



# IFMA™ Richmond Chapter

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



May 2016 Issue

## THE PRESIDENT'S MESSAGE...



Join me as I look into the future. As I peer into my "Crystal ball"...I see...I see...another great year on the horizon for our IFMA Richmond Chapter! At our last Chapter meeting held at VCU our Past President Connie Horn announced and brought forward the nominees for the 2016-17 IFMA Richmond Chapter board. Each year the current Past President has the responsibility of "working the crowd" seeking out those special individuals to pass the torch to.

In all she does, Connie has gone a great job in putting together the slate of nominees. Our Chapter bylaws require us to announce to the membership the nominees in April, take any floor nominees from membership in May along with voting on the slate, and at our Squirrel-a-Rama in June we swear the new officers in and the torch is passed. We have nominees for all of the officer positions and the incoming President appoints the Chair positions. Please join me in a round of applause to the nominees and appointed Chairs. Our slate is as follows:

### 2016-17 Officers and Chairs:

- President: Kathy Taylor
- Vice President: Jeff Sechrest
- Past President: Harvey Jones
- Secretary: Steve Panoram
- Treasurer: Justin White
- Membership Co-Chairs: Cameron Bridges, Steve Dahowski
- Programs: Allen Hurt
- Sponsorship: Brian Workman
- Public Relations: Bud Vye
- Website/Social Media: Andrew Cheatham
- Newsletter: Ranny Robertson
- Professional Development: Open
- Hospitality: Andrea Niedhammer
- Golf Tournament: Tim Hume

## MEETINGS

### May 2016 Membership Meeting

**Date:** Tuesday, May 10, 2016

**Time:** 5:00 pm Note change

**Place:** Luck Stone

**Program:** Dr. Dean Kashiwagi, PhD, PE.

**Cost:** Members \$15 Member w/cert. \$10

Non-Members \$35

**RSVP:** By Thursday Apr. 7, 2016

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### Next Board Meeting:

**Date:** Tuesday, June 7 2016

**Time:** 4:30 p.m.

**Place:** Dominion Innsbrook Building

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### Next Membership Meeting:

**Date:** Tuesday, June 14, 2016

**Time:** 5:30 p.m.

**Visit our Local Chapter Web Site**

**[www.ifmarichmond.org](http://www.ifmarichmond.org)**

## 2015/16 OFFICERS

### **President**

Harvey Jones, FMP  
[harvey.g.jones@dom.com](mailto:harvey.g.jones@dom.com)  
273-3076

### **Vice President**

Kathy Taylor  
[ktaylor@servproctn.com](mailto:ktaylor@servproctn.com)  
378-2323

### **Secretary**

Steve Pancham  
[spancham@mbpcc.com](mailto:spancham@mbpcc.com)  
330-4875

### **Treasurer**

Bernadette Coleman, CFM  
[Bernadette.coleman@bdnreit.com](mailto:Bernadette.coleman@bdnreit.com)  
521-1831

### **Immediate Past President**

Connie Hom, CLP  
[connie@buckinghamgreenery.com](mailto:connie@buckinghamgreenery.com)  
434-969-4711

## CHAPTER ADMINISTRATOR

Barbe Shaffer, CDT, SDA/C  
[ifmarichmondva@gmail.com](mailto:ifmarichmondva@gmail.com)  
651-6885

## COMMITTEE CHAIRS

### **Membership**

Cameron Bridges  
[bridgesca@cox.net](mailto:bridgesca@cox.net)

Scott Reed

[sreed@prologuesystems.com](mailto:sreed@prologuesystems.com)

### **Programs**

Karen Frebert

[K.frebert@creative-va.com](mailto:K.frebert@creative-va.com)

### **Sponsorship**

Brian Workman

[BWorkman@MOI.com](mailto:BWorkman@MOI.com)

### **Public Relations**

Lloyd J. (Bud) Vye, R-CFM  
[bdvye@comcast.net](mailto:bdvye@comcast.net)

### **Website & Social Media**

Paxton Whitmore  
[whitmore44@gmail.com](mailto:whitmore44@gmail.com)

### **Newsletter**

G. R. (Ranny) Robertson, R-CFM  
[grjr41@gmail.com](mailto:grjr41@gmail.com)

### **Professional Development**

Maureen Roskoski, SFP  
[maureen.roskoski@feapc.com](mailto:maureen.roskoski@feapc.com)

### **Hospitality**

Andrea Niedhammer  
[acniedhammer@magellanhealth.com](mailto:acniedhammer@magellanhealth.com)

### **Golf Tournament**

Tim Hume, CFM  
[timh@hermitagecountryclub.com](mailto:timh@hermitagecountryclub.com)

## **IFMA RICHMOND CHAPTER NEWS**

Is a publication of the Richmond Chapter of the International Facilities 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*

A follow up on an item from last month as the eldest of the Cosby siblings who arranged to leave their home and property in Rockville to the Lewis Ginter Botanical Gardens died at the age of 97, leaving her brother and sister, 91 & 89, to carry on.

