



IFMA News

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

March 2013 Issue

THE PRESIDENT'S MESSAGE...

Celebrating Our 28th Year



Matt Sobel has pulled together a great set of programs and venues so far this year. The first two had a recreation theme – the **VCU Cary Street Recreation Center** and **Uptown Alley** in Midlothian. Uptown Alley is a very impressive facility. It is certainly much more than a bowling alley. Read more about it in Bud Vye's write up in this newsletter.

On March 12th we are headed to **Allianz Global Assistance**. Allianz has renovated Circuit City's former Deep Run headquarters building. Those of you who toured Allianz's (was called Mondial at the time) Lakebrooke Pointe facility a couple of years ago will recall an office environment that reflects Allianz's culture: *"High Energy. Fun. Compassionate. Involved. Diverse. Innovative."* This building promises to be more of the same, but on a much larger scale.

Switching gears, I would like to introduce to you a new feature on our website and a new benefit to both our professional and associate members. It is a downloadable and printable **Vendor Database** comprised of associate members. It is organized and sorted by vendor category – 39 industry verticals in all. Each company entry includes the company name, IFMA member contact, phone number, and hyper-linked email addresses and websites. Here is a link to the appropriate page on our chapter website: <http://ifmarichmond.org/community/vendor-database.aspx>. You can also navigate to it from the homepage by clicking the Community tab.

The professional facility managers on your board agreed it would be helpful to make this list of vendors available and easily accessible. Facility managers often face a need without knowing where to readily turn for help. Furthermore, they agreed that it makes sense to seek advice and support from their IFMA colleagues whenever possible. The board also felt this database provides a low key and unobtrusive way for our associate members to promote their goods and services to our full membership. We hope you agree! Check it out.

Please join me in thanking Jeff Bradley and Barbe Shaffer for spearheading this project! Barbe, in particular, spent a lot of time reaching out to associate members to make sure we had accurate contact information. By the way, Barbe will be updating this database every couple of months, so contact her to report any additions, deletions or changes.

As you will recall, we launched a new **Annual Sponsor Program** in January. See page 13 in this issue of the

M E E T I N G

March 2013 Meeting

Date: *Tuesday, March 12, 2013*
Time: *5:30 pm*
Place: *Allianz*
Program: *Project Presentation*
Cost: *Members \$10 Guests \$25*
RSVP: *By Thursday March 7, 2013*

Next Board Meeting:

Date: *March 5, 2013*
Time: *4:30 p.m.*
Place: *Markel Bldg. 4600 Cox Road*

Next Membership Meeting:

Date: *April 9, 2013*
Time: *5:30 p.m.*

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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, Retired CFM

Interesting meeting at Uptown Alley brought out several members I hadn't seen for a while. Hal Downing noted that he had to make this one, since it was being held in his neighborhood. I had seen Rob MacIver since he returned to the area, but he probably would have gotten the prize for shortest trip to the meeting as he claimed it only took him two minutes from his home in Brandermill. Rick Hughes in the area on meeting night for the first time in a while, as he's been working everywhere but here as satisfied customers offer him jobs in distant locales. He was keeping one eye on the TV's covering the manhunt in the San Bernardino mountains, as he has an Aunt and Uncle who live in that area. Turned out that they were safely well out of the line of fire.

Charles Trice on crutches, but I didn't get a chance to get across the room to ask him why. Hope he's off of them by next month, when we'll have a much larger building to tour. Got a surprise when Bob Thompson reported that he was no longer with Colonial Webb, but had replaced his son with Circle Safety & Health Consultants after the son had taken a job up in the Baltimore area and moved up there. Bob Borchers conspicuous by his absence, until I realized that the Wahoos had a home basketball game that night, which is where he would be as a supervisor of event staff at the JPJ Arena.

Pleased to see the smiling face of Susan Orange (one of our speakers at both the Markel Conference Center and Snagajob meetings in April & August of last year) in MetroBiz as she is named an associate principal at Baskervill.

But very sad to note the untimely death of Charles Peters, after a fall while on vacation in Florida. Charles was the speaker on the Richmond Downtown Plan at one of the Chapter's very early meetings back in January of '85, when he was the City's Director of Planning.

