



IFMA News

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

November 2012 Issue

THE PRESIDENT'S MESSAGE...

Celebrating Our 27th Year



Many of us attend our monthly chapter meetings which provide opportunities for networking and fellowship, facility tours and educational programs. Many of us also participate in our annual golf tournament and our annual Rebuilding Together and Hanover Habitat for Humanity projects. However, fewer of us avail ourselves of the educational opportunities available to IFMA members.

The newly re-launched IFMA website does a great job of featuring its professional development programs. It focuses on its three professional credentials which can advance your career, recognize your achievements, help you stand you out from the competition, and provide valuable professional knowledge.



The **Facility Management Professional** credential is designed for early to mid-career FM professionals and industry suppliers. It teaches and tests four knowledge domains: operations & maintenance, project management, finance & business, and leadership & strategy. IFMA offers a self-study curriculum involving printed materials and online study tools. George Mason University also offers instructor led courses.



The **Sustainability Facility Professional** credential will help you operate your facility sustainably and positively impact your triple bottom line. It has three focus areas: strategy & alignment for sustainable facility management, managing sustainable facilities, and operating sustainable facilities. Prepare for the SFP through a self-study program or instructor led courses (offered in Virginia through George Mason).



The **Certified Facility Manager** credential sets the industry standard for ensuring the knowledge and competence of practicing facility managers. The CFM is a competency-based certification. Candidates must first meet specific education and experience requirements. Once the application is accepted, the candidate must pass an exam which covers the following areas: planning and project management, operations & maintenance, real estate, quality assessment & innovation, leadership & management, human & environmental factors, finance, communication and technology. IFMA offers several preparation resources including practice exams, a CFM exam course study set, and exam review courses (one is offered in Washington, DC in November).

We have members in the Richmond Chapter represent-

MEETING

November 2012 Meeting

Date: *Tuesday, November 13, 2012*
Time: *5:30 pm*
Place: *GRAP*
Program: *Presentation & Tour*
Cost: *Members \$10 Guests \$25*
RSVP: *By Thursday November 8, 2012*

Next Board Meeting:

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

Next Membership Meeting:

Date: *December 11, 2012*
Time: *5:30 p.m.*

2012/13 OFFICERS

President

Tom Wood
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Vice President

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Secretary

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Immediate Past President

Jeff Bradley
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Professional Development

Maureen Roskoski, FMP
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Hospitality

Jane Waring, FMP
jwaring@markelcorp.com

Golf Tournament

Tim Hume
timh@hermitagecountryclub.com



AROUND THE CHAPTER

by Bud Vye, Retired CFM

Had a chance to be with several Chapter old timers during the past month. As I mentioned in the Meeting Report, got a pleasant surprise in the form of a phone call from **Rob MacIver**, checking in after an absence of more than 20 years, and informing me that he was back in the area from Myrtle Beach and planning to attend our October meeting. That prompted me to drag out the photo board someone had made up at our December 1984 meeting when the Chapter formally received its charter and joined IFMA, since I recalled that Rob had been there, as he was one of our very early Associate Members, representing J & J Carpets. Sure enough, he was in three of the photos, while Ranny Robertson & I each appeared in one. He, and a few others, got a kick out of seeing the board, and Ranny & I had a nice visit with him during the Social Hour of the meeting. Sounds like he might be staying up here permanently, so we may be seeing more of him.

Then, on 10/11, I had the opportunity to attend the **20th Anniversary celebration for KOP Architects** at The Tobacco Company. Time has gone by since **Hal Downing** founded the outfit, and many of our more recent members aren't aware that Hal was once our Newsletter Editor (back in 1991-93), as well as our President in '92. It was great to be able to be with him to celebrate the success of his firm. Also great to get a chance to talk to KSA's **Kim Schoenadel**, whose firm goes back even further than Hal's, and who was his successor as Newsletter Editor in '94 & '95, after having earlier served as Program Chair in '86 and then in '91, followed by two years as Membership Chair in '92 & '93. Really fun to share some memories with both Chapter veterans, and to talk to Kim's oldest son, a recent Hampden-Sydney grad, who was a classmate there with my grand nephew. One advantage to having been around for a long time is the satisfaction you get from seeing how things work out over time for folks you knew, and worked closely with, back in the day.