I thoroughly enjoyed the Open House at CORT on April 5 with the entire Squirrels team present. Couldn't get over how tall the pitching staff was. 6'7", 6'6", and several 6'5"s made it feel like I was there with a basketball team instead of a baseball squad. The team had just arrived from Spring Training in Arizona a few days ahead of opening day and was looking forward to getting the season started. With hot dogs from Burgers and Brews across the street and beer from Ardent several blocks away, CORT had some very nice refreshments from their neighborhood establishments and a good time was had by all. Thanks to past Chapter President Mike Cline for the invite! It was a lot of fun.

Some names from past meetings in the news as Evolve Architecture is acquired by Wendel Cos., a Buffalo, NY based architecture and engineering firm, who just went across the street from their Richmond office to find their new partners, who add Interior Design capability to their firm. Very long time Chapter members will remember when Evolve's RoseMarie Bundy (then Carter) was seen regularly with side kick Phil Martin at our meetings, while more recent members will recall seeing her and Evolve co-founder Randy Blankenship at our meetings at Mondial Assistance/Allianz in October of '08 and again in March of '13 after Allianz had moved into the old Circuit City Deep Run I building. Best of luck to RoseMarie and Randy in their new affiliation!

And John Gregory (whose partner and father Rick spoke at our April of '08 meeting at Plant Zero and then showed us through his firm's offices next door) got tired of complaining to the City about potholes in their Old Manchester area, plotted and photographed 109 of them, and then turned the information over to his City Councilwoman with the request that they be filled by Earth Day, whose celebration will be held in the area. I plan to be there, so will see how well the City has done in meeting his request.

A casualty goes down in the Grocery Wars as Southern Season abruptly announces that its 53,000 sq. ft. store anchoring Gumenick's Libbie Mill development will close on April 24 after being open less than two years. Management acknowledges that they built the store too big and will go forward with 25,000 sq. ft. prototypes in North Carolina and Atlanta later this year. It will be interesting to see who they can get to take over the building since it is bigger than a traditional grocery store, and smaller than the monsters Kroger has been putting in, and it looks like there may be a few Martin's locations also availa-

*(Continued on page 3)*

*(Continued from page 2)*

ble before long. And some sadness as the Westhampton Theater shows its last film, while the new owners work on plans to redevelop the building.

Burger Bach moves methodically forward with their expansion plans as locations in Midlothian and Charlottesville are being readied to join the ones in Carytown, West Broad Village, and Durham in serving the pricey, but very tasty, grass-fed New Zealand beef burgers. On a faster track, Wawa is still going full blast as they start construction of their unit on the old Bill's Barbecue site on North Boulevard near The Diamond. They seem to have a popular format, as this one will be #26 in our area. Like the Bill's Barbecue, looks like the old Dept. of Game and Inland Fisheries headquarters at 3900 W. Broad will be torn down, but this one replaced with apartments and retail space, by the Virginia Beach developer who purchased it.

And Luck Companies, where we held our last Holiday Social, and are holding our May meeting, announces that they have “decided to focus on their core business of quarrying crushed stone” so are disposing of their Charlottesville based Har-Tru division, which harvests and supplies material for clay tennis courts, as well as the Luck Stone Center which we toured at our August of '08 meeting. The latter move particularly surprised me, since it appeared to me to be a natural extension of their basic business. But what do I know about the stone business?

Another big residential development in the works from HHHunt (already with Wellesley, Wyndham, Twin Hickory, and the Townes at Woodman to their credit) as they get rezoning approved for the 250 acre River Mill on the site of the Little Five Azalea Farm across Rt. 1 from Virginia Center Commons. Bounded on the north by the Chickahominy (which is the Henrico/Hanover border), this community will have 400 zero-lot-line homes, 300 townhomes, 285 apartments, and 50 single family homes, with construction to begin in the Fall of '17, and the first homes occupied in early '18.

