



# IFMA News

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

September 2011 Issue

Celebrating Our 26th Year

## THE PRESIDENT'S MESSAGE...



It seems like everywhere we turn people and organizations are showcasing their facility sustainability efforts. Just at our last membership meeting at the new GRTC Headquarters, who would have thought that something as simple as recycling water that is used to wash buses would be so beneficial to an organization? This type of idea is just one of thousands and thousands when dealing with sustainability.

Just the other day, I received an email from IFMA International discussing the implementation of a new program that will allow our membership to obtain the Sustainability Facility Professional credential. This opportunity will allow individuals to demonstrate their understanding of corporate social responsibility, environmental stewardship and sustainability in overall facility management. We will work diligently to get the details of this program out to you shortly. I'm happy to announce that our very own Harvey Jones has decided to embrace this program and will be our chapter Sustainability Facility Professional Champion. Thank you Harvey for volunteering as you will be a great resource for all members who decide to pursue this opportunity.

In reviewing our sustainable efforts at the chapter level, we are starting to become more educated in local organizations and programs that prove to provide great resources to our membership. That said, we have sustainability opportunities all around us. For example, this newsletter you are reading. From the time the chapter started, we have published a monthly hard copy and sent out to each member. In recent years we have offered the membership the option to forego receiving a hard copy and receive the newsletter electronically. For whatever reason, that did not catch on with the majority of us. As of today, roughly only 20% of our members are receiving their newsletters electronically. What does this mean for our chapter? It means we are missing out on small opportunities that can benefit our chapter. Modifying the process in how we receive our monthly newsletters can help re-invest the cost associated with mailing the publication. This cost, although not astronomical, can aid in having better monthly programs, educational seminars, etc.

On a different note, we have two great events coming up this month; our annual golf tournament benefiting both Hanover Habitat for Humanity & Rebuilding Together and our annual membership drive meeting. I want to thank Tim Hume for a job well done in planning this year's event as we are sold out for a second year in a row and look forward to a great day at the golf course! Our annual membership drive meeting will provide a great networking opportunity for both members and guests. Both

## MEETING

### September 2011 Meeting

**Date:** Tuesday, September 13, 2011  
**Time:** 5:30—7:30 pm  
**Place:** Hermitage Country Club  
**Program:** Membership Drive  
**Cost:** Members \$10 Guests Free  
**RSVP:** By Thursday September 1, 2011  
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### Next Board Meeting:

**Date:** October 4, 2011  
**Time:** 4:30 p.m.  
**Place:** Markel Bldg. 4600 Cox Road  
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### Next Membership Meeting:

**Date:** October 11, 2011  
**Time:** 5:30 p.m.

## 2011/12 OFFICERS

### President

Jeff Bradley  
[jbradley@valcourt.net](mailto:jbradley@valcourt.net)  
226-6969

### Vice President

Tom Wood  
[twood@svmservices.net](mailto:twood@svmservices.net)  
285-8882

### Secretary

Jim Mallon  
[Jim.Mallon@dom.com](mailto:Jim.Mallon@dom.com)  
771-3090

### Treasurer

Ken Coll  
[kjcoll13@comcast.net](mailto:kjcoll13@comcast.net)  
723-4184

### Immediate Past President

Ned Netherwood  
[spider73.1@comcast.net](mailto:spider73.1@comcast.net)  
363-5117

## CHAPTER ADMINISTRATOR

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

## COMMITTEE CHAIRS

### Membership

Julie Mutchler  
[jmutcher@ofra.com](mailto:jmutcher@ofra.com)  
Harvey Jones  
[harvey.g.jones@dom.com](mailto:harvey.g.jones@dom.com)

### Programs

Matt Sobel  
[Matt.sobel@hilldrup.com](mailto:Matt.sobel@hilldrup.com)

### Sponsorship

Elizabeth McKinney  
[emckinney@markelcorp.com](mailto:emckinney@markelcorp.com)

### Public Relations

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

### Website

Paxton Whitmore  
[pwhitmore@svmservices.net](mailto:pwhitmore@svmservices.net)

### Newsletter

Ranny Robertson, PE, CFM  
[railside72@comcast.net](mailto:railside72@comcast.net)

### Career Networking

Carla Strothers-Durr  
[strothers.c@pg.com](mailto:strothers.c@pg.com)

### Professional Development

Mark Fletcher  
[m.fletcher@cwtesco.com](mailto:m.fletcher@cwtesco.com)

### Hospitality

Jane Waring, FMP  
[jwaring@markelcorp.com](mailto:jwaring@markelcorp.com)

### Golf Tournament

Tim Hume  
[timh@hermitagecountryclub.com](http://timh@hermitagecountryclub.com)

IFMA Richmond Chapter News  
is a publication of the Richmond Chapter of the  
International Facility Management Association.  
This newsletter is designed to provide a channel  
of communication to members and prospective members.

