I am composing this message over the Thanksgiving Holiday weekend. This is my favorite holiday of the year because it provides an opportunity to get together with family and friends without the commercialization and occasional stress associated with the Christmas period. It also provides an opportunity to reflect upon and appreciate all we have to be thankful for.

One of the things that I am thankful for as I approach the halfway point of my term in office is your Board of Directors. A lot of work goes on behind the scenes to make this Chapter one of the most active and successful ones in IFMA. I would like to take this opportunity to share with you some of the initiatives we have been working on, and while doing so, thank our board members individually for their contributions.

Your Past President Jeff Bradley is working with our Chapter Administrator Barbe Shaffer to create a database of our Associate Members. The intent is for our Professional Members to be able to look up potential vendor contact information by industry category. That database will be posted on our Chapter website.

As our Administrator, Barbe keeps us organized and productive. She certainly makes my life a lot easier. But, she also plays a volunteer role with the Chapter. She leads our teams of Rebuilding Together and Habitat for Humanity volunteers each year.

Speaking of our website, our Website and Social Media Chairperson Paxton Whitmore is in the process of making some significant changes to our website that will make it easier to navigate and will include more information for our members and outside guests. Some of these changes have already been implemented, and you will see more in coming weeks.

Our Vice President Jim Mallon is spearheading an effort to identify and recruit more professional members to IFMA. He has identified companies and organizations that are not currently represented in IFMA and assigned board members to contact each one of them.

Besides keeping track of our finances, our Treasurer Ken Coll is working with our Sponsorship Chairperson Elizabeth McKinney to create a new sponsor program that will provide opportunities for companies to become annual sponsors. This will complement our existing “Sponsor of the Month” program. This should be rolled out in the next few weeks.

Elizabeth also tag teams with our Hospitality Chairperson Jane Waring to make sure we have tasty and interesting refresh-
AROUND THE CHAPTER
by Bud Vye, Retired CFM

Got a pleasant surprise at the November meeting to see an old favorite of mine, and one time active member, who had been missing in action for several years. None other than Laura Whaley, now with Piedmont Service Group, and hopefully able to become active again.

And, where else but in church do I run into another former Chapter activist in the person of Rob Skipper who reported that he is now with RMT Construction & Development Group, as is Sidney Buford, another former Chapter stalwart. Both of them are working out of the firm's 571 Southlake Blvd. office and can be reached at 464-2673.

Former Chapter member, now missionary since 1996, Ben Newell, is again featured in the Cooperative Baptist Fellowship magazine as the program he and wife Leonora have developed (Business as Mission) has continued to grow. As I reported previously, they are now working in the San Antonio area and you can see what they are up to at www.thefellowship.info/newell

As a follow up to our October meeting at West Broad Village, I read that Unicorp, the Florida developer that conceived, paid too much for, and started developing the site back in 2008, only to go under water when the market tanked, has just sold out to Excel Trust, a San Diego based REIT, for $161 million. Sounds like they might have come out of the deal in one piece, for which they owe thanks to the folks at Markel/Eagle for throwing them a life line as they were about to go under. Down in the fine print, I note that the new owner's executive roster lists a Senior VP by the name of Matt Romney, one of Mitt's sons.

Speaking of whom, I am thrilled to have the political campaigns over, and to be relieved of the constant bombardment of mail, phone calls, TV and radio ads. I got a chuckle when reading one of the writers in Style report on the 2nd Presidential Debate by saying "The morning after the debate, I awakened to the realization that I had witnessed a distinctly meaningless moment in American history."

With the incessant hammering on Jobs, Jobs, Jobs during the campaign, I wince when most of the news I see features big layoffs at duPont, Dow Chemical, Hostess, Newell Rubbermaid and others. Looks to me as though it would take a lot of jobs just to make up for these losses, let alone to make some progress, and I'm not clear on what can be done to move in that direction.

