

## THE PRESIDENT'S MESSAGE...



Hello IFMA folks!

A month into the new year, and our Richmond chapter is continuing to grow. This is fantastic news for us all as the benefits of membership such as networking, resources, and referrals is only as good as the membership makes it. We've continued to have well-attended events and we have some great ones lined up —

On February 16th we are hosting a facility tour at the Park RVA. And in March, we will be going to the St. Mary's Catholic School to see the new construction - I hear the gym and kitchen are fantastic!

We look forward to seeing you at both events!

And finally, if you didn't see the Member Spotlight in January's newsletter, be sure to read it on page 3, featuring Trent Dickson, Maintenance Supervisor at Virginia Housing. It's a great read!

Sunny

## UPCOMING MEETINGS

**February Board Meeting:**  
**Date:** Tuesday, February 7, 2023  
**Time:** 4:30pm  
**Place:** Trolley House or Virtual



**February Membership Meeting**  
**Date:** Thursday, February 16, 2023  
**Time:** 5:30-7:30pm  
**Place:** The Park @ RVA  
1407 Cummings Dr., Richmond, VA  
23220  
*See page 5 for more details*  
\*\*\*\*\*

**March Membership Meeting**  
**Date:** TBD  
**Place:** St. Mary's Catholic School.  
New Gym & Kitchen construction

## MEMBERSHIP CORNER

Mary Crawford—Membership

On behalf of the Chapter Board, “Thank You” to  
the NEW & RENEWING Members for the previous  
month:

### NEW MEMBERS

Ross Bruneau  
CBRE  
[ross.bruneau@cbre.com](mailto:ross.bruneau@cbre.com)

Susan Dawson  
DOD—Defense Logistics Agency  
[6894akip@gmail.com](mailto:6894akip@gmail.com)

Keith Gastrock  
Glen Allen Cultural Arts Center  
[gas003@henrico.us](mailto:gas003@henrico.us)

Farin Kehoe  
Valcourt Building Services  
[fkehoe@valcourt.net](mailto:fkehoe@valcourt.net)

Maria O’Callaghan-Cassidy  
University of Richmond  
[mocallag@richmond.edu](mailto:mocallag@richmond.edu)

Juan Zuniga  
VCU  
[Zuniga4hvac@gmail.com](mailto:Zuniga4hvac@gmail.com)

### RENEWING MEMBERS

Kevin Fachetti  
CBRE  
[kevin.fachetti@cbre.com](mailto:kevin.fachetti@cbre.com)

Beth Gay  
Buckingham Greenery Inc.  
[beth@buckinghamgreenery.com](mailto:beth@buckinghamgreenery.com)

Connie Hom  
Buckingham Greenery Inc.  
[connie@buckinghamgreenery.com](mailto:connie@buckinghamgreenery.com)

Ira Long  
URS  
[ira.long@amentum.com](mailto:ira.long@amentum.com)

Tracy Tingle  
Virginia Alcoholic Beverage Control Authority  
[Tracy.tingle@virginiaabc.com](mailto:Tracy.tingle@virginiaabc.com)

Justin Westfall  
BWS Landscaping  
[justin@bwslandscaping.com](mailto:justin@bwslandscaping.com)

Danny Workman  
Jefferson Hotel  
[danny.workman@jeffersonhotel.com](mailto:danny.workman@jeffersonhotel.com)

### 2022-23 Board of Directors

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Sunny Hobbs—804-654-1333  
[sunnyh@ptsalesinc.com](mailto:sunnyh@ptsalesinc.com)

**Vice President**  
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[Brian.Dudley@Genworth.com](mailto:Brian.Dudley@Genworth.com)

**Secretary**  
Michael Calkins - 804-822-4350  
[michael@trolleyhouseva.com](mailto:michael@trolleyhouseva.com)

**Treasurer**  
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ghemmer@acwm.org

**Immediate Past President**  
Chad Bishop—804-564-4652  
[cbishop@svmservices.net](mailto:cbishop@svmservices.net)

#### CHAPTER ADMINISTRATORS

**Administration**  
Adam Larsen  
[Adam.Larsen@allegion.com](mailto:Adam.Larsen@allegion.com)

#### COMMITTEE CHAIRS

**Membership**  
Mary Crawford  
[mcrawford@svmservices.net](mailto:mcrawford@svmservices.net)

**Programs**  
Ashley Hawks Medlin  
[Freemasonbuilds@gmail.com](mailto:Freemasonbuilds@gmail.com)  
and  
Allen Hurt  
[ahurt@odmva.com](mailto:ahurt@odmva.com)