IFMA, PO Box 808, Richmond, VA 23218



## AROUND THE CHAPTER

by Bud Vye, CFM

Ran into a couple of former members recently, and learned that **Sidney Buford** is currently managing a project for the State down at John Tyler Community College, where the library is being remodeled. Then I saw **Claude Harrison** and learned that his wife had been discovered to have a brain tumor, coinciding with his retirement from WilliamsMullen, so he has been devoting much of his time to caregiver duties. As I told him personally, I know his friends in the Chapter will be supporting him and his wife with their thoughts and prayers as they go through this difficult period.

**U of R's Andrew McBride** has been elected president of the world wide **Association of University Architects**. You may recall that he spoke at two of our meetings, most recently last October when he and John Hoogakker showed us the Weinstein International Center and Robins Stadium at UR. Previously, in May of '06 he had presented a case study to us at the Baskervill offices on how Weinstein Hall at the U of R had been designed and constructed using the LEED guidelines. A very nice honor, to be elected by your peers, Andrew! Congratulations from your friends over at the IFMA Chapter.

Also noted that another of our previous speakers, Assistant Executive Director **Tom Brinda** at Lewis Ginter Botanical Garden, has left his position, but didn't hear to where. He and Fulton Sensabaugh of Kjellstrom & Lee gave us a presentation and tour back in March of '04, shortly after the Conservatory opened.

And **Bob Mills**, who welcomed us to **Moseley Architects** back in April of '09, when we had our big joint meeting with IIDA there, has stepped aside as President (a post he has been in since '88) being succeeded by **Stewart Roberson**, who recently retired as school superintendent of Hanover County. Although a bit unusual background to head an architectural firm, it might prove to be a good fit, since Moseley does so much work on school facilities, and Roberson has always been highly regarded, both personally and professionally.

Getting used to seeing former member **Rod Shortell** (from his days at the Martin Agency) on the Quarterly Rogues Gallery of Long & Foster's Top Real Estate Producers. He must be doing OK, since he's on there every time they run that ad. Good job, Rod! Keep it going.

The banners finally come off the signs at all of the Wachovia branches revealing the orange and red **Wells Fargo** and the Stage Coach beneath. As my wife noted, the new colors have much more punch to them than Wachovia's green and blue did. The lengthy conversion process appeared to result in an uneventful and smooth start up under the new name.

Right after I learn that Mondial is preparing to move into the Circuit City building where I had my office prior to my retirement in '98, comes the word that **Henrico County** is poised to pay \$6.2 million to buy the former **Best Products** headquarters building, at I-95 & Parham, where my office was from '82 to '90. Even though the 286,000 sq. ft. of buildings contain some unusual features, I think the county is getting a steal, since the site contains a total of 58 acres of undeveloped land, was assessed at \$25 million when Bank of America was in there, and reduced to \$10 million, after they moved out at the end of last year. We put a nice running course through the woods back in '86 that probably is still there. I spent some time back then unsuccessfully looking for whoever was riding their horses on it, chopping up the trail and leaving horse manure here and there. Almost a decade later, I learn that it was one of my co-workers at Circuit City, who lived nearby and thought the trail was a great place to ride. (He may still be riding there, since its been vacant.)

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From the sounds of County Manager Virgil Hazelett and his Deputy Bob Pinkerton, it appears the county is going to “begin a master planning process that would encompass the future needs of all services, from courts to schools.” Sounds to me like a great central location for them to accommodate any future expansions, and I know those of us who are Best Products alumni are happy to see the campus in the county's hands, where they are likely to leave in place the pair of 16-foot-tall art deco stone eagles that Best's architect salvaged from the Airlines Terminal Building built in 1939 in Manhattan and brought down here in '80.