I also note that AMF Bowling, where we met way back in February of '89, files for Chapter 11, apparently a victim of changing leisure time preferences, as the bowling leagues of yesteryear are fading into history. Wonder what ever happened to Nick Wallace, an active member back then, who was our host at that meeting?

Also filing for Chapter 11 is the Days Inn on Dickens Rd., across the street from Altria and Genworth. Used to be a decent name among the mo-
tels, but not so much any more. The 183 room, six story, 30 year old motel, last assessed at $2.15 million, will be auctioned on the steps of the Henrico Courthouse on 12/6.

A little good news here and there, as Baskervill receives an award from the IIDA Chapter for its design work on the Snagajob offices that we visited in August. And Snagajob was again named on the Forbes list of Best Companies to work for. They had been first on the Small Company list in 2011, but this year were moved up to the Medium category where they were ranked 12th, still a nice honor.

And the Landmark Theater (I thought they were going to start calling it Altria) reopens on 11/12 after their $50 million renovation, which had them closed since July, is completed. I'll have to get in there and see what it looks like. (Probably still not much leg room up in the upper level seats.)

Sports Center of Richmond (SCOR), which all of us soccer parents and grandparents are familiar with (just west of I-95 and just south of the old AH Robins/Wyeth building, where you see outdoor soccer being played under the netting), is almost finished with their 2nd building which will really expand their scheduling capability. If you haven't seen soccer played on a small field, with ice hockey-like dasher boards, you ought to check it out. Its a really fast game, with non-stop action. And SCOR is right down Overbrook Rd. from Hardywood Brewery, which has really become a popular after work watering hole since our meeting there in January.

Lots of controversy over the deal to bring the Redskins training camp down here from Ashburn. Looks like a real sweetheart deal for the Skins, and particularly for Bon Secours, but not so good for the City. Some really inflated figures being tossed around about the economic benefits of having the 3 weeks in July camp down here. Main opposition in City Council is coming from the two Council members who weren't re-elected, and it appears to be over the Westhampton School to Bon Secours part of the deal. It'll be interesting to see how it plays out, and if it goes forward we'll get a chance to see how great a deal it is for the area.

And the connector from 2nd Street down to Tredegar is under construction. Not without some controversy of its own, but it should help the Dominion folks down in the former James River building get in and out more quickly.

Another restaurant operator is going to give it a try in the former Byram's location, under the high tower on West Broad. This time it'll be an upscale Indian restaurant, scheduled to open this month.

And the sports pages are full of the musical chairs being played as all of the colleges seem to be changing conferences, as money talks and long time rivalries be damned. The latest head scratcher finds Maryland moving to the Big 10 (which I think is now going to have 14 teams) after 60 years in the ACC. West Coast teams in the Big East; St. Louis in the Atlantic 10 (which I think has a lot more than 10 now); let's not be too picky about what the Conference name says.

And marijuana now legal in Colorado and the state of Washington, but not under federal law, so we'll see where that goes, as the states try to tax pot and cut the illegal distributors out of their livelihods.

Happy 100th Birthday to Harwood Cochrane, founder of Overnite Transportation, and one of the top philanthropists in the area. A long time supporter of many causes, Baptist and beyond. Keep it going, Mr. Cochrane!

And finally, another chuckle from the caustic wit of investment advisor Doug Casey, on the General Petraeus affair, "I'd have to say that a guy who's supposed to be the country's top spy and can't even keep a romantic liaison private doesn't seem fit for the job."
When making decisions for plumbing retrofits, building managers have a wide variety of options to choose from. Some of these decisions may be based upon the types of tenants within the building while others might be based upon new regulations where the building is located. Typically, the aesthetic look of plumbing fixture upgrade will not affect the performance of a fixture so it is important to consider the goals of the retrofit. Typically one of the main goals in a plumbing retrofit is to replace damaged or dated fixtures with modern, more efficient fixtures that allow a building operator to reduce the amount of water they consume and thus decrease their overall expenditures on utilities. However, it is important for managers to be aware of problems that could occur during a fixture replacement project.