Seems like a monthly item to report a new craft brewery getting ready to open in the area. This month its Strangeways, in a building at 2277 Dabney Road, just across the street from Loveland Distributing.

Also, seems with increasing frequency to have to report another foreclosure on a hotel. This time its the Marriott on Dominion Boulevard, where I'm used to going once a year for the CarMax annual meeting, and the Embassy Suites near Broad & Glenside is reported to be heading that way in April. All of these hotels have seen their assessed values plummet in the last five years, so that a number of them are underwater on their loans. The 282 room former Holiday Inn, then Crown Plaza West, (just west of the Home Depot, and just east of the Altria headquarters) has just changed hands for the rock bottom price of \$2.5 million. New owners are from Portland, Oregon and the place is now called the Richmond Magnuson Grand Hotel and Conference Center. No matter what they call

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it, must be more rooms than the market can support out West Broad St.

A couple of big, new projects moving forward as WalMart is putting in a small sized (for them) 90,000 sq. ft. store, plus 50,000 – 60,000 sq. ft. of small retail around it, on the remaining open space at Reynolds Crossing. Henrico has now approved the project, after months of opposition by the neighbors. Construction should start next month, with an opening scheduled for Spring of next year. Like a lot of the opponents of the project, I wonder why they didn't take the closed KMart site, which lies diagonally across the intersection, and have themselves a full sized store.

Having seen the results of the WilliamsMullen building (which we visited back in November of '10) on a small, downtown site, a Chicago developer called Clayco, is planning to build a similar tower between 15 and 21 stories high (depending on tenant interest) on that irregularly shaped site that Dominion now uses for parking on East Cary between 8th & 9th. Anchor tenant in the building, which will be called Gateway Plaza, will be McGuireWoods, who has signed a lease for 8 floors (217,000 sq.ft.). Their plan is to move their 640-plus attorneys and support staff from 9 floors (244,000 sq.ft.) in One James Center when their lease is up in August of '15.

Nine firms, including our own Dominion, have expressed interest to the federal Bureau of Ocean Energy Management in bidding to put windmills in the designated 133 sq.mile wind development area 27 miles off the coast of Virginia Beach. Lots of discussions before this area was designated, since its in one of the busiest areas of maritime traffic off the east coast. It'll be interesting to see how quickly this development goes forward, as current projections estimate the 2016 cost of such generation at about 24 cents per KWH, while I'm currently paying only 11.6 cents at my house, as much of Dominion's power is being generated by much cheaper coal and nuclear.

The huge 504,000 sq. ft. hotel (they were called barracks, when I was in the Army) with 1,000 rooms, which we saw under construction when we visited Fort Lee back in May of '11 is now completed and open. Each room has a 32-inch, high-definition flat screen TV with Blu-ray, which is apparently standard throughout the Army, along with a kitchenette, Wi-Fi, an ironing board and a hair dryer (I never needed one of those), just like you would find in most private-sector hotels. The hotel is currently operating at about 68 percent occupancy but that rate will swell as we get closer to the summer. The average stay is about nine days, with the longest stay being about three months. The facility is operated by the Army, but Fort Lee garrison commander Col. Rodney Edge said that could change. "It hasn't been decided yet whether the management would be contracted out," Edge said. "If you look around the Army, there are quite a few that are run that way." The hotel has been a source of concern to the Petersburg area hospitality industry, which for years has contracted with the Army to house overflow soldiers from Fort Lee. Too early yet to tell the effect on their business, but its obvious it will put a serious dent in it.

The Richmond Indoor Sports Experience, better known as RISE, has struck a deal to be acquired by XL Sports World, an Orlando-based firm that operates indoor athletic complexes and organizes international sports travel. You may recall that was a RISE facility we met in when we were out at SportsQuest back in July of '11, as they were partnered with SportsQuest at that time. Seeing trouble ahead, they had bailed out and severed all ties prior to SportsQuest's bankruptcy and foreclosure commotion, so they came out of it in one piece. Now, if you go back to where we met, you will see the XL name on the building, which hosts 250 adult and youth teams, mostly soccer, during its peak season, in a similar operation to that of SCOR over here along I-95. One of the biggest changes that will come with new ownership will be renovations to RISE's two turf fields, as they plan to spend \$300,000 to give the fields a makeover with new turf, boards and all the trappings.