Always seems to be some news from the Craft Brewing sector as Devil's Backbone, based out in Nelson County, becomes the first from Virginia to be acquired by one of the big boys, as Anheuser-Busch makes them an offer they can't refuse, as they have done to a number of other small brewers across the country. Word is that they will “retain their brand identity and a high level of autonomy” so we'll see how that plays out. With the big company's network of distributors, it should help Devil's Backbone extend their reach considerably. Had a chance to visit Stone Brewing's tasting room at the new brewery on Nicholson St. and was quite impressed. If this is to be an “interim” location until the Intermediate Terminal is developed, it looks sort of permanent and is quite nice. Check it out if you are down in the Rockett's Landing area. And the beat goes on, as a new craft beer centric restaurant called Cross Grain, and serving only local brews, is being developed at the airport. As they did with the frozen yogurt shops, are we heading toward the over saturation point yet for craft brewers?

Exhibits now reworked, with a restored Dauntless dive bomber suspended above the central gallery and a Sikorsky Huey helicopter part of a new ground combat scene, the front end of the Marine Corps Museum in Triangle has now been replaced and the Museum reopened after being closed for three months. Looking forward to stopping in and seeing it again the next time I get up that way on I-95. It's always been a great museum (and free of charge) so I expect it to be even better now.

Noted that Don Blankenship, the former CEO of Massey Energy, was convicted of “conspiring to willfully violate mandatory mine health and safety standards “ at the Upper Big Branch mine in West Virginia for the explosion that cost 29 miners their lives in April of 2010. Doesn't seem

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Richmond Chapter

## 2016 Products Show

It's almost here...

Thursday, May 19, 2016

9:00 A.M. to 4:00 P.M.

The Westin Richmond Hotel

Reynolds Crossing, 6631 West Broad Street, Richmond, Virginia 23230

Attend up to five AIA registered seminars for **FREE**.

**FREE** lunch and refreshments served to all attendees until 2:00 pm

This show provides the opportunity for the design and construction community to see innovative products displayed by suppliers and manufacturers from throughout the region. Attendance is **FREE** for all CSI, AIA and USGBC members, design professionals and general contractors.

### Seminar Schedule

Time		Room 1	Room 2	Room 3
9:00 - 10:00	Subject Presenter	Firestop 101 – What Every A&E Should Know Hilli	The Makings of a Great Subfloor Huber Engineered Wood Products	Building Envelope Design and Commissioning Intertek
10:15 - 11:15	Subject Presenter	Air Leakage Control in Commercial Building Enclosures Parksite	Thin Film Intumescent Coating Fire Protection Sherwin-Williams	
12:00 - 1:00	Subject Presenter	Drained and Back-Ventilated Rainscreen Cladding Design Cladding Corp.	Dynamic & Static Head-of-Wall Joint Fire Protection Marino Ware	Powder Coating Sierra Pacific
1:30 - 2:30	Subject Presenter	Above-Grade Wall Air Barrier Systems W.R. Meadows	Hurricane Impact Fenestration Design - Integrated Façade Design Tubelite	Roofing (more info to come)
2:45 - 3:45	Subject Presenter	Sustainable Concrete Masonry Design Stewart Companies	Selecting the Best Membrane & Joint Insulation Materials for Commercial RM Construction Carlisle Construction Materials	GAF

Register today at: <http://www.eventbrite.com/e/csi-richmond-2016-products-show-registration-23787109886?aff=ebrowse>

## APRIL MEETING REPORT

by Bud Vye, Retired CFM

Just about 17 years to the day since our only other meeting at the Siegel Center (in April of '99) when Hal Downing showed 45 of us around the new arena shortly after the conclusion of the first basketball season there after the VCU home games had been moved over from the Coliseum. This time it was a much larger turnout of 81 including many I had never seen at a meeting, plus a few I hadn't seen in some time, as all wanted to get a look at the much publicized new Basketball Development Center.



After a lengthy social hour in the very nice Tommy J. West Club, upstairs on the Broad St. side of the arena, President Harvey Jones got the group's attention for a brief business meeting. Those of us who are long time VCU basketball fans recognized our bar tender as Kiril Pischalnikov, the Russian 7 footer who played center for the Rams several seasons ago. A long list of first time guest attendees were recognized by Harvey as well as all of the Chapter's Annual sponsors, whose logos were being rotated on the JumboTron and Message Boards visible through the window out in the arena, as well as on message panels

around the walls of the club. Programs Chair Karen Frebert announced our next two meetings, with May being at Luck Stone, featuring IFMA Fellow Dean Kashiwagi coming in from Arizona State U. to speak on "The Next Generation of the Facility Manager", while June will again be at the Diamond, for our Spring Social, Installation of Officers for the new fiscal year, followed by a game between the Squirrels and Binghampton Mets.