Congrats are also due to another of the Chapter's architectural firms, as **Commonwealth Architects receives the 2012 Outstanding Preservation Project Award** from Preservation Virginia for their work on the rehabilitation of the Patrick Henry Hotel in Roanoke.

And a nice article in MetroBiz, featuring **David Craig's Spacesaver Storage Solutions** firm (and mentioning Cameron Stiles of KSA) for their installation of moveable shelving units at the Troutman Sanders law firm, similar to the ones we saw at Ivy Stacks at UVa during our May meeting.

Down at **Rocketts Landing**, where we met in July of '09, their first new project in three years is moving forward, a 180,000 sq. ft. building with 156 apartments and 11,000 sq. ft. of office space, with Lyall Design Architects doing the plans, and J.D. Lewis the GC. They also announced that law firm Brown Greer will have a 38,000 sq. ft. building built which will serve as their new headquarters.

Just upstream, a different couple is getting ready to open **Flatheads**, the floating restaurant on the 78 ft. boat that sank during Hurricane Irene a little

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over a year ago, as the couple from Poe's Pub was getting ready to do the same. Hope these folks have better luck than their predecessors. They plan to soft open in the fall, work the kinks out of it, and then have a grand opening when the weather warms up next spring.

Just downstream, the Port Authority announces **a third barge** (Tuesdays, Thursdays, & Saturdays) to sail weekly between our Port and Hampton Roads. With seaborne freight moving to ever larger container ships, it appears the days of ocean going freighters coming up the James are just about finished. Instead, the barges are increasingly being used for that leg of the trip (80 to 100 containers per barge, on a trip that takes 12 hours). So far this year, 6,227 containers have moved this way, each one of which would otherwise be a truck on I-64. If they don't get enough containers to make a payload for a scheduled barge sailing, they run the containers on-hand down by truck to maintain the schedule. Should be a lot more incoming containers now that both of Amazon's million sq. ft. fulfillment centers (Dinwiddie handling the larger products and Meadowville the smaller) are up and running.

More transportation on the waterways being studied down in Tidewater, as the tunnels increasingly become bottlenecks on the major roads. They've been studying it for a while and are about to test some **passenger ferry runs** between Newport News and Norfolk Naval Station (estimated at 17 minutes), and Downtown Norfolk (estimated at 30 minutes). They have no plans to run any vehicle ferries, so we'll see how much traffic they get, as most of us are spoiled and want to have our car with us.

The Rocketts Landing folks and those of us that have been working on the Virginia Capital Trail (from Williamsburg to Richmond) got some good news as the City closed the deal with **Lehigh Cement** to buy and take over their property (with the three white silos) as soon as Lehigh is able to move to a new location in Chesterfield county. Then the silos will come down, the rail line coming through Rocketts Landing to serve them will be removed and replaced with the Trail, which will then go right by Flatheads, The Boathouse, and The Conch Republic.

Not such good news for a couple of nightlife fixtures in the Fan, as the **Baja Bean Co.'s** landlord refuses to renew their lease after 11 years when it expires next fall, as he wants to "redevelop and physically improve" the building and, presumably, use it for another purpose. Much more abrupt was the situation at **Mulligan's**, where the landlord changed all the locks and posted a letter on the door stating that "This property has been repossessed by Eck Enterprises."

Green Top completes their move from their old Rt. 1 location into the five times larger space vacated by Gander Mountain. I haven't been in there to check it out, but reports are that their loyal customer base is pleased with the move.

Plenty of foreclosure auctions taking place these days, including **Presidents Park** down near Williamsburg, which went for \$1.5 million to partially compensate the lender for the default on a \$3.3 million loan on a property assessed at \$2.13 million. The 43 large presidential busts (which I never did get down to see) were not part of the deal, and there are hints that they may end up in another, better, location in the state. We'll keep an eye out to see where that turns out to be.

But the auction notice (not a foreclosure) that caught my eye was the old **Best Products Distribution Center** (and one time corporate headquarters) north of Ashland on Rt.1 which is scheduled to go on the block on 11/2, along with several other warehouse properties owned by Keck Realty. I spent a lot of time in that 565,000 sq. ft. building, so will be interested to see who ends up with it.