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CAREER RESOURCE

By Carla Strothers-Durr

For the listing of jobs in our area and nationally,
please refer to www.ifmarichmond.org/professional-development/career-resources.aspx

Operations Manager

ServiceMaster Services, Inc. is the largest locally owned and operated janitorial services firm serving the Richmond metropolitan area and one of the largest ServiceMaster Clean janitorial franchises in the country.

We are seeking an Operations Manager with responsibility for managing a portfolio of accounts and a staff of 60-80 employees. This position will report to the Vice President – Operations and be a member of the company's leadership team.

The successful candidate will have demonstrated expertise in hiring, training, leading and managing hourly workers across multiple work sites. In addition, he or she will have strong customer relationship management, problem resolution, and organizational skills.

If you are interested in learning more about this opportunity, please contact Tom Wood at twood@svmservices.net.

Visit our Local Chapter Web Site
www.ifmarichmond.org
Registration is required for "Members Only" benefits
Put it in your Favorites Folder right now

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newsletter. So far, three companies have made commitments. Valcourt Building Services and ServiceMaster Services, Inc. have signed on as Gold Sponsors. Facility Engineering Associates is a Silver Sponsor. To learn more about this opportunity contact our Sponsor Chairperson Elizabeth McKinney. You may also visit our website: <http://ifmarichmond.org/sponsors/become-a-sponsor.aspx>.
Your President,

Tom Wood

A Note from your Professional Development Committee

As we look ahead in 2013, we are looking to provide more professional development opportunities, including IFMA credential courses. We value our members input and are sending you this survey to get your feedback on what types of professional development activities appeals to you. We are planning an IFMA credentials course this year and are considering a Certified Facility Manager (CFM) Review course, or the Sustainability Facility Professional (SFP) course based on the level of interest. If you are not familiar with these credentials, please visit <http://www.ifmacredentials.org/> prior to taking the survey.

Here is a link to the survey:

<https://www.surveymonkey.com/s/IFMA-richmonddevelopmentsurvey>

For your participation in this survey, your name will be entered into a drawing for a chance to win a \$25 Visa card.

How to Register for an IFMA event on our Website

Here are step-by-step instructions on how to register on line for an IFMA event, whether it be for a membership meeting, the golf tournament, or a special event sponsored by IFMA.

Go to our website: www.ifmarichmond.org

Click on **IFMA Events / Calendar of Events**

Click on the **date of the event** on the calendar

Click on **Register**

Complete the **Attendees Information**

Click on **Register**

If you are **Prepaid** or will be **Paying at the Door**, that's all you have to do. You will get an e-mail confirmation.

If you are using **Paypal**, you will be directed to the payment page.

Select **Pay by PayPal** and complete the information on the payment page.

If you were invoiced for a previous event and would like to make a payment through Paypal, follow these directions:

Go to the bottom of the calendar page: **"Payments for Prior Meetings"**

Select appropriate **registration fee** you are paying

Insert the **invoice number**

Select **Buy Now**. You will be directed to the payment page.

Select **Pay by PayPal** and complete the information on the payment page.

If you have any questions or need additional help, please contact Barbe Shaffer, Chapter Administrator, at ifmarichva@gmail.com

Going Green: How a Leased Office Space achieved Sustainable Operations without Certification

*Maureen Roskoski, REPA, LEED AP O+M (Corporate Sustainability Officer, FEA)
Beth Borowski, CFM (Director, Facilities and Support Services
Facility Management, CNA)*

Often a single commercial office building is composed of multiple tenants, posing special complications for tenants within the building who are interested in implementing sustainability and energy efficiency practices. CNA is one of those tenants which leases 75% of a 215,176 square foot commercial office building constructed in 2000 located in Alexandria, Virginia. Since they are a tenant in a building, they are not able to achieve building certification such as the Leadership in Energy and Environmental Design (LEED®) rating system. There is a LEED rating system for tenants, the LEED for Commercial Interiors (CI) rating system, but this is achieved during tenant build out and is not an ongoing operational certification. The strategy at CNA was to use their leverage as a main tenant to influence property management to improve energy and sustainability with the building infrastructure and to improve in the areas that they control. To help them in this effort, Facility Engineering Associates (FEA) was hired to perform an energy and sustainability audit. The assessment provided CNA with a strategy to promote their existing sustainable practices and help to improve in the area of sustainability and energy efficiency.