Past President and Nominating Committee Chair Connie Hom then took the microphone and announced the slate of Officers (listed on page 12) for the coming fiscal year who will be voted on at the May Meeting and installed at the June Meeting. They came up to join her as she introduced them, with a number of new faces stepping up to assume leadership roles in the Chapter along with the Board's holdovers. Having thereby wrapped up the business portion of the meeting, Karen Frebert then introduced our host for the evening, VCU's Senior Associate Athletic Director Tim Lampe, who welcomed us and gave us a brief overview of the project and how it enhanced the school's basketball programs.

He then turned the mike over to Willie Harris of Barton Malow, the Project Manager for the Design Build Project. Since I had not been aware that long time Chapter member Kim Schoenadel and her KSA firm were key members of the team on this project, I was pleased to see her and Lorri Finn at the meeting and learn of their involvement in the Interior Design aspect of the project. That being the case, I will share with all this fact sheet that she had compiled on the project which serves as an excellent summary of the material presented by both Tim Lampe and Willie Harris -----



### Virginia Commonwealth University Basketball Development Center

Richmond, Virginia

Completion: September 2015 | Size: 62,000 SF New Construction / \$25,000,000

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## MEMBERSHIP CORNER

Cameron Bridges and Scott Reed, Membership Committee Chairs

### Welcome to our newest members!

Daniel Middleton  
Green Edge Lighting  
djmiddleton@greenedgelighting.com

Paige Schiavone  
JLL  
paige.schiavone@am.jll.com

### On behalf of the Chapter Board, "Thank You" to the following for renewing/rejoining this month\*

Steven Atkins  
steven.atkins@abc.virginia.gov

Valarie Blaes  
Blaes Communications Consulting  
info@blaescommunications.com

Jeff Newman  
Interface  
jeff.newman@interface.com

Kathy Taylor  
SERVPRO Richmond, Chesterfield  
& TriCities  
ktaylor@servproctn.com

Michael Walton  
nTelos Wireless  
waltonm@ntelos.com

Justin White  
Bonitz Flooring Group  
justinwhite@bonitz.com

Mark Woodcock  
CII Engineered Systems, Inc.  
mwoodcock@ciiservice.com

Danny Workman  
Jefferson Hotel  
danny.workman@jeffersonhotel.com

\* New and renewing members listed since previous publication. Current as of the time of writing.

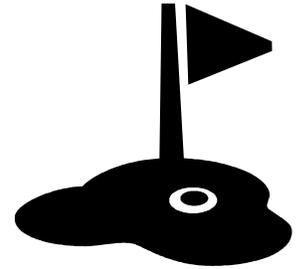
## Bring a Prospective Member to a Meeting

Please be advised that the Board has an established policy for anyone who would like to bring a prospective member to a meeting. If you let the Membership Committee place the RSVP for the prospective member, there will not be a guest fee charged for that attendee.

Again, the RSVP must be placed by the Membership Chair,  
Cameron Bridges [bridgesca@cox.net](mailto:bridgesca@cox.net) or Scott Reed [sreed@prologuesystems.com](mailto:sreed@prologuesystems.com)

Guests are always welcome but member prospects will help us grow.

# IFMA Annual Golf Tournament



**This year's GOLF TOURNAMENT will be held on  
Monday, September 19, 2016  
Hermitage Country Club**

**Contact Tim Hume at 804-708-8927  
or e-mail [timh@hermitagecountryclub.com](mailto:timh@hermitagecountryclub.com)  
regarding sponsorship availability.**

All proceeds benefit our local  
charities —



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like a severe enough penalty for a violation of that magnitude but its the maximum the law allows in that state. Hope he enjoys his time in the slammer and comes out a little less smug than he goes in.

At the other end of the spectrum, I note that McDonald's CEO just received a big bonus for coming up with the idea of serving breakfast all day at their 35,000 locations. Now that's what I call a brilliant idea! Why couldn't I have come up with something that novel?

Justice Scalia's untimely death triggered an outpouring of contributions to George Mason University, including \$10 million from the Charles Koch Foundation. Almost immediately, the school announced that it was changing the name of its law school to the Antonin Scalia School of Law. Almost immediately after that social media came alive with derision that the acronym for the school would be either ASSOL or ASSLAW. The School's Dean promptly responded by declaring that the school will be called the Antonin Scalia Law School. Naturally, the wags already have been making jokes about that acronym, but they are not as obvious as the previous two, so it looks like the Dean is going to let it stay at ASLS.

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*(Continued from page 5)*

The new VCU Basketball Practice Facility is designed as a place of pride and inspiration for players and coaches, as a source of amazement for fans and donors, and as an awe-inspiring point of reassurance for young recruits. The building is at once fresh and also timeless — a comfortable place to play and work every day.