And an era ends at **Media General**, as they sell the last of their newspapers (the Tampa Tribune, which was the only one that Warren Buffett's Berkshire Hathaway didn't buy back in May) to a private equity group for \$9.5 million. Now their holdings are down to 18 TV stations, mostly in the Southeast, plus some

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Sustainable Spaces... Achieving Operational Excellence One Building At A Time

The IFMA Richmond Chapter is in the process of creating a sustainability certification program for commercial facilities in our region. The program, Sustainable Spaces, is being developed to meet a need in the marketplace for understanding and recognition of sustainable facility management. Most owners and operators of facilities recognize the importance of operating our facilities in an efficient and sustainable manner. However, the majority of certification programs focus on the building itself without an emphasis on the total organization. Our program bridges the gap between the efficient building and the organization to reach operational excellence. It outlines what is important in sustainable facility management and can be used as a guide to evaluating and improving your facilities. Our tool is an honor-based, easy to use self-assessment checklist which allows you to evaluate your facility and your overall organizational sustainability strategy. We are giving you the opportunity to be recognized for your energy and sustainability achievements, without requiring excessive documentation or significant investment in time or money. Our program consists of the following categories:

1. Strategy
2. Engagement
3. Energy
4. Water
5. Materials & Resources
6. Waste
7. Workplace Management
8. Quality of Services
9. Indoor Environmental Quality
10. Site

Our tool has 150 questions with a yes, no, or not applicable format. It is an interactive Excel spreadsheet that will total your points in the Awarded Points column and on the overview page as you answer questions. You can also answer “maybe” and return to the question at a later date.

A few of the sample questions are shown on the next page

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Category: Engagement

Sub-Categories	Questions/Criteria	Yes/No/ Maybe or N/A	More Information	Total Available Points	Awarded Points	Resources
Reporting						
	Do you report on your sustainability progress on an annual basis?		One potential tool for reporting is the Global Reporting			www.globalreporting.org
	Internal? (newsletter, website)			1	0	
	External? (newsletter, website)			1	0	
Training						
	Do you provide at least 16 hours training on an annual basis for the facility department employees on energy and/or sustainability practices?		user can define what employees are eligible	1	0	
	Do you provide awareness building programs or contests at least 2 times a year for the building occupants on energy and/or sustainability practices?			1	0	
	Do you have individuals with sustainable accreditations on staff?					
	IFMA Sustainability Facility Professional (SFP)			0.5	0	
	Green Globes Professional			0.5	0	
	Certified Energy Manager			0.5	0	
	LEED Green Associate			0.5	0	
	LEED Accredited Professional			0.5	0	

Category: Energy

Sub-Categories	Questions/Criteria	Yes/No/ Maybe or N/A	More Information	Total Available Points	Awarded Points	Resources
Measurement & Monitoring						
	Does the building have at least 25% of the tenants sub metered?		Sub metering: Used to determine the proportion of energy use within a building attributable to specific end uses or subsystems.	1	0	
	Does the building have system level sub metering?		Such as submetering HVAC or lighting	1	0	
	Do you use smart meters that measure energy in real time?			1	0	
	Do you have an ENERGY STAR Portfolio Manager account that is up to date with the last 12 months of energy consumption?			1	0	www.energystar.gov http://www.ifmafoundation.org/research/how-to-guides.htm
	What is your ENERGY STAR score?		Have you heard of the IFMA ENERGY STAR Challenge?			the-ifma-energy-star-challenge
	70		Points based on rating	1	0	
	75		Points based on rating	1	0	
	80		Points based on rating	1	0	
	85		Points based on rating	1	0	
	90		Points based on rating	1	0	
	95 or greater		Points based on rating	1	0	

We have included points associated with beginner stages of energy management and sustainability, such as “Do you have an ENERGY STAR Portfolio Manager account that is up to date?” as well as more advanced stages, such as rewarding you with more points the higher your ENERGY STAR score. We want to recognize those efforts that you are currently doing as well as inspire you to achieve higher goals.

Our goal in creation of this tool was to bridge the gap between the building and the organization, to educate our members in sustainable facility management, and to recognize our members for their energy and sustainability achievements, without requiring excessive documentation or significant investment in time or money. We hope you will join us in this effort and participate in our pilot program. We are currently seeking participants in the pilot program this fall to be completed at the end of the year. Participants will be provided access to the self-assessment tool, user support, registration in the program at no cost, and recognition upon meeting program certification requirements. You will also be helping to shape the development of this tool through your comments and suggestions. The full program will be launched in early 2013. If you are interested in participating in the pilot program, please contact Maureen Roskoski at maureen.roskoski@feapc.com.