ENERGY MANAGEMENT

Energy consumption was a particular challenge for this facility due to a data center and unique challenges from a secure facility. When the building's energy consumption was benchmarked, they were using approximately 41% more energy than the industry average. When the data centers energy usage was taken into consideration, we estimated that the building was 7% above industry average (based on a 50 watts/sf assumption for the data centers). FEA's energy audit identified several no-cost/low-cost projects, which CNA implemented first, as they provided a quick return on investment. But we also worked to develop energy conservation measures for the data center, which represented approximately 9% in energy savings with an average pay-back period of 3.6 years.

The majority of the projects that CNA implemented were focused on optimizing the operation of their building through their existing energy management system. CNA did face some challenges in implementing energy conservation measures and reducing energy consumption including budgetary restrictions, employee resistance, and having to work through their property management company. Some of the items related to building operations were easy to implement and supported by the landlord since most were no cost or low cost. But implementing changes in the data center proved to be more challenging and is still ongoing.

WATER EFFICIENCY

In 2008, the CNA Headquarters used low-flow water closets and urinals, but the building faucets still contained high-flow 2.2 gpm aerators. A good benchmark for plumbing fixture efficiency is the water use baseline established by the USGBC, which FEA used to calculate CNA's water use baseline and the building's actual plumbing fixture water usage.

Below is a list of the projects implemented or budgeted for at CNA:

Monitor sub-meters for irrigation system	Replacement of existing 2.2 gpm aerators with 0.5 gpm low-flow aerators in kitchens
Budgeted for the installation of rain sensor controls for irrigation system	Replacement of existing 2.2 gpm aerators with 1.0 gpm low-flow aerators in lavatories

Implementing water conservation measures and reducing water consumption at CNA were relatively easy and went unnoticed by employees. The landlord worked with CNA to quickly install the low-flow aerators with no negative employee feedback. Additionally, the landlord was able to obtain several years worth of sewer credits by requesting a refund of all wastewater charges for the lawn irrigation system and portions of the cooling tower.

MATERIALS & RESOURCES

CNA has established various recycling programs to reduce the amount of waste generated by the company. These efforts include paper, newspaper, magazines, glass, aluminum, and plastic. CNA also offers battery, cell phone and toner cartridge recycling for business and personal use.

Below is a list of the projects implemented or budgeted for at CNA:

Upgraded recycling program to include newspaper and magazines.	Removed Styrofoam cups from entire facility and gave employees re-usable cups
Increased number of recycling bins	Eliminated printers and copiers and replaced with multifunction machines
Required caterers to eliminate plastic plates and cups	Reduced bottled water consumption

Challenges in this category are ongoing and are related primarily to employee education. CNA has addressed employee concerns but we are still struggling with acceptance with some employees.

INDOOR ENVIRONMENTAL QUALITY

The Indoor Environmental Quality category encourages practices that optimize the environmental quality for the occupants of the building. During the assessment, FEA discovered that CNA and its Contractors were already doing things to encourage comfort and productivity.

Below is a list of the projects implemented or budgeted for at CNA:

Uses Green Cleaning Products and Equipment	Uses Integrated Pest Management Techniques
Installed Entryway Mats	Conducted Training for Personnel

This is the low hanging fruit as we've come to know the term and there were no real challenges. Green cleaning products and equipment and integrated pest management were easy to implement and had the support of the landlord.

CHALLENGES OF BEING A TENANT

Challenges of being a tenant may seem obvious, but are nonetheless difficult. CNA has had to work with their landlord to implement most of the changes, in particular, those having to do with building operating systems. As the tenant, CNA had little or no control over when or how things are done and doesn't always receive feedback from the landlord as to what the landlord is willing to do. It's a continual process for CNA to stay updated and ensure the building is operationally sustainable. Fortunately, CNA's landlord was receptive to many of FEA's recommendations and was willing to work with CNA as long as the changes didn't involve substantial cost.