Located on West Marshall Street, north of the Siegel Center, the new VCU Basketball Practice Facility provides both the men's and women's programs with state-of-the-art facilities in one 62,000 square foot, two-story building that will aid in recruiting and player/team development.

The design celebrates the activities within the facility and strives to connect fans and passersby to the VCU Rams basketball programs. Clerestory lighting and expanses of translucent glass foster a sense of openness and fellowship with the surrounding campus community. Inside the facility, hubs of activity recall the vigorous momentum of the men's "Havoc" and women's "Fury" basketball programs and relay this focused energy palpably to passersby.

The building is characterized by a strong roof line that unifies the various building elements and defines a block-long glass building volume. Smaller building elements "slide" under this unifying roof and engage the glass volume, breaking down the building scale without denying daylighting through the primary glass clerestory. The facility works to function as a 'good neighbor' by maintaining a scale that is in keeping with the Carver neighborhood and by using brick book-ends where the glass and metal-shingle building faces older residential buildings.

The Barton Malow-VMDO design-build team is deploying strategies that maximize value for the University and the Athletics Department. Together, these strategies thoughtfully situate the building on the site, while defining massing and program disposition. The building's simple, straight-forward massing takes into account the climate of the region in order to minimize energy loss and maximize money savings. North- and south-facing glass optimizes light levels and reduces the need for glare control devices.

The project is pursuing LEED Gold certification.

#### Building a State-of-the-Art Training Facility

This 62,700 square foot mixed-use building provides both the men's and women's programs with state-of-the-art facilities that will aid in recruiting and player/team development. Features include:

Men's and women's practice courts with viewing decks

Strength and conditioning room

Training room

Hydrotherapy room

Men's and women's locker rooms

Players' lounges and academic study areas

Player dining area with prep kitchen

Video viewing and editing rooms

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Conference rooms

Coach, trainer, and support staff offices

Hall of Fame lobby



Following the two presentations, we followed Tim Lampe down the steps to the concourse level, across the West end of the arena, out the door on the North side and across Marshall St. to the new facility. Although it is not available to students or the general public, we were immediately struck by the museum quality graphics in the entry way as designed and installed by Advent. One large glass display case on either side with mannequins modeling

ing the three (Black, White, & Gold) colors of VCU men's and women's basketball uniforms. Photos of three men and three women former players in the uniforms of their professional teams adorn two columns in the lobby, along with other eye catching graphics. After a brief introduction to the building by Lampe, it was out onto the men's court where former player Ed Nixon (now on the Athletic Dept. staff) was shooting fouls down at the other end before being interrupted by some of our group to have their pictures taken with him, which he graciously agreed to. Big graphics on the walls featuring motivational sayings and a listing of League finishes and the team's one Final Four appearance were prominent. Right off the court on the right, a team meeting room with comfortable chairs where the coaches can go over Scouting Reports and Game Plans.



Now, back into the area between the Men's & Women's courts and into the Strength & Conditioning Room with a wide selection of free weights and exercise machines, dominated by an altar like raised platform where the Strength Coach can supervise the activity.



Next door, on the same level, we went through the training room with a long row of elevated couches where the training staff could tape ankles without having to bend over, with a number of massage tables opposite, adjoined by the hydrotherapy room featuring two walk in whirlpools and one slightly larger pool. A quick look at the Women's court with their own graphics theme and then upstairs where we saw the locker rooms with players' name, number and home town over each, lounges

(Continued on page 12)

## CAREER OPPORTUNITIES

### ServiceMaster Clean Account Executive



#### Company Background

ServiceMaster Services, Inc. is the largest locally owned and operated commercial janitorial services firm serving the Richmond metropolitan area. We employ over 250 associates and clean 6 million square feet of space daily. Locally owned and operated since 1974, we have earned the reputation as a respected and successful provider of contract cleaning services to owners and managers of office buildings, healthcare facilities, public buildings, sports venues, industrial facilities and schools. Learn more about us at [www.svmservices.net](http://www.svmservices.net).

#### Job Description

We are seeking a full time sales professional with responsibility for bringing in new business by securing janitorial contracts with both existing and new customers. This position will report to the president/owner of the company and will receive additional support and direction from ServiceMaster Clean's regional office's sales/marketing manager.

#### Responsibilities

The successful candidate will be an experienced sales professional with demonstrated expertise in identifying and qualifying target accounts, identifying and meeting decision makers (through cold calling and networking), building relationships with these decision makers, creating opportunities to submit proposals, writing and presenting proposals, closing sales, and maintaining relationships after the account is acquired.