Scope creep can be a significant problem for any project. When assessing a potential plumbing retrofit, it is important to define the goals and expectations for the project early. When reviewing the financial aspects of the retrofit, it is easy to become carried away with inaccurate savings projections. Important aspects to consider are how many fixtures will be replaced, the difference in flow volume for the fixtures, and how frequently the fixtures are utilized. Another important consideration to make is the price of water and wastewater and the effect it will have on the overall payback of the project.

If there are problems with developing the cost and return on investment values, there are many tools online (ex: Energy Star, LEED Rating System, etc) that can help determine an estimate for how often a fixture is used. Alternatively, managers can seek professional help by requesting the assistance of a plumbing contractor or consultant who is familiar with the types of systems to be replaced or installed.

When going the second route, it is important to have the contractor or consultant review the as-built conditions and existing water consumption and then compare it to the installation requirements and estimated reduction in water usage. A good consultant can create a baseline and then extrapolate reasonable expectations for future water use and the associated savings and payback.

Outside of the financial goals of a plumbing retrofit, it is also important to determine how the project fits into an organization’s vision. Some organizations are highly motivated to meet certain goals for water and energy reduction regardless of cost while others put less emphasis on conservation projects if a financial savings is more difficult to attain. It is important to have buy-in from the building owners and other stakeholders before doing any upgrade or retrofit project.

When developing project specifications, it is important to consider how the new system will be used and the condition of the existing infrastructure. If the retrofit will be taking place in a high traffic area that has the potential for heavy use, it is important that the types of products being specified are not only durable, but are also easy to maintain. Maintenance concerns can include things as simple as providing easy access to the valves to ensuring that the infrastructure behind the fixtures can be readily accessed when repairs become necessary.

The type of piping materials and their condition within the building can also be important when making decisions on a retrofit. Almost all buildings are plumbed with either galvanized steel (for older buildings) or copper (for newer buildings). When different materials from those that are already installed are introduced, the potential for galvanic corrosion occurs. Galvanic corrosion is the process by which two dissimilar metals react to each other and corrosion of a pipe occurs. When having piping and fixtures replaced, make sure that the connecting materials are the same metals, metals or materials, or utilize a dielectric isolation. This would also apply to pipe fasteners and hangers.

For toilets and urinals, it is important to consider the effects of those fixtures on the building plumbing system. Older buildings are typically designed to handle higher waste stream flows than their modern coun-

(Continued on page 5)
terparts. This is primarily because older, less efficient fixtures utilized more water to dispose of the wastewater. Lower flow fixtures may not provide sufficient water capacity to deliver the wastewater to the main sewer line and thus increase the likelihood of a plugged sewer line. This is particularly important in low-sloped lateral lines from the fixtures when considering waterless or ultra low flow fixtures. Facility managers and engineers that are unsure of the capacity of the sewer lines can consult with an engineer to help determine if the lines are properly sloped to handle a decrease in the volume of water.

Another issue to consider is the overall age of the existing system. Replacing fixtures can damage the infrastructure if the system is extremely old or in rough shape. An example of this is a building that was originally plumbed with galvanized steel piping and the piping has corroded to the point of fragility. Every time a modification was made to the system (changing out restroom and kitchen fixtures), leaks would occur in the lines leading from the fixture all the way back to and down the main water line. Make sure to talk with the building engineer to gain an understanding on what condition the existing infrastructure is in before beginning work in order to plan contingencies.

An overlooked portion of the project can be the scheduling of different contractors to do work in the building. A simple and easy way to avoid scheduling conflicts is to have a pre-construction and construction meetings where the timelines and construction schedules can be laid out for all of the parties. During this meeting, it is important for any potential scheduling conflicts to be addressed so that delays do not occur. Hiring a general contractor may also alleviate the stress of coordinating many different contractors, thus allowing the building manager to spend more time coordinating with tenants. It is also important for the building tenants to be kept appraised of when and where work will be occurring as any construction or renovation project can have a significant impact on people working within a building.