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Always get some interesting items out of the sports pages. This month its the revelation by Interpol that so many of the European soccer games have been fixed, as the influence of the gamblers has apparently become pervasive over there.

Then comes the news that the International Olympic Committee (now there's a gang with a pretty low approval rating) is pretty solidly behind dropping Wrestling as an Olympic sport beginning with the 2020 Games. Never mind that that is one of the founding sports of both the ancient and modern Games. Their matches haven't been selling enough tickets at the recent Games, so under consideration to replace them are sport climbing, roller sports, wake boarding, and wushu (whatever that might be). I'm not making this up! And Florida Atlantic U down in Boca Raton is moving up the ladder in Division I football, and has just sold the naming rights to their football stadium to GEO, "the world's largest provider of correctional and community re-entry services", for \$6 million. I'm sure that anyone considering privatizing their prison will be influenced by seeing a game at GEO Stadium.

The Strawberry Hill Races, which had some connection to the State Fair and got tangled up in its bankruptcy, now have new owners, who announce that they will hold the event in the Fall (for this year only) at a location yet to be announced, and will also be conducting the Camptown Races, also without stating where or when. As Jackie Vernon, one of my favorite comedians, used to say, "Could you be a little more vague?"

The Pryors who built Dover Hall out on Manakin Rd./Rt. 621 next to the Deep Run Hunt Club (and not far from Hermitage CC) would like to get some new owners for their 32,000 sq. ft. English Tudor mansion with 16 full and 15 half bathrooms. After building the place for about \$12 million at the height of the dot com bubble in '98 -'99, they first listed it in '07 at \$11.5, and have reduced the price several times since, the last ad I saw being for just under \$6 million. Still no takers, so now they have taken it off the market and applied to Goochland county for permission to use it as a venue for weddings, business meetings, film productions, and other special events to try to generate some revenue and keep the place from bankrupting them. Meetings with the county coming up so we'll see how they make out.

Another slow developing process as the Justice Dept. finally files civil fraud charges against Standard & Poor's for false ratings on mortgage backed securities contained in packages called Collateralized Debt Obligations. The CDO's were Triple A rated and then promptly went sour back in the '04 to '07 time frame. Settlement talks broke down when Justice was asking for \$1 Billion and S&P was offering \$100 million, so its off to Federal District Court in California. Part of what's taken so long is that there are really no Criminal statutes to charge these people with violating, so the Prosecutors have to get creative and find Civil statutes that have been violated.

Same thing has been true in the Justice Dept. case against the British based HSBC, which was just settled with the bank paying a \$1.9 Billion fine (about 5 weeks profit for the bank), but with all the perpetrators skating away clean, without paying one dollar, or spending one day in jail. All they did was knowingly launder money for an unsavory list of groups including the Mexican drug cartel, Hezbollah, Al Qaeda, Russian gangsters, and to help Iran, North Korea and Sudan avoid sanctions. As Matt Taibbi, today's #1 investigative reporter, who writes for Rolling Stone, titles his report on this case "Gangster Bankers: Too Big To Jail". Somethin' ain't right!

MARCH MEETING REPORT

by Bud Vye, Retired CFM

A clear and cold winter night on Lincoln's Birthday saw 65 find their way to the Uptown Alley facility for our February meeting. Just a short distance southwest of the Rt. 360 interchange on Rt. 288, it has a Brad McNeer Parkway address, and you can't miss it as you come off on the Commonwealth Parkway exit, with its 30 foot high bowling pin on top of the building. Spectacularly lit at night, our group entered and went up to the 2nd floor to check in and assemble over behind the furthest to the right of the upstairs lanes. A nice selection of wings, sliders, veggies, and cookies on tables, with waitress service for beverages (two tickets per attendee) made for a very nice atmosphere for the networking period. At length, and with some difficulty, President Tom Wood got the group's attention and convened the meeting. Ambient noise and lack of amplification made it difficult to hear as Tom recognized one new member and a number of new guests in attendance. He then called on Programs Chair Matt Sobel, who announced our upcoming meeting at Allianz, which I've been awaiting for some time as I spent eight good years working in that building. Barbe Shaffer was then called upon to announce this year's Rebuilding Together project, which is April 27, and for which she still can use a few good workers, not necessarily highly skilled.



