We had a great turnout for our August meeting at Snagajob’s new Innsbrook headquarters. Many of our facility visits focus on the physical features and project management aspects of constructing or renovating a building. This visit had a different angle. Snagajob’s Greg Moyer and Baskervill’s Susan Orange presented a compelling story of the process used to design the building to reflect and reinforce Snagajob’s unique Snagger culture. Read more about the meeting in Bud Vye’s report in this newsletter.

Next month we switch gears. It’s time for our annual Membership Drive. Matt Sobel and Paxton Whitmore have lined up a great venue – Shockoe Bottom’s On the Rox. It’s quickly gaining a great reputation for its cuisine, spirits and lively atmosphere. It should be a lot of fun and a great way to network and introduce prospective members to our organization. Please invite a prospective member to join you at the meeting. Remember, there is no charge for prospective member guests at our annual membership drive.

In last month’s President’s Message, I listed the objectives that your board has established for the 2012-13 year. I would like to share with you a little more about one of these goals: Launch an initiative to encourage facility sustainability and recognize buildings and their owners for achieving basic sustainability standards.

A team led by our Professional Development Chairperson Maureen Roskoski has been hard at work the last six months creating a simple to use tool that facility managers can use to assess how their buildings stack up against sustainability best practices. We hope to pilot this point-based assessment program over the remainder of the year and official launch it to our membership and others in early 2013. It borrows from IFMA’s own Sustainable Facility Professional (SFP) certificate program, LEED-EBOM, Green Globes and other sustainability initiatives.

The emphasis is on quick, cheap and user friendly. We want facility managers, property managers and building owners to understand what defines a sustainable building without having to invest a lot of time and money. Moreover, we plan to publically recognize those individuals and their buildings who are already achieving basic sustainability standards. In the future, we also plan to recognize those who show significant year to year improvement. We suspect that many will be surprised that much of what they are doing already qualifies as sustainable. The assessment criteria take what is mostly a common sense approach that balances economics, social considerations and the environment.

Stay tuned. You will be hearing more about this sustainability program originated by your Richmond Chapter in coming months!

Your President,
Great to catch up with, and have lunch with, **George Peterson**, the Director of Support Services for the Virginia Housing Development Authority. Hadn’t seen him for a long time, but he is one of the longest tenured members in the Chapter, going back to the mid-80’s when he and **Bob Shearer** joined up as they were involved with the construction of the VHDA building on Belvidere, right next to the War Memorial. They hosted our Christmas Party there in ’92, at which Bob was installed to serve as Chapter President for ’93, back in the days before we switched over to a fiscal year starting in July.

I had called George to remind him to renew his membership, as it was coming up for renewal and he suggested lunch, at which I learned that he was about to retire from VHDA on 8/31 after 31 years with the agency, a longevity record we don’t see too frequently these days. Far from being empty nesters, George and his wife have a six year old daughter, adopted from China five years ago, who already is a budding musician and actress, taking part in one of the programs at SPARC. Although I don’t think he’s going to be renewing, I’ll try to get him to some future meetings as my guest, as he’s not ready to quit working yet, and sounds as though he’s going to be looking for something to keep him busy.

Also contacted **Hal Downing** of KOP Architects, our President back in ’92, who sounds like he will be renewing, and is still keeping busy with a lot of VCU work. His wife Marilyn is still running the former Brandermill Tennis Center, which escaped getting involved in the SportsQuest mess, although some instructors who had been doing some teaching for SportsQuest in their building still have not been paid.

Speaking of **SportsQuest**, Musco, the Iowa company that manufactured and installed the towering lighting poles that we see as we drive along 288, is claiming that it never was paid and that it has the right to come and take the poles down. I’m no expert in bankruptcy law (or any kind of law) but I don’t think they can do that, and they are just trying to establish a claim to be paid by the subsidiary of Shaw, the carpet firm we know well, who is now the owner of the fields. Lots of work for lots of attorneys as they try to salvage something from this debacle. I’m really glad we were able to have our meeting there last July before everything fell apart on Steve Burton. I think he had a great idea, and its a shame he didn’t have enough capital to pull it off.

