of the pro baseball season.

The U.S. Postal Service's losses shot up to \$3.3 billion in the last three months of 2011, a tenfold jump from the same period a year before, as its customer base eroded with the continued growth of email and online billing. The cash-strapped agency recorded the loss during its traditionally strongest period, the year-end holiday shipping season, as declines in mail volumes outweighed growth in shipping. Along with the increase of the one ounce, First Class rate to 45 cents, they announce a plan to close a long list of Processing Centers. On that list are the centers in Norfolk, Roanoke and Lynchburg. The recently opened Richmond center out in Sandston (very close to the QTS Data Center where we just met) stands to gain some work (and jobs) as the mail from Norfolk will be processed up here.

Bank of America ended its line of credit with Wintergreen Resort, removing the resort's short-term borrowing resource, according to an official statement released by Wintergreen Partners, Inc. According to the statement, the bank "terminated" the resort's \$3 million line of credit because of the ski season's revenue shortfall, which caused the resort to violate parts of their agreement.

December and January's mild weather led to a \$2.5 million operating profit shortfall for the first part of the season. February continued to be warm, causing the resort to lose another couple of million in revenue. "Resort management is continuing to work closely with all its constituencies in order to most effectively deal with the challenges which the warm weather has presented to the Resort," said Rob Sullivan, the resort's CFO. Hard enough to run a ski resort with such a warm winter, and then your bank cuts your credit line. Ouch!

Regulators approved Capital One's \$9 billion acquisition of ING Direct USA, casting aside criticism that the deal would create the next too-big-too-fail banking behemoth. With the addition of ING's online banking unit in the United States, Capital One will transform into the fifth largest bank by deposits, from not presently even being in the top 10. The combined institutions will have more than \$200 billion in deposits, making it bigger than regional powerhouses like PNC and TD Bank.

The announcements didn't link the two events, but I'd be surprised if they weren't related, as Capital One announces that they are building 300,000 sq. ft. of additional space at West Creek. A 200,000 sq. ft. office building to be called West Creek 8; an 85,000 sq. ft. meeting and conference building; and a six level, 2,000 car parking deck. Hourigan has been named GC on the project, and is already underway.

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MEMBERSHIP CORNER

By Julie Mutchler , Membership Committee Co-Chair

Welcome to our newest members !

Daniel T. Baldecchi

Sales Team Leader
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David L. Smith

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Evan Bryant

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Christopher L. Duvall, FMP

Facility Manager
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Jim Trebour

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On behalf of the chapter board, "Thank You" to the following members for renewing this month.

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Thomas C. Wood

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New Member Spotlight

Evan Bryant

Regional Account Manager
North American Roofing



North American Roofing has now implemented recycling across the United States. Announced on Jan. 16, 2012, building owners, facility managers and property managers who care about their carbon footprint without increasing cost now have a choice in national contractors. In 2012 they plan to recycle more than 5 million pounds of membrane and 17 million square feet of insulation boards.

All single ply membrane and insulations can be recycled, Expanded Polystyrene Beadboard (EPS) Extruded Polystyrene (XPS), Polyisocyanurate (ISO) and Composite with adhered concrete or fiberboard insulation. According to the United States Environmental Protection Agency, 36% of what makes up landfills is construction waste. "Recycling construction and demolition materials conserves landfill space, reduces the environmental impact of producing new material, creates jobs, and can reduce overall building project expenses though avoided purchase/disposal costs." Kelly Wade, Exec. VP of Strategic Planning.

An industry average roof size of 50,000 sq. ft. of 2 ½" foam and EPDM when taken to a landfill produces 40,000 lbs. of debris, equivalent to filling three typical large community sized swimming pools. North American Roofing's most recent project recycled enough waste to fill 12 of those pools. North American Roofing's program contributes to the LEED core concepts toward certification. Construction waste is turned in to everything from picture frames, walking pads, equipment covers, artificial athletic fields, shipping material and much more. Their program support building owners' sustainability efforts, keeping non-biodegradable and bulky waste products out of local landfills. This is a win-win for North American Roofing and their customers. They are a family owned and operated for 3 generations, specializing in commercial and industrial roof replacements, repairs and preventative maintenance. North American Roofing is starting the largest Solar Roofing project in the US come March. The 1.8 million sq. ft. project will be with IKEA distribution center in MD. For recycling information, go to naroofing.com/recycle.