#### Qualifications

The individual will have strong verbal and written communications skills, proficiency using Outlook, Word, Power-Point, Excel and ACT! (or another CRM tool), ability to work independently and as part of a team, a strong work ethic, a can-do attitude, and an ability to manage multiple priorities and meet deadlines

An undergraduate degree is required. Experience selling to facility managers and property managers is a plus. The position is primarily a day job, but there needs to be flexibility to work some evenings to participate in industry association activities and visit customers' buildings.

#### Other

Compensation will consist of a base salary + commissions. Benefits include car allowance, cell phone, medical and dental insurance, paid vacation and 401(k).

If interested, email a cover letter, resume and compensation requirements to Tom Wood at [twood@svmservices.net](mailto:twood@svmservices.net).

## IFMA Vendor Database

### **Looking for help on a particular problem or issue?**

One of our member vendors may have just the solution you're looking for. Be sure to check them out and use their services if applicable.

Go to [www.IFMARichmond.org](http://www.IFMARichmond.org), Community, Vendor Database and click on the link supplied.

## OUR MAY IFMA MEETING

### **A VERY IMPORTANT MEETING WITH A NOTED INTERNATIONAL SPEAKER**

Date: Tuesday, May 10, 2016

Location: Luck Stone – 515 Stone Mill Drive, Manakin Sabot, VA 23103

Time: 5:00 – 6:00 Social Hour and Chapter Announcements

6:00 – 8:00 Program with Q&A



#### **BIOGRAPHY:**

**Dean T. Kashiwagi, PhD, PE, IFMA Fellow**

**Director, Professor, Professional Engineer**

Arizona State University, School of Sustainable Engineering and the Built Environment, Performance Based Studies Research Group (PBSRG)

A thought leader in the facility management (FM) and construction industries for more than two decades, he's a respected adviser and mentor within the association, the public sector, and academic circles. He is a past recipient of the International Facility Management Association (IFMA)'s Distinguished Educator award (2009). He is credited with establishing FM programs at six universities around the world. This includes receiving a Fulbright Scholar award to share state-of-the-art facility and project management research and practices with the people of Botswana, Africa. Dean has put his groundbreaking FM Model of the Future graduate program into practice at ASU and was instrumental in the investment of \$100 million in the institution for outsourcing food services. A powerful force in the Greater Phoenix Chapter of IFMA, as well as Arizona State University, he has championed programs to advance the FM profession, and continues to prepare the next generation of FMs.

#### **TOPIC: THE NEXT GENERATION OF THE FACILITY MANAGER**

Facility Managers have to do more with less, justify their position or be considered outsourced and dealing with the same problems over and over. Please join us for a special lecture on addressing these issues using a leadership approach and not a technical one. Meet the leading FM Best Value Expert and Researcher with over 20 years of tests/results. This session is thought provoking, energizing, and sure to have you leave amazed with going forward.

#### **Learning Objectives:**

To utilize expertise, performance metrics, and alignment

Why it's important for the FM to be less technical (use leadership approach)

How to justify your position with the company (show value)

**CFM Maintenance Points apply for this event.**

Note minor time changes

# Officer Nominations 2016/2017

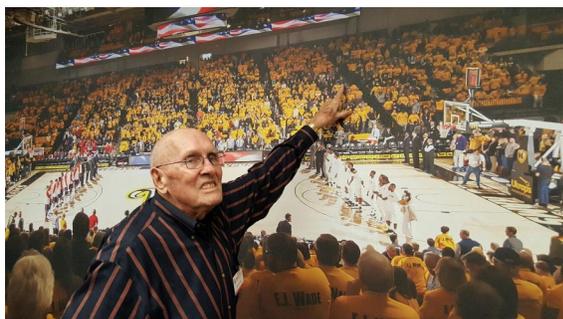
President - Kathy Taylor  
Vice President— Jeff Sechrest, SFP  
Secretary - Steve Pancham  
Treasurer- Justin White

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and study areas, players dining area and prep kitchen. On one wall a huge color photo of a sold out Siegel Center with everyone standing for the National Anthem. Such sharp detail on the photo that I was easily able to pick out myself and have a picture taken of me pointing to myself at my season ticket seat. Nearby, outside this area, were the Coaches, trainers, and support staff offices with Conference and video rooms.

A number of comments from those touring to the effect that the school had outdone itself with the luxurious level of the furnishings and graphics, particularly since the facility appears to be for the private use of the basketball teams, with no students or alumni permitted into the building or to use the facilities. It definitely should make a big impression on the high school players being recruited by the two teams, as the “WOW” factor is confirmed by Corine Harvey, whose grandson is one of those currently being recruited. In summary, an excellent meeting featuring an opportunity to get a close look at a top of the line facility demonstrating what things have come to in the intensely competitive world of big time college basketball. It would appear that the other teams in the Atlantic 10 Conference have some catching up to do, as I would be surprised if any of them have facilities in the same class as VCU now has.