After the installation of the system, it is important to have the system inspected prior to the completion of the project and the replacement of interior finishes. Typical problems to look for are slow leaks in the pipes running to the newly installed fixtures, bent or damaged pipes, and other code related problems that may indicate a poor craftsmanship of the installation.

Many problems can occur during any project and plumbing retrofits are no exception. It is important to look at all sides of a project before beginning it. Even small items like making sure that the contractors are staying on schedule can be as important as determining the financial prospects of a project. While not fully inclusive, hopefully the potential problems detailed above will help to make future plumbing retrofits go more smoothly and avoid complications.

Happy Holidays
To All of Our Members
from Your Entire Board
Welcome to our newest members!

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

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Greg Belliveau is with Kloke Group. The Kloke Group is an award winning agent for both Mayflower and United Van Lines, with 4 locations in the state of Virginia. The Kloke Group specializes in the following services:

- **Household Moving**- Our approach to household moving includes options that will take care of as much or as little as you need. From packing and unpacking to simply moving your belongings, we are the best Virginia Movers for your household needs.
- **Office Moving**- For businesses, we offer office relocation, library relocation, special handling, specialty equipment, product warehousing and more.
- **Employee Relocation**- Our relocation team is happy to give you a stress-free experience with your employee relocation.
- **Packing and Unpacking Services**- If you wish to have a full service move, we offer professional and efficient packing and unpacking services. We take care of every detail and provide services you can rely on.

With many services options available, you are sure to find the complete moving solution at Kloke Group & Storage. Whether you need temporary or long term storage, we have a variety of solutions from which to choose. The Kloke Group also has do-it-yourself options through our Go Minis portable storage and moving services.

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**Remember September,**

A little overcast but a welcome relief from the record heat of the summer. As soon as we stopped play the rain came and we needed it too. It couldn’t have been better for us IFMA Members and Distinguished Guests as we completed play of the challenging Manakin golf course at Hermitage Country Club. The course was spectacular, the company was awesome, and the fun was unbridled and had by all. What a sensational day for us and our charities. Another totally supported IFMA tournament resulted in extraordinary gifts to our charities. Our charities are redefining the level of acknowledgement where we are concerned because of our continued commitment to maintaining an exceptional level of support. When you see Hanover Habitat for Humanity advertised you don’t have to look hard to see IFMA Richmond Chapter logo right alongside and we should be proud because we earned that recognition. “Block Rebuilders” is how our sponsorship is defined now in the “Rebuilding Together” organization in Richmond. Our support rebuilds entire community blocks. Our December holiday meeting is the time to recognize these worthy charities and I encourage you all to come out and support your IFMA organization and take a bow for your service and support.

Tim Hume
Chairman of the Golf Tournament
A good turnout of 50 found their way to the Greater Richmond Aquatics Partnership (GRAP) natatorium on the evening of November 13th. Not that easy at night, for the first time, with it only having been open since April of this year, and with a new Martin’s next door on Ridgedale Parkway. As it’s full name indicates, the facility is a four way partnership between Collegiate & Trinity Episcopal schools, Sports-Backers, and the Poseidon Swim Club. Once there, we found it in full swing, as it looked to be Collegiate night in the main pool. In the entrance, and to the right on the first floor, our participants were arriving in the Community Room, set up auditorium style with the chairs facing a blank wall on which a PowerPoint slide show of photos of the facility under construction was being shown. A table of hors d’oeuvres and soft drinks provided by Thyme Out was down at the far end providing refreshments as the networking was in progress with a number of new faces in attendance.

In due course, President Tom Wood called the group to their seats and got the meeting started. Programs Chair Matt Sobel was called upon and informed us that the Holiday Party on 12/11 would again be at Markel, but in a different building than where we had held it previously. Membership Chair Julie Mutcher called upon the new members and first time guests present (of which there were a goodly number) to rise and identify themselves. Business thus concluded, Tom recognized our sponsors for the evening, starting with Draper Aden, who had done the site work on the project and had several representatives present. Among them was Past Chapter President Glenn Custis, who told us about the firm’s capabilities and their involvement in the project. Next came the Robert Hayes Co., represented by Brian Cooper, who gave us an interesting presentation on the dehumidification system they had installed, which not only keeps the relative humidity in the pool area down around 50%, but uses the heat thrown off in doing so to heat the pool water to a comfortable temperature when its necessary to do so.