**Dominion Resources** has also given itself some room to grow, as they have just bought the office building across the street from their OJRP headquarters (111 S. Sixth St.) from D.C.-based **Douglas Development** for \$5.5 million. The six-story, 269,097 sq. ft. property, called Richmond Plaza, was built in 1922, and had just been acquired by Douglas in '07 for \$11.8 million. Too many deals like that could put a real dent in your pocket book. The **Flying Squirrels** not at all happy to get the word that they are not likely to have a new home stadium until 2015, as local government leaders look for room in their budgets to pay for a \$50 million ballpark next to The Diamond.

And it comes out that the Justice Department has been investigating for some time whether the nation's largest credit ratings agency, **Standard & Poor's**, improperly rated dozens of mortgage securities in the years leading up to the financial crisis. Timing of the leak (or announcement) comes shortly after S & P's downgrading of the U.S. Credit Rating to make it look like the government is getting back at them. Whatever the case, as I've complained previously, the ratings agencies had a lot to do with the financial crisis and deserve to take a few lumps.

Nice article in the 8/22 MetroBiz about **Suzanne Wolstenholme** of Homemades by Suzanne. Sounds like she's moving her downtown Richmond operations from the **Colony Club** (where we held a number of meetings, both when it was operating under that name, and previously, when it was The **Engineer's Club**) to the **John Marshall Hotel** in October, where she apparently will handle the catering function for the building's two ballrooms, their restaurant, and provide take out meals for the residents of the 238 apartments, who are soon to start moving in. Doesn't seem that long, but it was six years ago in April when we met there, and **Developer John Camper** and Architect Bob Mills (the one from Commonwealth Architects) told us about the project and showed us through the early stages of it. Then the financing dried up, and the project went on hold for several years. Camper is still standing, however, and looks as though he's going to see the project through to completion. Looks like we need to have a program there, with refreshments by Suzanne, once the project is completed, to see the finished product.

**Camper's partner on the John Marshall project, Dominion Realty Partners** just closed on the \$2 million purchase of a 1.8-acre parcel at 901 McDonough St. and is planning a \$15 million apartment project. Dominion, which had been after the property since 2009, is planning a four-story, 188-unit apartment development and parking garage on the vacant lot, which sits across from the UPS building, and not far from the SunTrust buildings on Semmes Ave.

Introductory free rides down in Hampton Roads over the weekend of 8/19 -21 (and then extended to 8/28) as the state's first light rail service, called “**The Tide**” opens after a lengthy period of testing. I'm looking forward to riding on it the next time I'm down there. The rail line extends 7.4 miles from the Eastern Virginia Medical Center complex east through downtown Norfolk, adjacent to I-264 to Newtown Road. Eleven stations provide access to destinations in the cultural, financial and entertainment centers. Long term plans call for it to continue all the way to Virginia Beach, but like the baseball stadium, don't hold your breath.

As one who has had a few **pigeon problems** to contend with over the years, I read with great interest the article on the IFMA international website about the use of 22 trained hunting falcons that Al Hurr Falconry Services is using in Dubai to keep the pigeons away from their clients' buildings, some of which are among the tallest and most lavish office buildings in the world, and some of which are hotels, where the customers like to watch the falcons in action. The handler starts his day at 5 a.m., taking his falcons around to the buildings and flying them for from 20 minutes to an hour at each one. He claims that the falcons have been trained not to kill the pigeons, but merely to drive them away. Sounds to me that that script might be for the benefit of the SPCA, but I can see how such a service could really clear the pigeons out, and I can recall a couple of times during my career where I would have tried such a service, if it weren't too expensive. Along the way, I had tried Avitrol, Nix-a-Lite, Tanglefoot, inflatable owls, and just about any thing else that was advertised (all with mixed results), but no one had any falcons for rent.

*(Continued on page 5)*

## MEMBERSHIP CORNER

By Julie Mutcher , Membership Chair

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### Welcome to our newest members !