Some layoffs and top management shuffling at **The Martin Agency** due to decreases in projected spending among some of their clients, as ad agencies continue their tradition of having big up and down swings periodically. I still recall our joint meeting with IIDA there back in May of ‘97, shortly after they moved into their new building in Shockoe Slip, where we had one of our all time largest turnouts, and the late Dr. Wally Johnston gave us all little rubber frogs to put in our pockets.

Top management shuffling also at **Transurban**, the Australian firm that took on a 99 year lease on Rt. 895 in 2006 for $611 million. Its traffic and toll revenues have been so light that the deal has cost the firm half of its capital,
and put it in serious financial straits, so that the exec whose idea it was to get involved in the project has been pushed out.

And VCU rolls out a five year branding campaign, aimed at raising their profile as a “top tier research university”. Campaign will include a new school seal, logo, signage, and videos, the first of which is out, featuring Victor Haskins, the star trumpeter of the Jazz Studies program, who some are touting as a young Wynton Marsalis. Not sure about that (or what he has to do with a “top tier research university”), but he is very good and you should catch him in action if you get a chance, since he just may turn out to become a big name before too long.

Caught one day of the Richmond Jazz Festival at Maymont a couple of weeks ago, and was very much impressed with what a nice job the organizers did. The parking at Dogwood Dell, with GRTC shuttle buses over to the entrance (both free) went very smoothly. The sound systems and huge TV screens were first class, as was the talent, with Trombone Shorty (Troy Andrews, the kid brother of another well known New Orleans family, like the Marsalis’s and the Nevilles) the featured act on Saturday evening. Many in the audience had not seen him before, but they have now, and understand why he has become perhaps the hottest act in New Orleans, with his trumpet and vocals in addition to his trombone. $57 a ticket, for a noon to 10 p.m. program, but everyone I talked to felt it was well worth it, so I think we’ll see the event get even bigger next year.

A couple of long time Richmond projects keep getting batted around and cropping up in new conversations as the downtown bus transfer station comes back on the agenda across the street from the CenterStage complex, where the City owns several parcels. CenterStage’s executive director, however voices “serious concerns” and opposes the location in true NIMBY fashion. In the meantime, the bus transferees will continue to congregate on the street corners.

And the ballpark for the Squirrels comes back on the agenda with the Shockoe Bottom site again being looked at, as both Henrico and Chesterfield appear to be pulling back and leaving the City on its own to finance the stadium. Without convenient public transportation to get the fans down there, I continue to think its a bad location and that adjacent to The Diamond is where the new stadium should go. The City doesn't want to foot the bill alone, however, so is turning back to a scheme where a developer will put up most of the money. Not sure I'm going to live long enough to see either of these projects come to pass.

The 134,000 sq. ft., six story, 210 room Marriott Hotel on the site of the parking lot at 14th & Cary (across the street from Sine) does seem to be coming to pass, as it is approved by City Council. Developer Apple REIT now intends to move forward with the planning (I think Baskervill is involved on this one) and start construction early next year. Sounds like this is actually going to be two hotels with different Marriott brands, 135 rooms in a Courtyard by Marriott, and 75 in an extended stay Residence Inn.

I may live to see my old stomping grounds (the former Circuit City HQ complex) filled again, as FEMA signs a lease to put a Central Virginia office in 17,500 sq. ft. of the 383,000 sq. ft. Deep Run III building. I believe that will be the first tenant to re-occupy a portion of that building.

And plans for the proposed Outlet Mall on the west side of the Lewistown Rd. exit are moving forward as the Hanover Supervisors approved two 82 ft. tall signs intended to lure travelers off of I-95. The size and height didn’t seem to be an issue, but the developer wants to call the project “The Outlets at Richmond” while a number of the elected officials would like to see Hanover in the name, such as “Hanover Outlets at Richmond” which the developer said he would “consider” but didn’t sound that enthusiastic about.