Sponsor Spotlight

Emerson Network Power / Liebert Virginia

Contact: **Rich Bralley** | General Manager, Sales
richard.bralley@emerson.com



Emerson is the global leader in enabling *Business-Critical Continuity*™ from grid to chip for telecommunications networks, data centers, health care and industrial facilities. Supported by a global network spread over 150 countries and backed by local service and support from more than 2,000 certified professionals, Emerson is uniquely positioned to provide systems and integrated solutions wherever our customers are located.

Innovation and efficiency are at the heart of the information technology industry. And a growing focus in every data center is energy efficiency to improve operations and reduce operation costs. Emerson Network Power understands the challenges of setting up the right infrastructure to support your business-critical data center operations and helps you respond to these issues and anticipate them by providing innovative solutions so you can concentrate on making your business grow.

Emerson delivers on the promise to provide data centers Efficiency Without Compromise™ by providing a path to optimize data center infrastructure around design, operating and management efficiencies through the utilization of cooling, power and monitoring technologies, supported by key local service-points honed by a global expertise. For more information, visit **EmersonNetworkPower.com**.

Service Opportunity

IFMA TO SPONSOR

REBUILDING TOGETHER – RICHMOND HOUSE



Through our generous donation last year from the proceeds of the annual golf tournament, our Chapter will be able to sponsor a house in this year's Rebuilding Together – Richmond program.

RT-R is a volunteer-based program that repairs and rehabilitates homes to help low-income elderly and disabled homeowners. This is a one day "blitz" held on Saturday, April 28, 2012, serving the community of Eastview, adjacent to the area we worked in last year.

Barbe has volunteered to be the House Captain again this year and will Chair this project. She is looking for volunteers to help on "project day". If you are interested in helping out, please contact her at 651-6885 or ifmarichva@gmail.com. There will be plenty of opportunities for skilled and non-skilled volunteers to help out that day. It is a great opportunity to give back to our community. Here are some things that we will be working on.

Repairing shed door
Install doorbell
Repair outside light
Paint shutters

Repair gutters and soffit
Repair ceiling tile in bedroom
Repair closet doors
Install GFI
Install deadbolts

Install smoke detector
Install fire extinguisher
Yard work
Install insulation in crawl space

IMPROVE YOUR GOLF HANDICAP

Since the IFMA annual golf tournament September 17th 2012 is months away we have a few tips to improve your game.

- Attend the Rebuilding Together work day Saturday April 28th, 2012 and just the "feel good" factor will take strokes off your game in September.
- Improve your focus as you focus on helping others is great preparation for "being one with the ball".
- Improve your "club head speed", as you swing the hammer rebuilding the living environment for someone who is truly in need.
- Improve your golf "ball address", as we address the needs of a Richmond Housing Community.

Incorporating these tips should take 10 strokes off your game in September and truly improve the lives of those we help. Come out and join Barbe Shaffer and the rest of the IFMA team as we make a difference to those who need our support. Its one day, as a team, we support our community and put to excellent use the money we donated. Please just go to the IFMA website event calendar and click on the April link to Rebuilding Together and all the registration information will be there. Looking forward to seeing you all there.

Tim Hume

Chairman— Golf Tournament

(Continued from page 3)

The Dept. of Game and Inland Fisheries will have a new home and, fittingly, will be in the Northlake Business Park near Bass Pro Shop and Creative. They will be leaving their dingy, 65,000 sq. ft. buildings on West Broad St. some time in mid-2013 for a new, two-story, 42,000 sq. ft. building to be designed by Baskervill and built by Kjellstrom & Lee, with site work by Timmons.

Following up on the previously reported item that Genworth had bought the adjacent Ramada Hotel is the news that they had donated all the furniture, bedding, linens, dishes, and equipment from the hotel to the CARITAS Furniture Bank. The 40 tractor trailer sized donation will enable CARITAS to serve more than 450 at risk families in our community. Kudos to Genworth for their generosity!