#### Mark C. Loving

Senior Project Manager  
DPR Construction Manager  
5500 Cox Rd. Ste. M  
Glen Allen, VA 23060  
Email: [marklo@dpr.com](mailto:marklo@dpr.com)

#### Edward Randall

Assistant Facility Manager  
CB Richard Ellis  
8741 Landmark Rd.  
Richmond, VA 23226  
Email: [eddie.randall@mckesson.com](mailto:eddie.randall@mckesson.com)

#### Carolyn Sheehan

Facility Manager  
CB Richard Ellis  
8741 Landmark Rd.  
Richmond, VA 23228  
Email: [cari.sheehan@mckesson.com](mailto:cari.sheehan@mckesson.com)

#### Kevin Opland

CB Richard Ellis  
7245 East Blvd  
Mechanicsville, VA 23111  
Email: [Kevin.opland@cbre.com](mailto:Kevin.opland@cbre.com)

#### William V. McSpadden

Owner  
Capital Awning  
5004 W. Clay Str.  
Richmond, VA 23230  
Email: [bill@capawning.com](mailto:bill@capawning.com)



### New Member Spotlight Mark C. Loving



**DPR Construction** is a unique technical builder with a passion for results. They are ranked in the top 50 general contractors in the country over the last 10 years.

We are a national commercial contractor and construction manager that has grown with our customers by delivering measurably more value. Whether it is a multi-million-dollar technical facility or a conference room renovation, we execute every project with relentless accountability. We listen to your goals. We develop strategies based on your business. We track our performance. We do everything we can to earn your trust and build great lasting relationships.

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

#### Gene C. Layne

Project Manager  
McDonough Bolyard Peck Inc.  
Boulders II 7400 Beaufont Sprints Dr.  
Ste. 403  
Email: [glayne@mbpce.com](mailto:glayne@mbpce.com)

#### Mark Fletcher

Business Development  
C&W-TESCO Inc.  
430 Southlake Blvd Ste B12  
Richmond, VA 23236  
Email: [m.fletcher@cwtesco.com](mailto:m.fletcher@cwtesco.com)

#### Dominic A. Venuto

Principal  
Commonwealth Architects  
101 Shockoe Slip 3<sup>rd</sup> Fl.  
Richmond, VA 23219  
Email: [dvenuto@comarchs.com](mailto:dvenuto@comarchs.com)

#### Norman J. Wingerden, FMP

Facility Director  
Manassas Assembly of God  
11500 New Life Way  
Bristow, VA 20136  
Email: [norm@magchurch.org](mailto:norm@magchurch.org)

#### John A. Heisler

President  
JA Heisler Contracting Co.  
3201 Lanvale Ave  
Richmond, VA 23230  
Email: [john@jaheisler.com](mailto:john@jaheisler.com)

#### Harold E. Downing, AIA

CEO KOP Architects PC  
211 Ruthers Rd. Ste 203  
Richmond, VA 23235-5396  
Email: [hdowning@koparchitects.com](mailto:hdowning@koparchitects.com)

#### Jerry L. Dew, Jr.

Sales Director/Operations Manager  
C & W-TESCO Inc.  
Southlake Blvd. Ste B12  
Richmond, VA 23236  
Email: [jdj@cwtesco.com](mailto:jdj@cwtesco.com)

#### William M. Netherwood

Sales Representative  
XPEDX-International Paper  
11800 N. Lakeridge Parkway  
Ashland, VA 23005  
Email: [matt.netherwood@xpedx.com](mailto:matt.netherwood@xpedx.com)

#### Don Young, PE, CCM

Vice President/Regional Operations  
Manager  
McDonough Bolyard Peck, Inc.  
460 McLaws Cir Ste 140  
Williamsburg, VA 23185  
Email: [dyoung@mbpce.com](mailto:dyoung@mbpce.com)

## EMPLOYMENT OPPORTUNITIES

By Wayne Barnes or Carla Strothers-Durr



Randolph-Macon  
College

Ashland, Virginia

### ASSISTANT DIRECTOR OF PROJECT MANAGEMENT

Randolph-Macon College invites applications for a full-time Assistant Director of Project Management in the Physical Plant Department. Responsibilities include: serving as the College's primary contact for assigned projects to include overseeing and coordinating work of architects, engineers, and contractors; prepare, coordinate, organize and distribute Requests for Proposal and compare and evaluate bids received; perform clerk-of-the-work functions; and maintain records for budget and construction projects. Successful candidate will have exceptional interpersonal/customer service skills, proficiency in Microsoft Office and strong computer aptitude. *Qualifications:* Baccalaureate degree preferred; at least eight years recent managerial experience in construction and facilities management in higher education or equivalent required. Must be proficient in reviewing, interpreting, and bidding building plans/construction drawings; and have demonstrated proficiency in mechanical and structural trades and working knowledge of architectural plans and specifications. Green Sector experience and LEED Certification a plus. Founded in 1830, Randolph-Macon has approximately 1200 students and is located in Ashland, VA, a small residential community 15 miles north of Richmond and 90 miles south of Washington D.C. To apply, send a cover letter, resume, and the names and phone numbers of 3 professional references all in one attachment to: Sharon Jackson, Director of Human Resources at [jobs@rmc.edu](mailto:jobs@rmc.edu) with "Assistant Director of Project Management" in the subject line. The review of applications will begin immediately and continue until the position is filled. EOE

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of these events will be held at Hermitage Country Club and all the details can be found on our chapter website.