In a huge victory for the environmentalists, Old Dominion Electric Cooperative has suspended plans to build what would have been the largest coal-fired power plant in Virginia on a site down in Surry county.
The mission of the Career Resource Committee is to connect job seekers with potential employers. If you are seeking employment, a career change or are looking to fill a position, consider us part of your networking strategy. Send your qualifications, job requirements or job description to committee chair, Carla Strothers at Carla.Strothers@cbre.com.

Manager of Facilities - Goodwill Industries

The Manager of Facilities is responsible for providing maintenance and repair management of all company facilities, and internal support for project development and implementation. This position assists with securing and negotiating equipment leases and service contracts; directing the short and long term facility planning; planning and executing all facility maintenance and repair activities; control and monitoring of project scheduling and implementation; budget preparation and adherence for all locations. The Manager of Facilities is accountable for maintaining costs, all vendor records, project contracts, procurement, and serving as point of contact for project activities.

This position has direct supervisory responsibility for Facilities and Maintenance personnel; develops and oversees centralized purchasing for all facilities items and contingency and recovery plans

Prefer a bachelor's degree in area of specialty and 2-4 years of experience in the field or in a related area or an equivalent combination of education and experience. Master’s Degree and CFM certification desired. Requires travel to all Agency locations in Central Virginia and Hampton Roads. Some overnight travel may be required.

If you are interested in this position, please contact Garry Nichols, Director of Facilities at 804.955.9829 or via email at Garry.Nichols@goodwillvirginia.org. The complete job description can be viewed at the IFMA website or by contacting Carla Strothers at Carla.Strothers@cbre.com

US Postal Service Supplier Opportunity

The United States Postal Service is seeking suppliers who are capable of providing Integrated Facilities Services Management for various 30,000 nationwide postal facilities. They are pre-qualifying suppliers who can meet specified requirements. Detailed instructions on the prequalification process and submission information can be found at ***** or contact Carla Strothers at Carla.strothers@cbre.com. Submissions must be received no later than September 4th. Questions on process no later than August 13th.

The type of services sought include but are not limited to:

HVAC M&R
Electrical System M&R
Elevator M&R
Plumbing and Water System M&R
Janitorial Services
Landscaping & Irrigation
Security Services and Systems M&R
Exterior Wall and Window Cleaning
Automatic Doors M&R
Pest Control
On-Site Facility Management oversight
Snow & Ice Management
Trash & Recycling Removal
Minor Building Structural & Roof M&R
Fire& Alarm Systems M&R
Director of the Bureau of Facilities Management

Position #: EF001
Location: Richmond
Anticipated Hiring Range: $100,000-$120,000

The Department of General Services’ Division of Engineering and Buildings is seeking a qualified individual to lead the Bureau of Facilities Management. This position directs the maintenance, operations, and repair of over 6 million square feet of government facilities in the metro-Richmond area with an annual operating budget of approximately $42 million. The position also oversees the administration of the agency’s ~$50 million construction program which includes a diverse mix of repair, rehabilitation, and new construction projects that vary from small to large (capital outlay) in scale.

The successful candidate will have comprehensive and extensive executive-level managerial and leadership experience in: construction and project/program management, managing the maintenance and operation of large commercial and/or government campuses, managing/leading personnel with a broad range of technical backgrounds and experience, and budget development and fiscal management. The bureau is funded by rent payments and fees; therefore, significant business acumen and customer focus are required. The successful candidate will also have: a comprehensive knowledge of the principles and practices of design and construction; the ability to assure the quality completion of projects within established budgets and schedules; and the ability to effectively communicate with management, staff, and customers.

Knowledge of government operations and structure is preferred.

The candidate must be a licensed professional engineer or architect; those with non-Virginia licenses must apply for/receive Virginia licenses within a year of employment via comity/reciprocity. A bachelor’s degree from an accredited college or university in an engineering discipline or architecture is required.