As they prepare to consolidate their operations into the former Circuit City HQ building, travel insurance firm Mondial changes it's name to that of it's parent company, Allianz Global Assistance at their two present locations, in Innsbrook (where Crystal Ozmar showed us through back in October of '08) and on Parham Rd. at Mayland Drive.

The U.S.Treasury is looking to alter the composition of pennies and nickels, as both of them cost more to make than their face value. And in the case of nickels, the value of the metal by itself is higher than face value.

In a victory for traditional bricks and mortar retailers, Amazon agreed to collect and pay sales tax on purchases made to Virginians, without being forced to do so with legislation. Other states have passed laws requiring the payments, and both Amazon and the Governor had been taking some serious heat for the exemption that had been offered to Amazon to get them to build their distribution centers down at Meadowville Technology Park in Chesterfield county. Now the playing field has been leveled.

Honeywell announces that they will invest \$27.5 million and add 50 jobs in expanding its Chesterfield advanced fibers and composites operation, which manufactures polyethylene fiber, a material used in military aircraft, bulletproof vests, helmets and other armor for soldiers and law enforcement agencies.

Car manufacturer Great Wall becomes the first Chinese auto manufacturer to open an assembly plant in the European Union, in Bulgaria. Apparently, it's now cheaper for China to manufacture in some parts of Europe than to manufacture domestically, as the world wide search for cheap labor continues.

Restaurants and retailers continue to try to expand their business by cutting into someone else's as Starbucks tests offering beer, wine, and "premium food items" at select locations in Georgia & Southern California. Closer to home, Target is remodeling three of its area stores to expand their grocery offerings by carrying "basic fresh produce, fresh packaged meats, and baked goods."

As an almost constant listener to public radio, I wasn't too happy when WCVE lost their signal in this area for about five days back in early February. Some good came of it, however, as I discovered IQ Radio at 92.5, with news around the clock, including some from BBC, so now I switch over there now and then.



A note from Craig Youst

Hello fellow IFMA leaders:

As the Senior Director of Global Real Estate and Facilities at Red Hat, my IFMA membership has been a very valuable source of education, information, and engagement in the industry.

As current President of the Greater Triangle Chapter of IFMA, I also experience the value of our membership on a local stage during the many Program, Community Outreach, and Networking events we have planned throughout the Triangle area for 2012.

One of the events I am most excited about can directly impact you and your Chapter. The Greater Triangle Chapter has partnered with IFMA National, Holmes Corporation, and Sandhills Community College to bring the FMP Credential to our area!

We have put together a package that includes lodging, instruction, instructional materials, breakfast, lunch, and other amenities to allow anyone in our industry to obtain an FMP Credential before Summer!

Please review the attached flyer for detailed information and also share it with your Chapter membership. Based off similar arrangements throughout the country, we are expecting this opportunity to sell out quickly at 30 total participants.

Please contact Carrie (Holmes Corporation - cc'd), Alan (Sandhills - cc'd), or me directly should you have any questions. Otherwise, thanks for sharing the word regarding this fantastic opportunity for your Chapter participants to broaden their facilities management knowledge!

--

Craig Youst

Senior Director, Global Facilities & Real Estate Red Hat - www.redhat.com

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IFMA FMP Credential Program™



Build your facility management career on a solid foundation. Enroll in Sandhills Community College's FMP® Course

Designed to help early to mid-career and transitioning facility management professionals gain the knowledge and skills demanded by today's employers and earn the FMP credential.

By enrolling:

- Enhance knowledge and skills
- Expand your professional network
- Gain access to expert instructor
- Ensure you meet your FMP goals

COURSE INFORMATION

OPERATIONS AND MAINTENANCE	MAR 19-20	8:30 AM - 5 PM
PROJECT MANAGEMENT	MAR 21-22	8:30 AM - 5 PM
FINANCE AND BUSINESS ESSENTIALS	MAY 7-8	8:30 AM - 5 PM
LEADERSHIP AND STRATEGY ESSENTIALS	MAY 9-10	8:30 AM - 5 PM

**PINE NEEDLES RESORT AND COUNTRY CLUB
1005 MIDLAND ROAD
SOUTHERN PINES, NC**

4 COURSES - \$4,500, 3 COURSES - \$4,000, 2 COURSES - \$3,200, 1 COURSE \$2,500
Rates include lodging, instruction, instructional materials, breakfast, lunch, breaks, and meeting rooms.
Dinner will be at participant's expense.