**Sponsorship**  
Brian Workman  
[BWorkman@MOII.com](mailto:BWorkman@MOII.com)

**Social Media/Web Site**  
Adam Larsen  
[Adam.Larsen@allegion.com](mailto:Adam.Larsen@allegion.com)

**Newsletter**  
Beth Gay  
[beth@buckinghamgreenery.com](mailto:beth@buckinghamgreenery.com)

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Position open

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Brian Dudley  
[brian.dudley@unos.org](mailto:brian.dudley@unos.org)  
and  
Chad Bishop—804-564-4652  
[cbishop@svmservices.net](mailto:cbishop@svmservices.net)

**Founding Member Advisor**  
Ranny Robertson, CFM, Retired  
[grjr41@gmail.com](mailto:grjr41@gmail.com)

## Professional Member Spotlight



### Trent Dickson, Maintenance Supervisor at Virginia Housing

#### **How did you first become interested in Facility Management?**

It wasn't intentional. My last year of high school, I scrambled around to figure out what I wanted to do. I studied trades at the vocational school. I got to learn about masonry, carpentry, electrical, and I even acquired a horticultural degree in greenhouse management while serving as the FFA Chapter Treasure, and eventually President in Lexington, KY. I wound up settling into the HVAC field and found myself in a classroom questioning refrigeration fundamentals and electrical theories with my instructors. I loved the challenge; I loved working through complex mechanical problems based on sequence of operations with those fundamentals.



While I was working at the University of Richmond, I took full advantage of the free tuition before being offered a position on the Johnson Controls GWS – AT&T account. Little did I know that role would shape the rest of my career. I was hurled into multiple fields, from janitorial, electrical, HVAC, Plumbing, contract management, negotiations and supervisory duties for multiple properties across the state. I was fascinated with the role as it allowed me to develop in multiple fields as well as utilize my past experiences. That job accelerated me into a field that has endless opportunities of growth, success, and learning. I realized that this industry was designed for curious minds and people who can't stand still, I love the daily challenges that facilities management brings my way. No two days are the same.

**What's one major challenge you've faced while working in FM and how did you overcome it?** The biggest challenge is translating issues to leadership in a manner that fully encompasses the severity of the issues in the facilities that are virtually unseen to them. Communicating with executives that do not have a background in the mechanical field can be cumbersome at times. We're in an industry that is considered overhead. It's similar to when your wife tells you she saved 200\$ on shoes because they were on sale. No one cares how you did it, they just want to know how much you spent. Showing the value to the individuals in leadership is one of the hardest things I personally deal with.

#### **What has been the most rewarding aspect of your job?**

The most rewarding part of my job is seeing all the hard work, planning, scheduling, analyzing finally come to fruition. Seeing associates with smiles on their faces, appreciative of the upgrades, contracted services, or repairs that were made. In my short time at Virginia Housing, I've remodeled kitchens, repainted entire facilities, upgraded our patio furniture, as well as replaced some large mechanical assets. The most rewarding part by far is the feedback I get from the end users and knowing I'm supporting Virginia Housing's mission by managing these issues.

#### **Are there any upcoming trends in FM that you are particularly interested in and why?**

Each time I've attended the IFMA conference I've noticed that augmented reality is becom-

*Member Spotlight continued...*

ing more and more prevalent in our industry. Being able to grab a tablet and look through a drop ceiling, raised floor, or wall without having to remove tiles, or cut exploratory holes is something people would have laughed at 10 years ago. Yet here we are. This technology changes the way we work, it changes the way we communicate, planning and strategy efforts can be drastically reduced. I think there is still a long way to go in implementing it, but I do recognize that its increasing in popularity.

**What advice would you give to someone new to FM or looking to get into the field?**

Anyone who is interested in this industry should really take into consideration work/life balance. Facilities do not take holidays, nor do they take breaks at night. They're a 24/7, 365 day a year operation. Its not a matter of if they will break, but when they will break. With that being said, finding a mentor in the industry that you trust has your best interests at heart will take you the furthest. Having someone willing to share their experiences with you and provide sound advice will help you during those complex situations. Joining IFMA would be a great resource for someone interested in pursuing a career in facilities management and possibly finding that mentor as well as finding that class you may want to take.

**From your perspective, what are the benefits of belonging to a professional community like IFMA?**

I have met so many individuals who have been able to offer mentorship, professional services, friendship and if they couldn't provide one of those, they at least knew who to send me to. I've learned by asking questions and socializing during our chapter meetings. I've been able to attend two world workplace conferences in which I was able to attend workshops and see all the amazing new technology in our field. IFMA has been a great resource for professional and personal development.

**JANUARY MEMBERSHIP MEETING RECAP**

**@ Bryant's Cider, 2114 E. Main Street, Richmond, VA**

The January 17th membership meeting was at Bryant's Cider at their historic Richmond location. Located a few blocks up Main Street from the Edgar Allan Poe Museum, this cidery's building was built in the mid-1850's when it was used as a pre-Civil War plumbing manufacturing plant. The front room is currently undergoing a renovation and we had the opportunity to explore it during our January meeting.