Business concluded, Tom introduced **Brent Graves of Taylor & Parrish Construction**, the GC on the project, our host for the evening, as well as being the meeting's sponsor. Though difficult to hear him, Brent gave an interesting presentation of a difficult project owned by Uphoff Ventures. Some will recall they had a chain of gas station/convenience stores under the **Uppy's** name, in this area, until they were acquired by Circle K. Leaving that business, they turned to a \$20 million development on this 13 acre site in 2011 only to find much of the site contained "shrink swell" soil. They began sitework in

June of that year, with Balzer and Associates handling the Civil Engineering, to remove and replace 80,000 cubic yards of unsuitable soil at considerable expense, so that building construction could begin in November. BOB Architecture (Bob Steele & Terry Wyllie) had designed this two floor, 57,000 sq. ft. building on six acres of the site, with the remainder designated for other development.



With 24 bowling lanes on the first floor and 14 upstairs (these being much differently lit, with a much lower level of lighting except for the far end of the lanes, where the pins are, which are very brightly lit). The lanes are of a plastic laminate material with long time industry stalwart Brunswick providing the pinsetting equipment as well as the pool tables which are installed behind the 2nd floor lanes. With the objective of making this an all around entertainment center, rather than just a bowling alley, league play (the bread and butter of the traditional bowling alleys) has not been encouraged, in favor of ac-

commodating family groups. We saw several of these present on this evening, as temporary rails were set along the sides of their lanes so some very young bowlers were able to keep their balls out of the gutters as they attempted to muster enough push to propel them down to the other end where the pins were.

After the presentations, where Brent was assisted by **Bill Gillespie** and **Chris Harrell** of his firm, we broke into three groups to tour the entire building, with each of them guiding a group. The building portion

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Volunteer Opportunity

Saturday April 27th

IFMA TO SPONSOR REBUILDING TOGETHER – RICHMOND HOUSE LOOKING FOR VOLUNTEERS

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 27, 2013, serving the community of Greater Fulton.

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 (whether for a couple of hours or all day). It is a great opportunity to give back to our community. Here are some things that we will be working on.

- Repair railing at walkway
- Repair front porch flooring
- Replace gutters
- Replace back door
- Some electrical (repair light fixture, install GFIs)
- Secure loose toilet
- Repair window in bathroom
- Replace kitchen faucet
- Repair kitchen counter
- Yard work

The Importance of Proper Building Maintenance

Posted on December 27, 2012 by American Facility Service

The role of a property manager or owner is to ensure their building is maintained to preserve the asset and protect the building occupants. Not only will regular, proper maintenance make the building a healthy and safe place to work or live, but resale values are higher for properties that keep up with regular maintenance.

Buildings are an important element in our world. Not only do they provide us with shelter, an environment to live, work and play, they also protect us from the outside elements. Humans spend nearly ninety percent of our lives inside buildings. Living and working in a safe and well maintained property is essential for most people. Property managers interested in keeping tenants long-term will invest in timely building maintenance and repairs.

Because a commercial facility is exposed to all kinds of weather changes – rain, the beating down sun, wind and other natural elements, over time, these natural occurring events have an adverse effect on roofs, windows, doors, paint, wood and other building materials. Paint begins to peel, doors warp, roof leaks – if left unattended, interior walls, floor coverings and ceilings can be damaged causing costly repairs. Additionally, tenants belongings can be damaged by a building that is in disrepair. Periodic inspection and maintenance of the roof, walls, gutters, drains, and foundations is an investment in controlling interior conditions as well as in preserving the building itself. A regular schedule for maintenance of the exterior and interior of the building should be created and maintained with an ongoing log of building problems and resolutions.

Facilities managers have the responsibility to save money and conserve energy. At the same time, these managers face the pressures of hearing complaints about the comforts of the building and maintenance issues from tenants. Sometimes these responsibilities and pressures are in conflict with each other. Having a facility maintenance company that can be trusted to control costs and maintain your building can help both of these issues. Damages can be spotted quickly and preventative maintenance can be performed to ward off potential high dollar repairs caused by unforeseen issues. Timely repairs and regular upkeep reduces tenant complaints, thus increasing satisfaction. Plus, having a regularly contracted facility maintenance company on call saves time searching for a technician to complete your task and worrying if the job will be handled correctly and in a cost effective manner.