To register or for more information, contact:
Alan Duncan (910) 695-3769 or Patrilla Quick (910) 695-3937
duncana@sandhills.edu or quickp@sandhills.edu

or visit, www.sandhills.edu/coned/professional-development/index.php

Sandhills Community College wishes to acknowledge and thank the Greater Triangle IFMA Chapter (Craig Youst) and Holmes Corporation (Carrie Dahl) for their support and assistance with providing the FMP Certification Program.

FEBRUARY MEETING REPORT

by Bud Vye, CFM

Despite a postponement from our usual 2nd Tuesday to the 3rd Tuesday of the month, in order to avoid Valentine's Day, a decent turnout of 52 found their way to the huge (210 acre, 1.3 million sq.ft.) **Quality Technology Services (QTS)** complex down in Sandston by way of either Rt. 60 or Portugee Rd. on the 21st. Once inside, we were escorted down the long hall and into the equally huge (and high ceiling) lunch room where the group was scattered about enjoying conversation along with a nice selection of hors d'oeuvres, wraps, and soft drinks provided by **Thyme Out**. After some good networking, with a lot of new faces in the room, **President Jeff** convened the assemblage, recognized the new attendees, and called upon Sponsorship Chair **Elizabeth McKinney** to recognize the evening's Sponsors.



First up was **Edmunds Waste Removal**, represented by **Susan Edmunds** (whose husband was also present to assist her), as they had come up from Dinwiddie with a full fledged, trade show caliber display. Not your usual PortaJohn outfit, they also have some luxury restroom trailers (as Susan put it, "as nice as the restrooms in your homes") for outdoor weddings, corporate events, and other functions where you might have VIPs, or a need to have nicer facilities with stalls for females, as they nicely provide in their Porta-Lisa series, as you might expect from a firm owned by a woman. 804 478-4688 or www.edmundswasterremoval.com if you should ever need them.

Next was **Joe Irvin**, representing **Atlantic Constructors** (who we've had as sponsors previously), who stepped up humbly and stated "nothing fancy here, just your top flight Mechanical Services outfit who can handle all of your HVAC needs." "If you have to call Susan because the water is off to one of your major buildings, maybe you'd better call us next, so we can get the water back on." They're at 804 523-8782 or www.atlanticconstructors.com

Finally came **Rich Bralley** of the **Liebert Division of Emerson**, who stated that his firm has installed the numerous Computer Room HVAC and UPS units that we will see as we tour the premises, and that he will be along if we have any questions about that equipment. He also stated that he would also be standing in for our 4th sponsor, **Whiting-Turner** Construction, who was doing a lot of work in this facility, but unable to have a rep present this evening. Rich's number is 804 747-6030

Sponsors duly recognized and thanked, the president called upon our hosts for the evening, and introduced **James Swope**, QTS's General Manager for the Mid-Atlantic Region. As he was welcoming us, **David Robey**, their VP, Facilities for the Mid-Atlantic was attempting to get a brief PowerPoint presentation hooked up and rolling. It didn't cooperate, however, so after a very brief delay, both of them smoothly shifted into manual mode, with James relating that we were in a 1.3 million sq. ft. complex that had opened in 1997 as White Oak Semiconductor's state of the art, D-RAM chip wafer manufacturing facility, built in 18 months, as they were in a race with another firm to get into that niche of the market. Later becoming Infineon, and then Qimonda, who sank under the combined weight of world-wide chip manufacturing over capacity and the financial recession of '07 & '08. It was acquired in April of 2010 by QTS, who is a national provider of data center solutions and fully managed services for enterprise businesses. The services they provide include Custom Data Centers, Colocation and Cloud Services. With 12 locations (including another big one in the Atlanta area) in seven states, QTS operates and manages more than 3.1 million sq. ft. of secure data center infrastructure supporting more than 600 customers.