Also enjoyed some of their ciders and snacks and learned how they operate their 150+ year old business in this historic building.





# FEBRUARY MEMBERSHIP MEETING

**WHEN: THURSDAY, February 16<sup>th</sup> 5:30pm-7:30pm**  
**LOCATION: The Park RVA**  
**1407 Cummings Drive, Richmond, VA 23220**

Join us for our February membership meeting at Richmond’s newest entertainment venue, The Park RVA. This facility houses the ‘longest bar in Virginia,’ 18-hole custom-designed mini golf, (3) golf simulators, a comedy club, duckpin bowling, (6) walk-up restaurants, a karaoke room, and much more. Come hear from the facilities manager as well the owner/operator about how the current building was renovated and fitted out to suit bring this indoor adventure park to life.

If you’d like the opportunity to showcase your company during the event by becoming a meeting Bronze Sponsor, please reach out to Brian Workman at [bworkman@moii.com](mailto:bworkman@moii.com).

**Time: 5:30pm-7:30pm**

**RSVP by: Tuesday, February 14<sup>th</sup>.** Registrations are recommended, may pay at the door.

RSVP at [ifmarva.com](http://ifmarva.com) through the events tab or on the main page

**Cost\*:**  
Certified Members: \$15  
Members: \$25  
Non-Members: \$50

\* Registrations are encouraged prior to event.  
\*Credit card payments accepted at the door

Questions? Contact [ifmarichva@gmail.com](mailto:ifmarichva@gmail.com)

**Thank you to our 2023 Annual Chapter Sponsors!**





## 2023 PREPAID MEETING INVOICE

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ATTN: Gretchen Hemmer, IFMA Treasurer  
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Richmond, VA 23218

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**Interested in an Annual Sponsorship or Meeting (Bronze) Sponsorship?**

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**2023 BRONZE SPONSORSHIP FORM**  
**(Membership Meeting/Chapter Event Sponsorship)**

For \$300, the Sponsor Company will receive the following:

- Logo on Chapter website relative to meeting announcement
- Logo in Chapter newsletter (if received before deadline)
- Logo on meeting notice (if received before deadline)
- Logo displayed at meeting
- Two paid registrations to attend the meeting
- Marketing material displayed at meeting
- Opportunity to speak for 2 minutes at meeting

**\*\*\*\*\* Please complete and return with company logo in a jpg file \*\*\*\*\***

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*Thank you for helping us empower facility management professionals in the Central Virginia! Please send company logo in adobe illustrator file (or image file if .ai not available) to Brian Workman, our Sponsorship Committee Chair, for publication.  
bworkman@moii.com*

# 2023 Member Benefits



|   | Members        | Discovery Members |
|---|----------------|-------------------|
| The Insider, FMJ Online and FM Buyer's Guide              | ✓              | ✓                 |
| Research Webinars   | ✓              | ✓                 |
| Free First Module of Essentials of FM                     | ✓              | ✓                 |
| Group and Corporate Training Discounts                    | ✓              | ✓                 |
| Contribute to FMJ, Knowledge Library, events and advocacy | ✓              | ✓                 |
| The Wire  | <b>Weekly</b>  | <b>Monthly</b>    |
| Member Benefit of the Month                               | <b>Monthly</b> | <b>Quarterly</b>  |
| Full Access to the Knowledge Library                      | ✓              | x                 |
| Membership in Engage Forum                                | ✓              | x                 |
| Discounts on IFMA Events                                  | ✓              | x                 |
| Discounts on credentials and training                     | ✓              | x                 |
| Listing in Buyer's Guide                                  | ✓              | x                 |
| Free Quarterly Training Video                             | ✓              | x                 |
| Partner training discounts/FM Framework                   | ✓              | x                 |
| Can join a chapter, council or community                  | ✓              | x                 |
| Access to member directory                                | ✓              | x                 |
| Research & Benchmarking report discounts                  | ✓              | x                 |
| Select report executive summaries for free                | ✓              | x                 |
| Discounts on JOBnet and FMJ                               | ✓              | x                 |
| Voting Rights   | ✓              | x                 |

## IFMA BENEFITS

IFMA's 40+ years of knowledge and expertise enables, empowers and equips FMs to solve challenges today and in the future. IFMA helps you advance personally and professionally through career development, learning, networking opportunities and leadership skills - and the world's best FM events.

Propel your career forward, find better solutions faster, keep pace with the changing industry and bring additional value to your organization with IFMA's programs and services. View a complete list of [membership benefits](#).

## IFMA MEMBERSHIP

Membership is annual. Membership is renewed on the anniversary of the date your application was approved. Your option to renew each year is indefinite.

We ask that membership applicants support the purpose, vision, mission, goals, core values and code of ethics of the association.