It is crucial to develop a good working relationship with your facility maintenance company. A commercial facility maintenance company may also be able to bundle your maintenance services together with your janitorial services or parking lot maintenance. Bundling can help reduce your budgetary expenses while preserving the appearance of your building and keeping tenants satisfied.

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of the project was completed at a cost of \$8.5 million, and it has just been open since November, after taking about a year to build. Bubble Walls, costing about \$300 per sq. ft., catch your eye here and there as you go through. 60 TV sets, part of the building's \$2 million equipment budget, which includes the kitchen and food service equipment, are spotted throughout. A number of them were showing the conclusion of the manhunt for the rogue LA policeman, with the mountain home where he made his last stand in flames, as we went through.

Fascinating to me, who worked on one occasion as a pinsetter in my youth, to observe the automatic pinsetting equipment in action from behind on both the upper and lower levels. We looked down from above on a 200 seat restaurant called **Red Embers** on the first floor, with an additional total of 800 seats inside and out where food and drink can be ordered and served, but it was too cold to go outside and view the outdoor dining area. The Rotunda bar on the second floor with a dome over it shaped like a bowling ball had a few patrons around it as we came through. Private Function and Party Rooms are available for special events. A section with a complete collection of Arcade games that reminded me of Chuck E' Cheeses was attractively lit as we came through there, and some lounge areas where people were just sitting and talking were on the second level.



So far, the place has been extremely popular, with several of our members who live on this side of town telling me "You have to stand in line to get in the place on weekends." After the tour concluded, we were invited to stay and do some bowling, but most declined and headed for home very much impressed with the facility we had just visited.

All in all, another very interesting meeting and tour. Thanks to **Matt Sobel** for making the arrangements, to **Brent Graves** for hosting us, to him, **Bill Gillespie** and **Chris Harrell** for being our tour guides and to their firm, **Taylor & Parrish**, for being our sponsors.



Taylor & Parrish Construction SINCE 1915 PALZIO WINES UPTOWN ALLEY BOBI December 2012



Become a Sponsor of the Richmond Chapter of IFMA

Historically, the Richmond Chapter of IFMA has provided sponsorship opportunities for individual membership meetings and for our charitable golf tournament. In 2013, we are enhancing the program by adding Annual Sponsor options.

Sponsors significantly contribute to the health and vitality of the Chapter. Sponsor funds support the cost of running monthly meetings, publishing the newsletter, funding the website, subsidizing professional development opportunities, and operating the golf tournament.

Sponsors also benefit. All the Sponsorship levels provide an effective way to promote your company and its products and services to the Chapter's 180+ members and event participants. The program also offers ways to offset annual membership, meeting registration, and golf tournament entry fees.

The 2013 program provides four different participation levels: Bronze, Silver, Gold and Platinum. The Bronze level provides an opportunity to sponsor one of our membership meetings. The other three levels are annual sponsorships that can be commenced at any time of the year and provide benefits for the ensuing 12 month period.

Bronze Sponsor

Bronze Sponsors sponsor one meeting at a cost of \$300.

One member and one guest sponsor company representative may attend the meeting free of charge. Value = \$35.

Sponsors are introduced and recognized at the meeting and may give a maximum two minute elevator speech to introduce their company. The sponsor company's logo is featured in that month's newsletter, website sponsor page and meeting announcement emails. Sponsors will also be acknowledged in the meeting recap article in the following month's newsletter. Balance = \$265.

Silver Sponsor

Base level of annual sponsorship. At a cost of \$1400.

No cost entry for one member to attend next twelve meetings. Value = \$145.

Golf tournament foursome sponsorship. Value = \$850.

One meeting sponsorship in a month of your choosing that includes the Bronze Sponsor benefits listed above. Value = \$265.

Second guest participant at the meeting you sponsored. Value = \$25.

Company logo linked to your company's website will be featured in Silver Sponsor section of website and monthly newsletter for a 12 month period. Balance = \$115.