*Bud was there*

Thanks to Tim Lampe for hosting us; to Barton Malow's Willie Harris for helping Tim guide us on the tour and answer questions; to all of our Sponsors for helping make it possible; and above all, to Karen Frebert for putting another outstanding program together!

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# Utilizing Innovation in Utility Projects

**May 10, 2016**  
**10:00 am - 12:00 pm**  
**5000 Dominion Blvd**  
**Glen Allen, VA 23060**

## Summary

Join us for an interesting dialogue on the development of best value and leadership based concepts that increase efficiency and performance on a project, while minimizing risk. The innovative technology has been tested over 1,804 times on \$6.4 billion in project value (\$4.2 billion in construction projects and \$2.2 billion in non-construction professional service projects), in 6 countries, 32 US states, with a 95% success rate. This research uniquely optimizes effective practices by the client and the expert vendor. Traditionally, clients tend to manage vendors, but if a system was in place where the vendor actually knew what to measure in cost and time deviations. The clients' confusion and guess work is eliminated. In this session, the speaker will talk about the concepts and how they were applied to utility and similar projects.

## Featured Speaker



Dean Kashiwagi, PhD PE  
PBSRG Director, IFMA Fellow

World renowned researcher in the Best Value approach and risk management. Creator of the Best Value Performance Information Procurement System (PIPS). Tested both in government and private sectors. His concept is contrary to the traditional price-driven procurement model; reduces transactions of every participant and forces a "win-win" relationship. His program also educates professionals to become more efficient through measurement and accountability.

## Topic Highlights

- Learn to minimize costs by 30%
- Create systems that utilize expertise
- Identify risk through non-technical information
- How to show value for the company
- How to build a better team

## Who Should Attend?

- Department Heads
- Procurement/Contract Personnel
- Facility Managers
- Project Managers
- Engineers and Architects