With that introduction, we broke into two groups, one to go with James, and one with David, each with a couple of other QTS staff as assistant tour guides. With David's group, he gave us a brief preamble that we were starting out into Data Center I, and that as we went along we would be going back further in time, with the first space we saw being the furthest along in the transition from semiconductor manufacturing to data center, until what we saw would be just cleared space awaiting customers and their requirements.

Presently 245,300 sq. ft. in the three Data Center buildings is in operation, or being readied, with about 500,000 sq. ft. available. The first room we visited was 12,000 sq. ft. for one customer, and we got a look at the high level of security which is the standard here --- finger print recognition to enter the “man trap” (only one door to it can be open at one time), then an iris scan of your eyeball to open the 2nd door. Once in, we saw 2 foot high raised floor throughout and David raised one tile so we could see that the slab beneath had been trenched out to accommodate the chilled water line, which otherwise wouldn't fit and would obstruct the air flow. One room we toured had a 4 ft. raised floor, as the chilled water line was installed over the existing slab that had not been trenched. Every room we visited had extensive cable tray overhead and lots of megawatts of power supply, which appeared sufficient to handle anything a customer might want to bring in. All the equipment we saw belonged to the customers, although QTS was capable of providing it, if the customer desired.

The next room we went into was 23,000 sq. ft. where a customer had a number of servers lined up in rows, with extensive cable tray overhead. This customer had 15 – 20 staff on site, and we viewed their room through the window of a very nice meeting room, in typically secured space, that could have passed for a board room at a number of companies. The window we looked through was gas filled, and someone figured out how to close off the vision (as though you would be pulling the shade down) as you might if you were having a meeting there.

Then we went back in time, upstairs, through the former “gowning area” where we would have had to don gowns (clean, white suits) before crossing the bridge and entering the clean room environment of the 100,000 sq. ft. 300 mm wafer fabricating plant. This room has been totally cleared (the fabricating equipment was bought by Texas Instruments and moved to Texas after Qimonda closed) and is now the Data Center II building, waiting to be built out for future customers.

We then made our way back to the entry area, all thoroughly impressed with the high quality of the construction throughout, on which White Oak had spent over \$1 billion back in '97. High security throughout, and an exterior upgrade to it underway observed as we drove in and out. Two power services from Dominion coming into two substations on the 210 acre site which has room for considerable future expansion, if ever necessary. Even with the

redundant power supply, the UPS systems (which I believe are good for 7 or 8 minutes) got a good test and functioned nicely when the power went down last August during Hurricane Isabel, (for the first time in 13 years) and continued to function as the generators transitioned in and provided power for 7 or 8 hours until Dominion got the power restored. Weight bearing capacity of up to 350 lbs per foot should certainly be able to withstand any equipment a customer might bring in, as well as any earthquakes that might come along.



All in all, a very informative and educational evening. Big **THANK YOU's** to **James Swope & David Robey** for hosting us and showing us through; to **Edmunds Waste Removal, Atlantic Constructors, Liebert Division of Emerson, & Whiting-Turner** for their sponsorships; and to Programs Chair **Matt Sobel** for putting another excellent one together.





Here's an update on VCU's Energy & Sustainability Conference, <http://www.vsb.org/vcu-esc2012/>, to be held at the Greater Richmond Convention Center May 1 & 2. There will also be a golf tournament held at the exclusive Hermitage Country Club the day before on April 30th that will benefit scholarships to the School of Business and School of Engineering.

The focus of the Conference will be on building owners and their energy & sustainability strategies and Best Practices. There will be

an emphasis on the business/financial metrics that are impacted, such as reduced energy spends, financing of projects, increased productivity & employee retention, reduced absenteeism, etc. So we believe commercial real estate owners & facility professionals would be very interested in this subject, and would be great candidates for speakers. The following Breakout Sessions will be presented in the Commercial Real Estate Track. The sub-committee managing this Track is looking for speakers, so if you have an interest in any of the below topics please let me know or Barbe Shaffer, ifmarichva@gmail.com ;

Breakout #1: “Should We Invest In This Property”

- “Learn how senior leaders make sustainability investment choices for individual properties and groups of properties. How do they measure their return on investment and other considerations before investing in sustainability solutions”

Breakout Session #2: “How to Align Sustainability Incentives”

- “Whether you're the Tenant, Owner or Property Manager we'll discuss how organizations create sustainability incentives. If you're the Tenant, how to get your building owner to implement sustainability strategies. If you're a building owner, how do you get credit for sustainability activities and/or how to respond to tenants looking for certified sustainability space.”