Membership is individually based and is non-transferable and non-refundable. Members have the option to pay annually, every six months or quarterly.

Those in between jobs can receive reduced base rate of \$100. Full-time students, retired FMs, active-duty military, military veterans and employees of CSPs are eligible for a discounted rate. Group Membership discounts are on page 21. Contact [ifma@ifma.org](mailto:ifma@ifma.org).

For more information on [membership benefits](#), contact us at [ifma@ifma.org](mailto:ifma@ifma.org) | +1-713-623-4362

## Membership Details

To get the most out of your membership, first-year professional, associate, young professional and student members are required to join a component (local chapter, council or community).

After the first year of membership, local chapter, council or community membership is optional. You may join one or more component groups.

### MEMBERSHIP TYPES

#### FM Professional

Facility practitioners and educators whose primary responsibilities are to provide, oversee or teach one (or more) facility management competency.

#### Associate

Individuals whose primary responsibilities include: business development; sales and/or marketing as a consultant; representation of a manufacturer, vendor, dealer or distributor; and/or provider of facility-related products and services.

#### Young Professional

Individuals who are 35 years of age or younger.

#### Student

Candidates who are in full-time study at an accredited college or university.

#### Discovery

Individuals new to the profession or those who do not primarily work in FM. Have access to limited benefits. New members only.

#### Retired

Members in good standing upon their permanent retirement from full-time facility management practice, business development, sales and/or marketing.

## LOCAL CHAPTERS

Engage and connect with local facility management professionals.

## INDUSTRY COUNCILS

The 16 councils support the specialized interests and job responsibilities of facility management professionals within specific industries.

## COMMUNITIES

Seven communities of practice within our global membership based on common interests and goals in specific FM competency areas.



## 2023

| Sponsorship Benefit                             | Sponsorship Level                  |                                |                                  |                                 |
|---|------------------------------------|--------------------------------|----------------------------------|---------------------------------|
|   | Platinum Level (Annual)<br>\$3,000 | Gold Level (Annual)<br>\$2,500 | Silver Level (Annual)<br>\$2,000 | Bronze Level (Monthly)<br>\$300 |
| Two annual IFMA Membership, including dues      | ✓                                  |                                |                                  |                                 |
| One annual IFMA Membership, including dues      |                                    | ✓                              | ✓                                |                                 |
| Entry to all Membership Meetings for Member     | ✓                                  | ✓                              | ✓                                |                                 |
| Two guests for all Sponsored Monthly Meetings   | ✓                                  | ✓                              |                                  | ✓                               |
| One guest for all Sponsored Monthly Meetings    |                                    |                                | ✓                                |                                 |
| Golf Foursome                                   | ✓                                  | ✓                              | ✓                                |                                 |
| Logo on Monthly Newsletter                      | ✓                                  | ✓                              | ✓                                | ✓                               |
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| Short Presentation at Sponsored Monthly Meeting | 6 meetings                         | 3 meetings                     | 1 meeting                        | 1 meeting                       |

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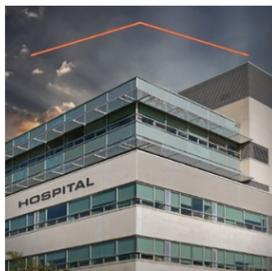
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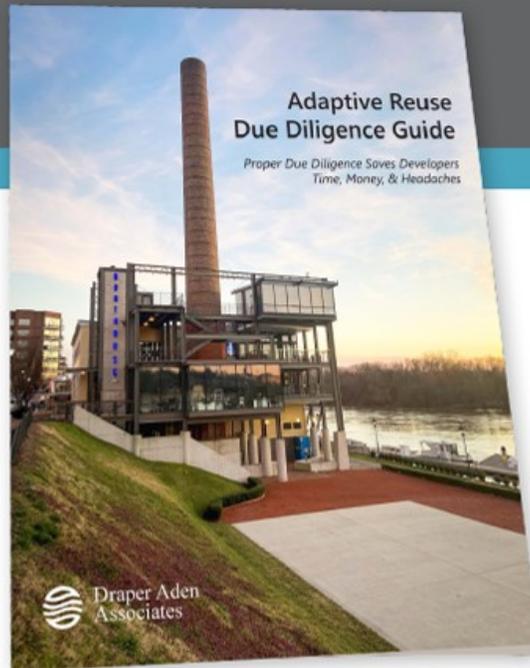
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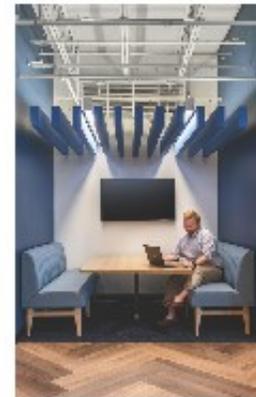
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***“Do what you say you're going to do.”***

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