Thank you all for your continued support and look forward to seeing you at Hermitage.

Your President,

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And I'll close with one from the "you can't make up stuff like this category" as I read the details of the case of the Goochland county treasurer. "On Valentine's Day last year, Mrs. Grubbs, 53, went to Match.com and found Bobby Johnson, purportedly from Falls Church and Nigeria, and she fell for his story of Internet love and tragedy hook, line and pocketbook. Within a matter of months, Grubbs had drained her and her chicken farmer husband's bank accounts of as much as \$100,000 and then used her access to county funds to forward through Western Union an additional \$185,000, all to Johnson." Hard to believe that really happened, but supposedly true!

*DRPT RSS feed for more details.*

[U.S. Inquiry Eyes S.&P. Ratings of Mortgages \(NY Times\)](#)

## AUGUST MEETING REPORT

by Bud Vye, CFM



For the 2<sup>nd</sup> month in a row, it was across the river to the south side for our August meeting on the 9<sup>th</sup>. A bit of a surprise to me, as my wife wanted to attend this one and tour the 2010 GRACRE award winning, 18 month old, GRTC headquarters building on Belt Blvd., so I brought her along. Entering the building, we checked in with



Barbe, all by her lonesome in the lobby, and then up the elevator to the third floor. A long walk down the corridor passing a number of operators (bus drivers) coming toward us, as they were coming off their shift. Eventually we reached the Operators Lounge, where the Social Hour was in progress as it was too warm to be out on the patio. (I had attended a previous meeting with a reception out there, in much milder weather, and it was very pleasant, with a great view of the abandoned CSX rail spur immediately behind the property that bicycling advocates are working to get turned into a Trail that will connect with Forest Hill Park.) Running a little late, I hustled to get a couple of the wraps from the nice selection that caterer **Thyme Out** had set out on one of the covered over pool tables, and a cold soft drink from the big tub. (No alcoholic beverages permitted in the Operators Lounge.)

Before long, **President Jeff Bradley** convened the meeting. Our sponsors for the evening were recognized, and **Greg Campbell of Smarter Interiors** (who provided the furniture in the building), **Joanne Miller & Karen Perkins of Shaw Contract Group** (who provided the floor coverings), and **Shurmella Condell-Aslan of KEI** (the Interior and Urban Design Architects) all said a few words about their firms and their involvement in the project. The fourth sponsor, **Gannett Fleming**, from Harrisburg, PA, who specialize in Planning and Project Management of Transit and Rail facilities were recognized, but were unable to have a representative present.

After a few first time attendees were recognized, Jeff called on Golf Tournament Chair **Tim Hume**, who gave a very brief report, to the effect that "We're Sold Out!" for the 9/19 event at his Hermitage CC facility, but, that he could still use some more door prizes, should any of the member's firms be able to contribute. Further, in the absence of Program Chair Matt Sobel, **Elizabeth McKinney** reported that we will be having our annual "Member Drive" meeting there the previous week, on 9/13.

With little further ado, our host for the evening, GRTC Project Administrator/Construction Manager **Steve McNally** was introduced. Up from Texas, Steve was involved in the project early enough to become familiar with the previous facility over by Byrd Park (which had been in use since the days of the street car system), and to become versed in the features desired in the new facility, since the upgrade had been longed for, and talked about, for a number of years, while the system continued to operate in its dingy old quarters. Not an easy type of facility to find a site for, since it has to be close to the systems' route network, and potential neighbors are not thrilled about having all the bus traffic in and out, Steve looked at a number of locations. Eventually, although he would like to have had a larger site, he settled on this one, which is a narrow but long 12 acres, with two entry points off of Belt Blvd. This elongated configuration presented a challenge to the designers as bus staging and circulation are critical to an efficient bus operation, but it appears as though they did an excellent job of laying out the facility.