For consideration, please apply online at www.dgs.jobs. This position is open until a suitable pool of candidates has been received, and may be closed at any time within five days of posting. Fax, e-mail or mail applications will not be accepted. Resumes and cover letters may be attached to the online application, but are not accepted in lieu of a completed application. For assistance or computer access, please visit your local Virginia Employment Office or contact our office at jobs@dgs.virginia.gov or 786-3910. We are an equal opportunity employer.
Welcome to our newest members!

Garry L. Nichols
Director of Facilities
Goodwill Industries of Central Virginia
6301 Midlothian Turnpike
Richmond, VA 23225
Email: garry.Nichols@goodwillvirginia.org

Michael W. Walton
Facility Supervisor
nTelos Wireless
1154 Shenandoah Village Dr.
Waynesboro, VA 22980
Email: waltonm@ntelos.com

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

Joseph M. Anzelone
Chief Engineer
Grubb & Ellis/Harrison & Bates
707 E Main St Suite 220
Richmond, VA 23219
Email: joe.anzelone@harrison-bates.com

Mr. James F. Jacobsen
Administrator of Support Services
Lakewood Manor
1900 Lauderdale Drive
Richmond, VA 23059
Email: jjacobsen@vbh.org

Carlos D. Spruill
Director, Maintenance Operations
Richmond Redevelopment & Housing Authority
1812 Brook Road
Richmond, VA 23220
Email: carlos.spruill@rrha.com

Michael Edwards
Account Manager
Atlantic Constructors, Inc.
1401 Battery Brooke Pkwy
Richmond, VA 23237
Email: Michael.edwards@atlanticconstructors.com

Joseph R. Letteri, CFM
Director of Building Services
Albemarle County Public Schools
2751 Hydraulic Rd.
Charlottesville, VA 22901
Email: jletteri@k12albemarle.com

Vincent L. Tolson, Jr.
Facility Director
404 Harlan Circle
Richmond, VA 23226
Email: vltolson@verizon.net

John S. Francis, NCIDQ
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2496 Old Ivy Rd
Charlottesville, VA 22903
Email: jsfrancis@tecinc.com

Keith Oplan
7245 East Blvd.
Mechanicsville, VA 23111
Email: kevin.opland@cbre.com

Danny Workman, CEOE
Director of Engineering
Jefferson Hotel
101 W. Franklin St
Richmond, VA 23220-5009
Email: danny.workman@jeffersonhotel.com

Stuart Hanckel, CFM
Facilities Project Coordinator
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14236 Big Apple Rd
Glen Allen, VA 23059
Email: m.stuart.hanckel@dom.com

Aaron Schkeeper
President
Excel Electric LLC
8341 Birds Reach Ct
Mechanicsville, VA 23116
Email: aaron@excelelectricva.com

Don Young
Vice President/Regional Operations Manager
McDonough Bolyard Peck, Inc.
460 McLaws Cir Ste 140
Williamsburg, VA 23185
Email: dyoung@mbpce.com

Ellen Hickson
Whitlock
12820 West Creek Parkway
Richmond, VA 23238
Email: smithe@whitlock.com

Matthew Sobel
Director, Business Development
Hilldrup Companies
2314 Dabney Rd
Richmond, VA 23230
Email: matt.sobel@hilldrup.com

Jane Waring, FMP
Workplace Project Manager
Markel Corporation
PO Box 2009
Glen Allen, VA 23058
Email: jwaring@markelcorp.com
nTelos Wireless is headquartered in Waynesboro, VA and provides high speed, dependable nationwide voice and data coverage, for less, to over 420,000 retail subscribers based in West Virginia and portions of Maryland, North Carolina, Pennsylvania, Ohio and Kentucky. nTelos has 63 corporate retail stores and is committed to delivering the best value in wireless. Originally CFW (Clifton Forge & Waynesboro) Communications the company was formed in 1897 and in 1991 nTelos Wireless began providing cellular service. Currently nTelos Wireless has over 1,300 cell sites. In June of 2012 nTelos Wireless added the iPhone 4 and iPhone 4S to their phone lineup.