Breakout Session #3: “How to Operate a Sustainability Property”

- “Organizations have different business models and different organizational structures (one sustainability director versus multiple sustainability managers). We'll discuss pro's ad con's of models and how to be effective in either approach.

Breakout Session #4: “Benchmarking & Accreditation”

- “What data do you want to capture and how best to use it? Our experts discuss this and what standards of certification should you focus on?”

Breakout Session #5: “Best Practice Sharing”

- “Panel of experts representing Directors of Sustainability & Energy Managers share their best practices in sustainability strategy, implementation and measurement”

On the evening of May 1st there will be an Awards Dinner recognizing organizations for their sustainability efforts. To be considered please forward an Executive Summary of your organizations efforts to Barb Saffer and she'll make sure to get it to the Commercial Real Estate Sub-Committee for consideration.

In addition to the Commercial Real Estate Track there will Tracks covering other vertical markets;

- Manufacturing
- Healthcare
- K-12 Schools
- Higher Education
- Local/State/Federal Government (includes waste water treatment facilities)



The Richmond Chapter of the International Facility Management Association

**Richmond Chapter of IFMA
March Meeting
Tuesday, March 13, 2012**

**Economic Outlook Panel Discussion
4198 Cox Road
Glen Allen, Virginia 23060
Parking: Lot**

Join our wonderful panel for an extremely informative meeting. This distinguished group will revisit the current business climate and discuss where we've been and where we may be heading. Our panel will review the current economic environment and outlook for us locally, regionally and nationally.

Our panel will be comprised of:

Raymond E. Owens, III, Research Advisor and Senior Economist with the Richmond Federal Reserve. Ray has been on the research staff since 1983. He is also a member of the Bank's monetary policy group. Ray focuses on analyzing national and regional economic conditions. He holds degrees in Economics from Virginia Tech

George Peyton, Vice President of Government Relations of Retail Merchants Association and the Virginia Retail Federation, the lobbying arm of the Retail Merchants Association and the Retail Alliance of Hampton Roads. He served as President of Berry Burke and Store Manager for Miller and Rhoads. In 2007 Governor Kaine appointed George for a four year term to the Litter and Recycling Fund Advisory Board. Prior to graduating from VCU, George served four years in the U.S. Air Force and one tour of Duty in Vietnam.

Renee Chapline, Executive Director of Virginia's Gateway Region, a regional economic development organization which serves the cities of Petersburg, Hopewell, Colonial Heights and the surrounding counties. Renee joined the region with more than 15 years experience in global business development, marketing and communications. Under Renee's leadership, Virginia's Gateway Region has been recognized by several Economic Development groups including the IEDC in 2006 for Outstanding General Purpose Website, and in 2008 for "Top Deal in the Country" by Site Selection Magazine for the Rolls Royce Engine facility in Prince George County. Renee has also served as an economic development ambassador for Virginia in Asia, India and many parts of Europe.

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**LINGERFELT
DEVELOPMENT**

PROGRAM

**5:30 - 6:30pm Social Hour
6:30 - 6:45pm Chapter Business
6:45 - 7:30pm Panel Discussion and Q&A**

RSVP by Thursday, March 8, 2012

Simply e-mail Barbe Shaffer at

ifmarichva@gmail.com

or register on our website at

www.ifmaraichmond.org

**and pay by PAYPAL or credit card at the
door**

**Be sure to include your guests name and
company**

Members: \$10.00

Non-Members: \$25

No Shows will be billed

March Meeting

**Economic Outlook Panel Discussion
4198 Cox Road
Glen Allen, Virginia 23060**

**Tuesday March 13th
5:30—7:30 PM**