MEMBERSHIP CORNER

By Julie Mutcher , Membership Committee Co-Chair

Welcome to our newest members !

William Bell

Church & Dwight Virginia. Inc.
1851 Touchstone Rd.
Colonial Heights, VA 23834
Email: william.bell@churchdwight.com

Kenneth W. Hill

Technical Operations Superintendent
Campus Facilities Service
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PO Box 9408
Petersburg, VA 23806
Email: khill@vsu.edu

Jack Wheeler

Area Sales Manager
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Richmond, VA 23237
Email: jock.wheeler@tate.com

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

Kevin B. Arthur

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Hugh J. Ewing

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Email: hugh713@embarqmail.com

Julie A. Mutcher

Cort Furniture Rental
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Richmond, VA 23294
Email: Julie.Mutcher@cort.com

Bob Borchers

Office/Facilities Manager
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Christopher S. Gibson

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Jon Reed

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Craig A. Sharp

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Phillip B. Dailey

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John A. Heisler

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Dominic A. Venuto

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Elizabeth Mckinney

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Joseph W. Zier

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John F. Mosteller

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New Member Spotlight

William Bell

Church & Dwight Virginia. Inc.



William Bell is with Church & Dwight Co., Inc. This company was founded in 1846 and is one of the leading consumer packaged goods companies in the U.S. headquartered in Princeton, New Jersey. They have managed to outpace the Standard & Poor's by more than 2X over the last 10 years.

They manufacture and market a broad range of leading household, personal care and specialty products to consumers and business customers in 115 countries. The company operates under three major divisions: Consumer Domestic, Consumer International & Specialty Products.

The **Consumer Domestic** segment includes their eight power brands. Arm & Hammer, Trojan, First Response, Nair, Spinbrush, Oxi Clean, Orajel and XTRA and other household and personal care products.

The **Consumer International** segment sells a variety of household and personal care products, some of which use the same brands as their domestic product lines, in international markets, including Canada, France, Australia, the United Kingdom, Mexico, Brazil and China.

The **Specialty Products** segment is the largest U.S. producer of sodium bicarbonate, which it sells together with specialty inorganic chemicals for a variety of industrial, institutional, medical and food applications. This segment also sells a range of animal nutrition and specialty cleaning products.

Thank you for joining IFMA!

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odds and ends of web-based businesses, with a total of about 1,400 employees, down from about 4,000 at this time last year.

Also sad for me to see everyone kicking around **American Airlines** in bankruptcy, since they have fallen to the bottom of the list, as their efforts to cut staff salaries, benefits, and pensions has gotten them constant maintenance, service, and on-time problems. Having a step-brother who was in their Marketing Dept., and being constantly reminded for years that they were the #1 airline in almost every category, and the pioneers who first instituted Frequent Flyer Miles and a long list of other now common programs, it hurts a bit to see how far they have fallen.

And, in closing, a chuckle at reading that the owners of **Tyson's Corner Center** are unofficially dropping the "Corner" from their name so they will henceforth just go by "Tysons". Stating that the "Corner" in the name is too old timey and out of date, and just plain "Tysons" is "fresh and crisp" the executive director of the Partnership tries to convince the local Board of Supervisors of the wisdom of the move.

I'm not sure what these guys smoke in some of these Commercial Real Estate meetings, but everywhere I go I see old timey and out of date names like Mews, Landings, Ridge, Ridings, Crossroads, Commons, Meadows, Race, Trace, Fields, Colonies & Village being used to name projects, and although I don't know what some of them mean, they sound kind of cool, even if they're not "fresh and crisp".

OCTOBER MEETING REPORT

by Bud Vye, Retired CFM

After a rainy morning, the weather cleared on October 9th in time for our meeting and 42 found their way into **West Broad Village**, one block further in from Broad St. than Whole Foods, parking here and there, mostly in the lot behind South University, where it was easy to spot the entrance to the Clubhouse. The social hour was set up in the room with the kitchenette, where **Andrea** of caterer **Sophisticated Soirees** had chosen an Oktoberfest theme for the refreshments and featured German Potato Salad with a selection of Wurst (sausages, for the non-German among us) in addition to a number of non-German items. All in all, a different and tasty selection. A convivial period of networking, during which I spent a lot of time, along with **Ranny Robertson** (who now has Railside Farm listed for sale, as their new home on Purcell Rd. gets closer to completion) reminiscing with **Rob MacIver**, a fellow Chapter member from back in the 80's who neither of us had seen in more than 20 years. Rob has been down in Myrtle Beach all this time, but it looks like he may be coming back into this area, where we will be seeing more of him.