Michael has been a facility manager for over 33 years. Most of his career has been the Director of Facilities for a 4 star resort in central Virginia. Michael joined nTelos Wireless last year after deciding to step away from the high stress hospitality business and it has been a wonderful move. During Michael’s career he has had opportunities to grow in many areas of facility management Proposing and installing geothermal heating and cooling for guest rooms, ozone system in the central laundry, implementing a chilled water plant and building automation system energy efficient lighting. Michael said, “My career is full of wonderful opportunities and experiences.

Michael is involved with his community through the Crozet Volunteer Fire Department and Western Albemarle Rescue Squad. He is a life member of the Fire Department and active member with the Rescue Squad. Michael is an instructor and helped to develop training programs for Albemarle County, was a member of VDOT pre-planning group for 2 years, and participated in a committee to develop nationwide guidelines for members 16 & 17 years old.

not far from Dominion’s Surry nuclear plant. Air quality concerns down wind to the east, plus the continued low prices for natural gas have caused the co-op to rethink the feasibility of the project. And in the flurry of pride over the performance of our athletes at the Olympics, some elected officials who had medal winners in their districts, upon learning that the medals also carry with them an honorarium ---- $25,000 for gold; $15,000 for silver; $10,000 for bronze ---- have floated the idea that these prizes should be tax free. As of now, however, the IRS considers it taxable income, and it probably will stay that way.
An excellent summer turnout of 68 fought their way through the Cox & Nuckols Rds. traffic at Innsbrook going home time on 8/14 to get to the meeting at Snagajob’s 65,000 sq. ft. Lake Brook Drive building. Into the building and right into the spacious “town center” community room for our social hour and networking time. Open and naturally lit, with a great view down to the lake, you immediately notice the aluminum slide coming down from the 2nd floor, which is the preferred mode of downward vertical transportation, as long as you are not wearing a skirt. Next, your eye is caught by “Snagger Hill” at one end, with huge, colorful bean bag chairs on a terraced, bleacher like platform, with a bicycle parked at the bottom and a large white board up at the top. Looks like a good place to have a relaxed meeting, and we tested it out later as I met with Elizabeth McKinney & Jane Waring.

Next I notice the “Snaggerdoodles” wall just inside the entrance which looks to be the main bulletin board and information sharing area for the building. A bank of vending machines on the left, with an assortment of beverages and sandwiches, provided by Trolley House, one of our sponsors for the evening, is the only food service in the building, and everyone buys an amount on their card to pay for their purchases, so no cashier is required. Nearby is the long bar which, along with nearby tables, is where the employees eat their lunch, or snacks at break time, with a number of TV screens overhead, as in a sports bar. Also evident is a table tennis table and a Nock Hockey game, should anyone want to do some active stress relieving.

Caterer Creative Tastes had set up a very nice table of hors d’oeuvres, with the wine and other beverages being served from behind the bar. The boss lady (as she did at the meeting at Hardywood with the sausages boiled in beer from the brewery) had again gotten creative with a pan of some very tasty morsels which no one could guess the identity of. Eventually, I got her to share with me that they were “Figs in a Blanket”, figs wrapped in bacon and baked. And there weren’t any left over when she packed up to leave.

At length, President Tom Wood convened the meeting down at the far end, with a brief report from Golf Tournament Chair Tim Hume announcing that the 9/17 event at Hermitage CC was almost sold out, with only a couple of sponsorships and foursomes still available. (They have subsequently filled, so the event is now SOLD OUT!) Programs Chair Matt Sobel followed by sharing the fact that next month’s meeting was our annual Membership Recruitment social which would be held at On the Rox on 18th St. in Shockoe Bottom.

Sponsorship Chair Elizabeth McKinney then came up to recognize the sponsors, starting with Baskerville’s Don Tate (who brought his wife along, and had served as the Chapter’s President back in ’96). Don told us that his firm was a full service architectural, engineering, and interior design firm, with recent project credits, in addition to this one of which they were quite proud, including Markel’s Corporate HQ, the Richmond Marriott, Union First Market Bank at the James Center, and the Collegiate School Aquatics Center. Next up was Michael Calkins of Trolley House, who had provided the previously mentioned assortment of vending machines and purchasing station and stands ready to handle other such break room and lunch room needs. Lastly, we heard Matt Sobel again, this time for his firm Hilldrup, who had
handled the move of Snagajob into this building, as well as a long list of other moves into facilities where we have held meetings.