After a little more background on the project, which was estimated at \$40 million, but brought in \$1.8 million under, and 6 weeks ahead of schedule, by GC Howard Shockey & Sons from Winchester, we broke into two groups for tours. Lora Toothman of the GRTC staff taking



one that would concentrate on the 3-story, 22,360 sq. ft. office building, which houses the Administrative functions of HR, Risk Management, Finance, IS, Marketing, Planning, and the Executive suite with Board Room. My wife & I went with Steve and the larger group to see the bus operations, even though it entailed a lot more walking, but she handled it pretty well with her bad feet. Our first stop was to see the \$437,000 bus operating simulator, which all the drivers have to be trained on prior to taking a bus out on the street (and re-tested on annually). Then we went down stairs in the 98,266 sq. ft. Maintenance Building, where all types of maintenance, including upholstery, body repairs, and painting are done on site. They have a covered fueling island with two 20,000 gallon diesel tanks and one 6,000 gallon gas tank, and a two bay bus wash. Converting the fueling of the fleet to natural gas is in the long distance future, but there's a lot more to it than just converting the bus engines, so it won't be any time soon.

Very knowledgeable and interesting, Steve explained how some of the tradition has survived all the way from the days when the streetcars were pulled by horses, as the operator brings in the bus, turns his fare box into a special receptacle and then turns the vehicle over to a "hostler", who moves it around the premises (making all left turns in a sequential staging of movement from east to west across the site, so those big, \$400,000, 39 passenger buses, of which there are 176, plus 75 of the smaller para-transit vans, don't get in each others' way) as they are fueled, washed (every day, prior to going back on the street), interior cleaned (by hand, not vacuumed), maintained (if necessary), before being parked.

Very impressive to see the 14 bus repair bays (3 for the longer, articulated buses, 11 for standard length, all with scissors lifts) with the electric and brake shops off to the end of two of them. The water reclamation system for the bus wash, and recycling of waste oil, waste anti-

*(Continued on page 8)*

## Ray Anderson, Green Pioneer, Dies at 77

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*Anderson was a leading voice in the field of sustainable business for well over a decade*

Ray Anderson, a pioneering figure of the sustainable business world and founder of Interface Inc. has passed away after a long battle with cancer, only days after [receiving an honorary doctorate from his alma mater](#), Georgia Tech. He was 77.

Anderson founded Interface in 1973 with the intention of providing modular floor tiles to modern office environments. Starting with only 15 employees (including Anderson himself), he led the company through a number of challenges and dozens of acquisitions to make Interface a market leader in carpet tiles by the late '80s.

But Anderson's masterstroke came in the mid-'90s, when he made the bold decision to shift the company's focus—and eventually, the industry's focus—toward sustainability. Originally spurred by reading Paul Hawken's book *The Ecology of Commerce*—which Anderson described as “being hit with a spear in the chest,” [according to Grist editor Lisa Hymas](#)—Anderson became one of the first top-level corporate executives to publicly and passionately embrace the tenets of sustainable development. 21 years after founding Interface and at age 64, Anderson led the company on a new mission—aptly titled “Mission Zero”—designed to completely reduce the company's negative impact on the environment by 2020.

In the intervening years, Anderson has been a true force for sustainable thinking. He has given over 1,000 speeches and has written two books— 1998's *Mid-Course Correction* and 2009's *Confessions of a Radical Industrialist: Profits, People, Purpose: Doing Business by Respecting the Earth*—which detail his sustainable epiphany and a framework for a new industrial mindset. He has influenced countless designers and industrialists in the decade and half since his launch of Mission Zero, and has received numerous awards for his work.

Among other prior awards, Anderson received the inaugural Millennium Award from Global Green and won recognition from *Forbes* magazine and Ernst & Young, which named him Entrepreneur of the Year in 1996. He also has been honored by Southface Energy Institute, SAM-SPG (Switzerland), the U.S. Green Building Council, the National Wildlife Federation, the Design Futures Council, the Children's Health and Environmental Coalition, Harvard Business School Alumni (Atlanta Chapter), the International Interior Design Association, the Southern Institute for Business & Professional Ethics, the Possible Woman Foundation International, the World Business Academy and the Council of Scientific Society Presidents. He holds 11 honorary doctorates.