**RSVP at <http://www.ifmarichmond.org>**

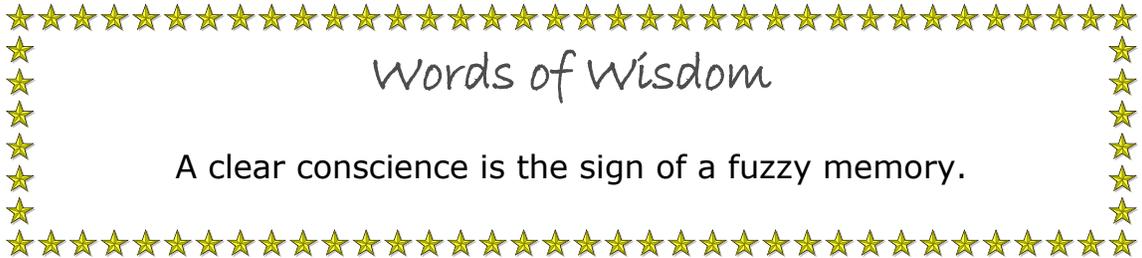


**Visit our New & Improved Local Chapter Web  
Site**

**[www.ifmarichmond.org](http://www.ifmarichmond.org)**

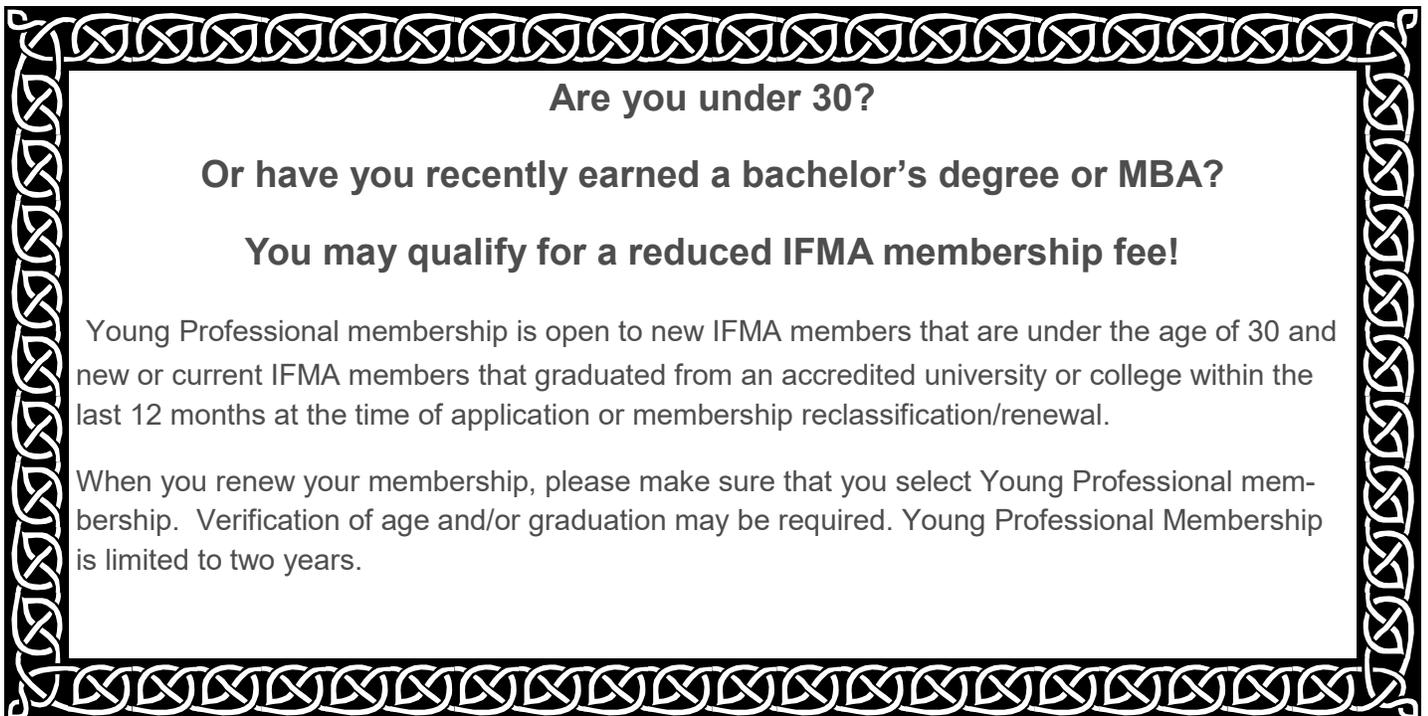
**Put it in your Favorites Folder right now**

**Thanks to Blaes Communications**



*Words of Wisdom*

A clear conscience is the sign of a fuzzy memory.



**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.



# IFMA™ Richmond Chapter

International Facility Management Association

## Richmond Chapter Monthly Meeting The Next Generation of the Facility Manager Dr. Dean T. Kashiwagi, PhD, PE, IFMA Fellow Tuesday, May 10, 2016

Facility Managers have to do more with less, justify their position or be considered outsourced and dealing with the same problems over and over. Please join us for a special lecture on addressing these issues using a leadership approach and not a technical one. Meet the leading FM Best Value Expert and Researcher with over 20 years of tests/results. This session is thought provoking, energizing, and sure to have you thinking and planning for the future.

### Learning Objectives:

- To utilize expertise, performance metrics, and alignment
- Why it's important for the FM to be less technical (use leadership approach)
- How to justify your position with the company (show value)

CFM Maintenance Points apply for this event.

## Thank you to our 2016 Annual Sponsors

### PLATINUM



### GOLD



### SILVER



### BRONZE



### Where:

Luck Stone  
515 Stone Mill Drive  
Manakin Sabot, VA 23103

### Parking: Parking Lot

### Time: Note - earlier than usual

5:00-6:00 pm: Networking/Social  
6:00-8:00 pm: Program

### Presenters:

Dr. Dean T. Kashiwagi, PhD, PD,  
IFMA Fellow  
Arizona State University, School of  
Sustainable Engineering and the  
Built Environment, Performance  
Based Studies Research Group

### RSVP by:

Thursday, May 5, 2016  
Simply e-mail Barbe Shaffer at  
[ifmarichva@gmail.com](mailto:ifmarichva@gmail.com)  
or register on our website at  
[www.ifmarichmond.org](http://www.ifmarichmond.org)  
and click on Sign-up Genius and  
pay by credit card or at the door

### COST:

Members: \$15  
Members w/certification: \$10  
Non-Members: \$35

Registrations are required. An  
additional \$5 will be charged at  
registration if you have not  
registered prior to the event.  
Credit card payments accepted at  
the door.

Be sure to include your guests  
name and company

No Shows will be billed



**IFMA™ Richmond Chapter**

International Facility Management Association

P.O. Box 808

Richmond, Virginia 23218



PLACE  
STAMP  
HERE

# May Meeting

**Luck Stone**

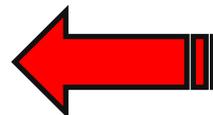
**515 Stone Mill Drive**

**Manakin Sabot, VA**

**Tuesday, May 10, 2016**

**Important !**

**5:00 PM**



**[www.ifmarichmond.org](http://www.ifmarichmond.org)**