Our President then introduced Snagajob’s Greg Moyer, our host for the evening, who gave us some background on Snagajob and this project. Founded back in 1999 by Shawn Boyer, who saw an absence of any placement firms specializing in finding hourly employees looking for work and placing them with employers who were in need of such employees, the firm quickly grew and eventually found its original Innsbrook offices bursting at the seams. After looking at a number of buildings, they came upon this one, which had been vacated by Bostwick Laboratories who had specialized in performing PSA testing for urology patients. A drab interior with 8’ ceilings, the building nonetheless was nearby, with a nice location, and sufficient size. Baskervill, who was spoken very highly of by Moyer, was selected to handle the conversion of the building to reflect the culture of the company which by now had developed a “work hard, play hard” mentality, with a lot of energy as the employees would “bust it while having fun”.

Baskervill’s Senior Associate Susan Orange, who we had also recently heard when we met at the Markel headquarters in April, then followed with a nice presentation on how she went about landing the job and the process she went through with the employees in designing their new facility. What was working, and what was not, was extensively discussed and considered prior to going forward with the project. Design features selected, with systems furniture from Steelcase (through Creative), glass wall systems from DIRT, and carpet from several manufacturers, Highwoods handled the construction, removing the suspended ceiling to open up the area and the job was completed in a February to October time frame last year.

We then broke into two groups for tours, one with Greg and one with Susan. Up to the 2nd floor via elevator where we saw the low partition cubicles with virtually no private offices (although there were some small conference rooms). We were immediately struck by the fact that each employee had their team jersey, with their name and number on the back, hanging on their chair at their work station. When we got over to the other section, we saw the CEO’s work station, with jersey, just like everyone else’s, except that his carries number 1. Since a number of employees apparently bike to work (or for exercise at lunch hour) some very nice bikes were parked in an alcove outside the fitness center. The building has a capacity of 450, with a current population of only about 220, so there is plenty of room for expansion. A nice touch on one wall are large photos of actual clients some of the employees have worked with, each in garb that gives you a clue as to what type of work they do. Greg wrapped up our tour with an explanation of the Snagajob “Career Lines” chart that was dis-

(Continued from page 8)

(Continued on page 13)
Upcoming Opportunities for Education in Sustainability:

Going Green? Sustainable Roofing – Your Options & Their Impact

Friday, September 21, 2012
3:30-6pm
SunTrust Building Downtown, 4th Floor
919 E Main Street, Richmond, Virginia 23219

There are countless definitions of sustainability and equally as many products that claim to achieve goals of environmental responsibility. This seminar will discuss various roof systems and products in terms of sustainability, price, and how to choose the one that’s right for your building needs (Vegetative, Photovoltaic, Cool Roofs)

This seminar is for:
Building Owners
Facility Managers
Roofing Professionals
Anyone Interested in Learning More

Attendees will learn:
How Various Sustainable Roofing Options Have Different Environmental Impact
What Factors Impact the Budget and How to Minimize Hidden Costs
Building Maintenance - Future Expectations for Sustainable Roofs

For more information or to register, please visit [http://events.constantcontact.com/register/event?llr=7rm8y7bab&oeidk=a07e68fru701dd6224b](http://events.constantcontact.com/register/event?llr=7rm8y7bab&oeidk=a07e68fru701dd6224b).

JRGBC Webinars
Need GBCI or AIA credits? Want to learn more about sustainability topics? Facility Engineering Associates (FEA) is hosting a webinar series for the James River Green Building Council this fall. A USGBC pre-recorded webinar will be offered every third Wednesday of the month, September - December. Next month’s topic is: Demand Response. Each of the webinars is approved for 1.5 AIA and GBCI credits, many of which include LEED specific credits. A full list of the webinar topics is in the attachment. For more information or to register, please visit [www.jrgbc.org](http://www.jrgbc.org).