In due course, President **Tom Wood** summoned us to the lounge of the Clubhouse, a very comfortable and nicely appointed space not really set up for a meeting like ours so some had to stand around the perimeter after all the chairs were taken. The business segment of the meeting was brief. **Tim Hume** reported a highly successful Golf Tournament, which raised just under \$10,000 to be split between our two charities. **Barbe Shaffer** similarly reported a successful work day at the **Toomey Habitat for Humanity house** on 9/22, thanking the six who gave up their Saturdays to be there with her, doing a nice job of raising two of the walls. Reports completed, President Tom stated that we had one piece of unfinished business from the Golf Tournament, in that one of that event's door prizes had not been claimed, so we would be drawing for it now. The lucky winner was **John Wesley Hall** of American Security Group, and the prize turned out to be a \$50 gift card for Maggiano's, which was well received.



Business concluded, our host for the evening, **Richard Core** from Markel/Eagle Partners, was introduced and, using a PowerPoint presentation, proceeded to give us a very interesting and candid description of how the project evolved from the 100 acre Liesfeld Farm to its present condition. A prime parcel at the intersections of I-64, I-295, and Rt. 250, it was purchased by a developer from Florida for an inflated price back in 2007, just as the Real Estate bubble was about to burst. He lined up some major commercial tenants, including J.C. Penney, Old Navy, Books-A-Million, McCormick & Schmick's, and Gordon Biersh, all of whom pulled out on him as the recession unfolded. Strong residential pre-sales and lot reservations also began to fade on him as the economy worsened. The parcel was carved up into segments in order to keep the project afloat, but before long defaults, liens, and law suits were mounting up in all sections of the property, and the project was in total distress, with the developer about \$50 million underwater.

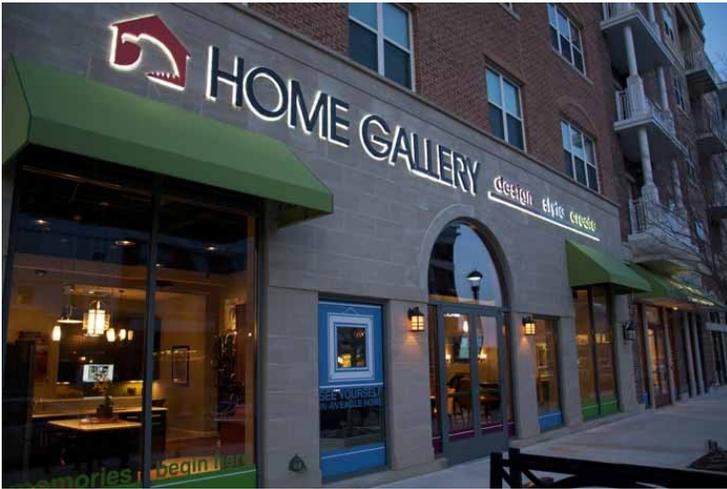
Enter Markel/Eagle in late 2009, with capital in the bank, to pick up the pieces and put them back together. One by one, contractors and other bills were paid, so liens were released and litigation was settled. Gradually, the projects began to move forward again as space began to be leased and construction

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resumed. New anchor tenants (Whole Foods, REI, Home Goods, ACAC [Atlantic Coast Athletic Club] and South University) signed on, later to be joined by the Children's Museum's satellite location. Outparcel tenants (Mimi's Cafe Union, Kona Grill, Bonefish, Wells Fargo Bank, First Market Bank, and Diamonds Direct) came on board. Residential units resumed selling and leasing (now up to 884, with pool and the Clubhouse we met in available to them) to complement the 520,000 sq. ft. of Restaurant/Retail and 650,000 sq.ft. of Office space.

Now fully back on its feet, with the Developer up to par, West Broad Village is rolling ahead to full development. The John Rolfe Parkway Entrance and Interchange will make it easier for the residents to get in and out. The Community Garden installed by Whole Foods is the first such they've done anywhere. All in all, a real salvage job accomplished by Markel/Eagle, for which they are justifiably proud. Thanks to **Richard Core** for hosting us, and for a very interesting account of how it came back from its difficulties to get to its current state of health.