Gold Sponsor

At a cost of \$2,000, all the benefits of a Silver Sponsor plus:

Silver Sponsor benefits. Value = \$1,400.

One annual IFMA and Chapter membership. Value = \$270.

One additional no cost entry for 2nd sponsor representative to next twelve meetings. Incremental Value = \$120.

Linked company logo in rotating front page position of home page of chapter website. Linked company logo in upgraded Gold Sponsor section of website and monthly newsletter for a 12 month period. Meeting sponsorship in month of your choosing with an opportunity to give a 5 minute presentation. Balance = \$210.

Platinum Sponsor

There are three first come, first serve opportunities for Platinum Sponsorships at a cost of \$2,500. Each of these sponsors gets the opportunity to co-brand one of our signature annual events: the Fall Golf Tournament, December Holiday Social and June Annual Officer Installation Meeting. For example, the golf tournament could be named the [*IFMA Golf Tournament by ACME Company*](#). All the communications to our membership about the golf tournament before, during and after the tournament would include the full tournament co-branding name.

Gold Sponsor benefits. Value = \$2,000.

Linked company logo in upgraded Platinum Sponsor section of website and monthly newsletter for a 12 month period. Exclusive Co-branding of one signature annual event. Balance = \$500.

Are you ready to do more for your part of the environment?

Did you know we can send the newsletter to you electronically?

In the electronic version, the pictures and some highlights are even in color

To be added to the E-Distribution List, please send an email from your preferred delivery address to the Editor at grrjr41@gmail.com

You'll get the newsletter earlier—and you just may like that! And be sure to pass it on to your friends and colleagues as well.

Sustainable Spaces...

Achieving Operational Excellence
One Building at a Time



Richmond Chapter of the International Facility Management Association

The IFMA (International Facility Management Association) Richmond Chapter is in the process of creating a sustainability certification for commercial facilities in our region. The program, Sustainable Spaces, is being developed to meet the need for understanding and recognition of sustainable facility management. The program will offer the opportunity for you to be recognized for your energy and sustainability achievements.

Our program consists of the following categories:

- Strategy
- Energy
- Materials & Resources
- Workplace Management
- Indoor Environmental Quality
- Engagement
- Water
- Waste
- Quality of Services
- Site

To find out more, please visit our website at
<http://www.ifmarichmond.org/community/sustainable-spaces.aspx>

Or contact **Maureen Roskoski**, Facility Engineering Associates, IFMA Richmond Programs Chair,
Maureen.roskoski@feapc.com





The Richmond Chapter of the International Facility Management Association

Richmond Chapter Monthly Meeting March 12, 2013

Come join us at a great new location for one of the areas larger employers! Allianz has taken over the space of the former headquarters of Circuit City at Deep Run. Allianz took on the large task of fully renovating the approximately 300,000 sq. ft. space in order for it to conform to Allianz design and standards. Their new home will employ over 1,200 employees and provide them the ability to house all their operations under one impressive location. The building offers employees a great full service cafeteria, auditorium, workout facility and even a Starbucks located on the ground floor.

This project was one of the largest during 2012 and they won't be fully moved in until some point in April. Help us support one of our members in proudly showing off their new office space.

Thanks to our Monthly Sponsors

BRONZE



Thanks to our 2013 Annual Sponsors

GOLD



SILVER



Where:

Allianz
9950 Mayland Dr.
Richmond, VA 23233

Parking Available in Lot

Time:

5:30-6:30 pm Networking/Social
6:30-6:45 pm Chapter Business
6:45-7:30 pm Presentation/Tour

Presenter:

Crystal Ozmar,
Director of Facilities, Allianz

RSVP by:

Thursday, March 7, 2013
Simply e-mail Barbe Shaffer at ifmarichva@gmail.com
or register on our website at www.ifmarichmond.org
and pay by PAYPAL

Be sure to include your guests
name and company

COST:

Members: \$10.00
Non-Members: \$25
Credit card payments
may be made at the door
No Shows will be billed

March Meeting

**Allianz
9950 Mayland Drive
Richmond**

**Tuesday March 12th
5:30 PM**

www.ifmarichmond.org