Lastly, our host for the evening, GRAP Executive Director Adam Kennedy, was called upon. After welcoming us, he, with a great deal of pride and enthusiasm, gave us the background of the partnership, who had seen the need for a state of the art aquatics facility to be used by the schools and Swim Club, and the general public, as well as to host regional competitions. The 50 meter pool, 25 yards wide, that had been used at the 2008 Olympic Trials in Omaha was available and was purchased by Poseidon. Made of steel panels, of precisely exact dimensions, by Italian firm Myrtha, it was of such design that it could be disassembled and moved. Its design was also such that it enabled unusually fast times, primarily due to the fact that any wake in front of the swimmers went over the top of the pool rather than bouncing back and slowing them down. With the partnership put together, the site was selected and construction commenced on the 50,000 sq. ft., $14 million project, with Hourigan Construction as GC. Warwick Heating & Plumbing handled the plumbing and HVAC, with IES the electrical sub. As mentioned previously, Draper Aden did the site work, and Robert Hayes Co. the dehumidification system.

Adam then had us split into two groups for a tour, which went out onto the pool deck, with a brief stop in the Fitness & Exercise Room. Bulkheads that are moveable on tracks permit the pool to be set up long ways as a 50 meter, 8 lane pool for Olympic style competition, or cross ways as a 22 lane, 25 yard pool as we witnessed this evening with most of the lanes filled with Collegiate swimmers doing laps. On the far wall, we noticed the very nice electronic scoreboard, recognizing this evening as Collegiate’s and also some of the sponsors, which include Martin’s (the building’s

(Continued on page 9)
next door neighbors) and Weinstein Properties. A stop in the Mechanical room, where Adam had some difficulty being heard over the ambient noise, as he described the state of the art Defender filtration system, which does not require back washing as the traditional sand and gravel systems do, and which precisely controls the chlorination so it is not noticeable to the swimmers or others in the building. Here too, are the controls for the aforementioned dehumidification system.

Then it was up the steps to the 7,000 sq. ft. mezzanine Grandstand area, which has aluminum bench seating for 700 spectators, giving the facility one of the largest such spectator capacities in the region, with the closest lane being visible from even the top row (which is not always the case at other venues). Overhead were several TV sets, one for each section, being watched by the few parents that were there while their children were swimming. As one father told me, “There is nothing more boring than watching someone swim laps, even your own son, so these TV sets are a godsend”.

Back down the steps and out on the deck to observe the 6 lane, 25 yard long, Multi-Purpose pool, in which a couple of participants (I believe they were amputees, or had disabilities affecting their legs) were being given instruction in paddling kayaks (a great activity for patients who have upper trunk strength, but problems with their legs). Then it was into the Therapy Pool, with the sponsorship of Weinstein Properties prominently recognized on the wall. Two underwater treadmills, with the capability of pushing the current at the person rehabbing to increase the resistance they are working against made it another state of the art component of the facility. I got the impression this was being used by Maguire Veterans Hospital as well as by private Physical Therapy groups. Back out to the entry area, where we thanked Adam Kennedy for hosting us, and for an excellent job of tour guiding through a really top notch aquatics facility, prior to departing. Thanks also to Draper Aden and Robert Hayes Co. for their sponsorships, and to Matt Sobel for putting together another unique and outstanding program.

This is the wall mounted autograph board signed by many of our Olympic Athletes who used this very pool in Omaha for their training.
ments during the social hours of our meetings. They are currently hard at work preparing for our upcoming Holiday Social.