After the meeting concluded, a number of us walked the block and a half to visit Eagle Realty's award winning **Home Gallery**, where the firm's **Sarah Whitmore** showed us through the showroom where new home buyers are able to see and select from **ALL** the options (flooring, lighting, kitchen, bathroom, etc.) that are available to them for the new home they are buying. A very comprehensive display all of us who viewed it were highly impressed with, and appreciative of Sarah for keeping it open for us and for answering our questions, and a nice conclusion to an excellent meeting.



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ing all three credentials. We also have a certified SFP trainer among our chapter members – Maureen Roskoski who also serves as our Professional Development Chair.

To learn more about all three of these credentials, I recommend your first explore the IFMA website. Extensive information about each credential can be found at www.ifmacredentials.org. Also, I suggest you reach out to fellow chapter members who possess the credential you may be interested in pursuing. It is an impressive list:

FMP

- Chris DuVall, FMP – Mead Westvaco
- Edmund Graves, FMP – Altria Client Services
- Harvey Jones, FMP – Dominion Virginia Power
- Glenn Lewis, FMP – City of Richmond
- Russell Narkie, FMP – City of Charlottesville
- Robert Pannell, FMP – Altria
- Jane Waring, FMP – Markel Corporation

SFP

- Maureen Roskoski, SFP – Facility Engineering Associates

CFM

- Wayne S. Barnes, CFM - FM Facility Management
- David H. Butler, CFM - Hanover County
- Tony Caton, CFM
- Thomas Channon, CFM – Erickson Living
- Bernadette Coleman, CFM, CPM – Brandywine Realty Trust
- Todd Cosgrove, CFM – Piedmont Facilities Management
- Michael Ennist, CFM – CB Richard Ellis
- Charles J. First, CFM, AIA - Heery International, Inc.
- Stuart Hanckel, CFM – Dominion
- William S. Howell, CFM - Philip Morris, USA
- Sam Jennings, PE,CFM - CFM Services
- Cassandra E. Jones, CFM - Altria
- Ira J. Long, CFM
- Richard P. Lum, CFM - Altria
- Jim Mallon, CFM – Dominion
- Amy Owens, CFM – AECOM
- G. R. (Ranny) Robertson, Jr., CFM - Retired
- Robert E. Shearer, CFM - Virginia Housing Dev. Authority
- Lloyd (Bud) Vye, CFM - Retired
- Tee Whitlow, CFM – Dominion Resource Services

Your President,





The Richmond Chapter of the International Facility Management Association

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

**Greater Richmond Aquatics Partnership
GRAP**

**5050 Ridgedale Parkway
Richmond, VA 23234**

Join us for a great meeting at a unique facility! The Greater Richmond Aquatics Partnership (GRAP) is a state-of-the-art indoor aquatics center in Chesterfield County. With this facility, the Partnership will elevate aquatics in the Richmond region making water safety and aquatic fitness more accessible to all. The ultimate goal of the Partnership is to use this enhanced regional aquatics focus to ensure that all children completing the second grade know how to swim.

Some of the features and statistics of this impressive 50,000 sq. ft. facility are:

- Olympic-caliber 50m, 8 lane competition pool with movable bulkheads.
- 25 yard course includes 22 lanes
- 25 yard, 6 lane Multi-Purpose Pool
- Seating in the competition pool area for 700 spectators in the 7,000 sq. ft. Mezzanine Grandstand
- Therapy Pool
- Community Room
- Fitness and Exercise Room
- Locker Rooms

Lobby with Swim Shop and Concessions

This pool will be one of the fastest in the country and was used in the 2008 Olympic Trials in Omaha, Nebraska, where world records were set.

Presenter: Adam Kennedy, Executive Director

5:30-6:30pm Networking/Social Hour

6:30-6:45pm Chapter Business

6:45 - 7:30pm Presentation/Tour

Parking: Lot

RSVP by Thursday, November 8, 2012

Simply e-mail Barbe Shaffer at ifmarichva@gmail.com

or register on our website at www.ifmarichmond.org

and pay by PAYPAL

Be sure to include your guests name and company

Members: \$10.00

Non-Members: \$25

No Shows will be billed

November Meeting

**Greater Richmond Aquatics Partnership
GRAP**

**5050 Ridgedale Parkway
Richmond, VA 23234**

**Tuesday November 13th
5:30 PM**

www.ifmarichmond.org