“[My greatest inspiration] comes from seeing the tangible, measurable progress my company is making toward sustainability. That means to me that my vision of 10 years ago is becoming a reality, proving to anyone who cares to look that it is possible to transform a petro-intensive company such as ours and significantly reduce its environmental footprint, eventually (I am convinced) to zero,” Anderson wrote in *Mid-Course Correction*. “The power of example, manifest: As Amory Lovins says, 'If it exists, it must be possible.'”

“Our time with him was too short, but the time that he had was enough to see his family grow, to welcome his first great-grandchild, to see not just one vision but two become real: to see his business flourish and his vision of a sustainable Interface become a beacon for other companies to follow,” writes Dan Hendrix, president and CEO of Interface, Inc. [on a company blog](#). “We'd have liked to see Ray standing beside us as we reach that metaphorical peak — the top of Mt. Sustainability — but rest assured that we will stay the course and keep Ray's vision alive.”

**Note: Many of us in the IFMA Richmond Chapter had the opportunity to meet Ray Anderson in his capacity as the head of Interface. Ray was a compassionate man who was committed to protecting the environment while revolutionizing the commercial carpet industry. He will be missed.**

[www.interiorsandsources.com](http://www.interiorsandsources.com)



# 18<sup>TH</sup> ANNUAL RICHMOND IFMA GOLF TOURNAMENT

Monday, September 19, 2011

Registration & Lunch at 11:00, 12:00 Shotgun Start

**Hermitage Country Club**

**Indoor Seated Lunch and Dinner with new Menus and Dessert Bar**

**Come to play, eat or just enjoy the event  
or all three**

## IFMA Golf Tournament Update

Our tournament is just around the corner on Monday September 19th. Registration begins at 10:30 AM. We are looking forward to another stellar golf tournament at Hermitage Country Club. In the past IFMA members have donated gift cards, prizes, and services to support our great charity event. I ask that you as IFMA Members consider pledging a door prize. Please contact Tim Hume with your donation and we'll be sure to recognize your contribution during the event. Tournament Sponsors and Players please just turn your door prizes in at the registration table. Two exceptional charities will benefit from our tournament which are "Hanover Habitat for Humanity" and, "Rebuilding Together". We are looking forward to seeing you at the club.

Tim Hume

[timh@hermitagecountryclub.com](mailto:timh@hermitagecountryclub.com)

Fax 804-708-8945

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freeze, and used parts, plus the zero emission paint booth all contribute to the green features that have led the facility to a LEED Silver Certification application, along with the more commonly seen HVAC & lighting features.

All in all, a fascinating facility, the likes of which the Chapter has never previously visited. Thanks to **Steve McNally** and Lora for hosting us and showing us through, and to **Smarter Interiors, Shaw Contract Group, Gannett Fleming, & KEI** for their sponsorship.

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**shaw contract group®**



Richmond Chapter of the International Facility Management Association

## **September Membership Meeting Tuesday, September 13, 2011**

**Hermitage Country Club  
1248 Hermitage Road  
Manakin-Sabot, Virginia 23103**

Get away from it all and join us for a great evening at the country club! Hermitage Country Club will be hosting us for this great evening. Hermitage Country Club was founded in 1900. Originally the golf course was located where the Virginia Science Museum resides today and is now located in beautiful Goochland County. In 2011 they were awarded the honor of becoming a Certified National Audubon Cooperative Sanctuary. The Audubon Cooperative Sanctuary Program for Golf Courses is an award winning education and certification program that helps golf courses protect our environment and preserve the natural heritage of the game of golf.

This is a great opportunity to relax, enjoy the wonderful surroundings and maybe get a glimpse of the course just prior to our annual golf tournament.

Remember this meeting is our yearly "Member Drive" meeting. It is extremely important to keep our momentum going strong into the fall. Let's make this meeting even more successful than last year's! We can achieve this by not only your attendance, but also those prospective members you invite.

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

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

**Join us for a great evening of networking and serious fun!**

**Parking: Lot**

**Please follow the Banquet parking signs and enter at the covered Banquet Entrance. Banquet event drop off and pickup available at the Banquet Entrance**

**THANKS TO OUR SPONSOR:**



**RSVP by Thursday, September 1, 2011**  
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 pay by PAYPAL

**Be sure to include your guests name and company**

**Members: \$10.00**

**Non-Members: FREE**

**No Shows will be billed**

# September Meeting

**Membership Drive**  
**Hermitage Country Club**  
**1248 Hermitage Road**  
**Manakin-Sabot, VA**

**Tuesday September 13th**  
**5:30—7:30 PM**