The Holiday Social provides our Program Chairperson Matt Sobel with a bye month. Matt has already put together some great programs this year: Colonial Shooting Academy, Membership Drive at On the Rox, Snagajob, West Broad Village, and the Greater Richmond Aquatics Partnership (GRAP). He is already working on programs for 2013.

As our Public Relations Chair, Bud Vye authors what I suspect are the two most popular articles in our newsletter – one that recaps our previous meeting and the other that brings us all up to speed on the Richmond commercial real estate and facility management scene. Bud is also instrumental in getting our meeting announcement published in the RTD each month.

Bud has been serving this role for years, and so has Ranny Robertson as the publisher of this monthly newsletter. Think about it. Twelve times a year, year after year, he must meet a publishing deadline to get the IFMA News out to us at the beginning of each month.

Another individual who must meet a monthly deadline is our Secretary Bernadette Coleman. She takes the minutes at every board meeting, creates the Minutes document, submits it for board approval, and sends it to IFMA International.

Retaining current members and recruiting new members is the lifeblood of the organization. Our Member Co-Chairs Julie Mutcher and Harvey Jones do great work contacting and working with people who have expressed an interest in learning more about the Chapter and those whose memberships are close to expiring.

Carla Strothers is our Career Resources Chairperson. She has done a great job identifying facility management job opportunities in the Richmond market, so we can promote them through our newsletter, website and LinkedIn.

Maureen Roskowski is our Professional Development Chair. As I reported in previous newsletters, she is spearheading our Sustainable Spaces initiative to enable building owners and managers to self-assess how far along the sustainability journey they have traveled and to provide recognition for those who have made substantial progress. You will hear more about this early next year.

Tim Hume served as our Golf Tournament Chair again this year. We sold out the tournament this year which is a great testament to the work he did recruiting our 36 participating sponsors. And we receive feedback indicating that this is one of the best run charity golf events in Richmond.

When you get the opportunity, please join me in thanking our board members for their commitment and contributions to our IFMA Chapter!

Your President,
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 railside72@comcast.net.

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.

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Are you under 30?
Or have you recently earned a bachelor’s degree or MBA?
You may qualify for a reduced IFMA membership fee!

Young Professional membership is open to new IFMA members that are under the age of 30 and new or current IFMA members that graduated from an accredited university or college within the last 12 months at the time of application or membership reclassification/renewal. When you renew your membership, please make sure that you select Young Professional membership. Verification of age and/or graduation may be required. Young Professional Membership is limited to two years.
2013 PREPAID MEETING INVOICE
FEE:  $110

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Payment Options:

Remittance by Check:
IFMA RICHMOND CHAPTER
ATTN:  Barbe Shaffer, IFMA Chapter Administrator
P.O. Box 808
Richmond, VA  23218

PAYPAL:  Go to www.ifmarichmond.org
• Go to the calendar
• Click on the date February 15, 2013
• Click on “More” to expand
• Click on Register and fill in the blanks with an asterisk
• Click Register again when complete
• The next page is where PayPal information is entered.

PREPAID DUES ARE NON-TRANSFERABLE
DECEMBER HOLIDAY SOCIAL
Join us for our annual holiday get together

Tuesday, December 11, 2012
6:00 pm to 8:00 pm

Markel Corporation
4501 Highwoods Parkway
Glen Allen, VA 23060

Enjoy great food and drink and pause to reflect on the fellowship we share as IFMA members.

Special presentation to our Charitable Recipients
Rebuilding Together Richmond & Hanover Habitat for Humanity

Cost:
Members - $35, Member Spouse - $40
Guests $45

No Shows will be billed

RSVP by December 7, 2012

Barbe Shaffer at ifmarichva@gmail.com or
or register on our website at www.ifmarichmond.org and pay by PAYPAL
Credit Cards accepted at the Registration Table
If you are not pre-registered, there will be an additional $5 charge at the door.

Be sure to include your guests name and company
December Meeting

Tuesday December 11th
6:00 PM

Markel Corporation
4501 Highwoods Parkway
Glen Allen, VA 23060

www.ifmarichmond.org