Do You Want To Become A LEED Green Associate?
FEA is conducting web-based training to help you prepare for the LEED Green Associate test through the James River Green Building Council. The training is four 1-hour sessions, once a week, for 4 weeks starting on September 10th. Watch at your desk over your lunch break and get prepared! Miss a session? They will be recorded and posted online afterward for your review. All are welcome, chapter members and non-members. For more information or to register, please visit [www.jrgbc.org](http://www.jrgbc.org).
Commercial Furniture Sustainability

In 2009, BIFMA International, the trade association for the commercial furniture industry, premiered the product certification program, **level™**.

**level™** verifies conformance to multi-attribute furniture sustainability standard addressing material utilization, energy and atmosphere impacts, human and ecosystem health and social responsibility.

The program includes three conformance tiers, level 1, 2, and 3, each requiring specific prerequisites and conformance to optional credits. level 3 is the highest conformance tier under the current ANSI/BIFMA program. The level certification program allows facility managers, architects and designers to evaluate products using a ‘level’ playing field, based upon the product and manufacturer’s environmental and social impact.

There are now 41 commercial and institutional furniture manufacturers that have more than 1,800 furniture products level™ program certified.

“BIFMA is pleased to announce that the level sustainability certification program for furniture has exceeded the 40 manufacturer mark on the rapidly growing list of companies who produce level certified products. level™ provides interior designers, architects, facility managers, and others across all industries with an easy method to identify increasingly sustainable products,” said Tom Reardon, BIFMA Executive Director. “We are extremely pleased to see the efforts that these 41 manufacturing companies have made”.

Developed in accordance with the American National Standards Institute (ANSI) procedures, level is the label awarded to office furniture products that meet multiple criteria of the stringent, multi-attribute ANSI/BIFMA e3 Furniture Sustainability Standard. Earning the level mark requires validation by an approved third-party certification body.

**level™** establishes measurable performance criteria to address environmental and social aspects of product manufacturing throughout the supply chain, including the areas of Materials, Energy and Atmosphere, Human and Ecosystem Health, and Social Responsibility. Choosing **level™** certified products assures that the product is produced in an environmentally and socially conscious manner and comes from a responsible manufacturer.

A complete list of certified products can be found at [www.levelcertified.org](http://www.levelcertified.org)

The U.S. Green Building Council (USGBC) has developed and issued a new Pilot Credit for Certified Products (including level certified products). The LEED "Pilot Credit 43: MR - Certified Products" was posted to the LEED Pilot Credit Library on June 15 according to Sarah Buffalo of USGBC, speaking at the Annual Meeting of the Business and Institutional Furniture Manufacturers Association (BIFMA) International during the NeoCon® World’s Trade Fair.

The credit outlines the future of certified products in LEED and, for the first time recognizes the level® Certification Program for furniture sustainability. The Pilot Credit contains an initial list of certifications that would contribute to various Label/EPD claims. The credit was developed with input from several experts including the EQ subgroup, MR TAG, USGBC staff, and others. It is available for use now and can be viewed in its entirety at the following location: [http://www.usgbc.org/ShowFile.aspx?DocumentID=9541](http://www.usgbc.org/ShowFile.aspx?DocumentID=9541)
IFMA TO PARTNER WITH HANOVER HABITAT FOR HUMANITY

LOOKING FOR VOLUNTEERS

SATURDAY, SEPTEMBER 22, 2012

Through our generous donation last year from the proceeds of the annual golf tournament, our Chapter will be able to partner with HHH by volunteering on Saturday, September 22 to work on one of their homes.

What will you build? Habitat for Humanity builds houses and so much more. A Habitat build site is where hanging a door opens a world of opportunity, where laying a foundation can transform a neighborhood, where installing a window offers a clearer vision of the future, and where renovating a home can renew a community. So, what will you build? Join us on Saturday, September 22 and see what a difference we can make.

More information will be forthcoming as we work with HHH on our plans for volunteer day working at the construction site. We are looking for 10-12 volunteers to work from 8:30 am to 3:30 pm. Homes are built with volunteer labor under the supervision of Garrett, construction supervisor. No previous skill or experience is required. HHH will provide all training and tools necessary.

If you are interested in volunteering or have any questions, please contact Barbe at ifmarichva@gmail.com or 804-651-6885.

Photos from a recent Hanover Habitat Project

The Goodman House
## Treasurer's Report on our Fiscal Year Financial Condition 2011/2012

Richmond Chapter of the IFMA  
Financial Summary for Fiscal Year 2011-2012

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<th>Total Assets as of June 30, 2011</th>
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</tr>
<tr>
<td>Admin</td>
<td>$  6,846.76</td>
</tr>
<tr>
<td>Newsletter</td>
<td>$  5,970.06</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$61,088.73</td>
</tr>
<tr>
<td><strong>Net Profit 2011-2012</strong></td>
<td>$ 3,457.49</td>
</tr>
<tr>
<td><strong>Total Assets as of June 30, 2012</strong></td>
<td>$43,282.87</td>
</tr>
</tbody>
</table>

*Loss due to liquidation of uninsured investment. IFMA charters now require only insured investment by chapters.

**Donations $5K each made to "Hanover Habitat for Humanity" and "Rebuild Together Richmond".

(Continued from page 9)

played prominently on one wall, and most of us not wearing skirts took a trip (or more) down the slide. Before leaving, many of us stopped by the Avanti Market vending area where Michael Calkins was answering questions and demonstrating how the items were paid for, letting all who wished to take a beverage for the road and pay for it with his card.

An interesting, and fun, program, in an interesting and fun facility. Thanks to Greg Moyer and Snagajob for having us; to Greg & Susan Orange for their presentations; to Baskerville, Hilldrup, & Trolley House for sponsoring the meeting; and to Programs Chair Matt Sobel, with assistance from President Tom Wood, in setting it up.

*Editor’s Note to Dottie:*

Bud really keeps this organization together
IFMA Richmond Chapter has again met their community outreach financial goal.

Thanks to the Members our **GOLF TOURNAMENT SPONSORSHIPS ARE SOLD OUT.** Our charities will be fully funded again this year. Hanover Habitat for Humanity and Rebuilding Together Richmond will again receive the generous funding we were able to achieve last year. It was a scramble but we made it thanks to your efforts. Now we must finish our commitment to help the participants enjoy the best tournament ever. Please consider providing door prizes and raffle prizes to enhance the tournament experience for the participants. Please contact Tim Hume with any donations at 804-708-8927 or e-mail at timh@hermitagecountryclub.com.

**Proceeds go to Rebuilding Together and Hanover Habitat for Humanity**
Richmond Chapter of IFMA
September Membership Meeting
Tuesday, September 11, 2012

On the ROX
119 N. 18th St.
Richmond, Virginia 23223

Join us for a great evening at a recently established neighborhood bar and grille in Shockoe Bottom. On the ROX has wonderful food and a great variety of beer, all served in a cool historic building. This is a great opportunity to unwind, network and discuss the benefits of our local chapter with prospective members.

This meeting is our yearly “Member Drive” meeting. Let’s keep our momentum going strong into the fall. We can achieve this by not only your attendance, but also those prospective members you invite.

Prizes will be awarded to those who bring the most professional prospects, most guests and other award winning drawings!

5:30 - 7:30pm Social Hour/Networking/Chapter Business/Drawings

Join us for a great evening of networking and fun!

Parking: Lot next to Tiki Bob’s or street

RSVP by Thursday, September 6, 2012
Simply e-mail Barbe Shaffer at ifmarichva@gmail.com
or register on our website at www.ifmarichmond.org
and pay by PAYPAL
Cash, Check, and Credit Cards accepted at the door

Be sure to include your guests name and company

Members: $10.00 Non-Members: Free

No Shows will be billed
September Meeting

On the ROX

119 N. 18th Street
Richmond, VA 23223

Tuesday September 11th
5:30 PM

www.ifmarichmond.org