



## THE PRESIDENT'S MESSAGE...



Hello Members,

Thank you to all that attended the event at The Park RVA this past month – the tour of the facility by the General Manager, Owner, and Facilities Manager was super informative and quite an eye-opener from supply chain issues, security, maintenance of the equipment and facility itself with the sheer volume of patrons they have.

A shout out to Beth a Buckingham Greenery, one of our members (who serves on the board as well), who did the beautiful moss wall at the entry *and* sponsored the event!

Calling all FM's – World Workplace is not too far off so scroll down to see the info on this year's event in Denver September 27-29th. Our chapter typically boasts a strong attendance so reach out to coordinate with the other attendees!

Like to volunteer? We have open board positions and will have elections coming up in May so please let us know if you'd like to get involved. Adam Larsen or I can provide additional information on the positions.

And finally, welcome our new sponsors: The Budd Group and Genworth. We appreciate their support!

Speaking of sponsors, if you are going to be active in our chapter and play in the annual golf tournament, you will definitely want to consider becoming an Annual Sponsor on some level. Contact Brian Workman or any board member for more info to be sure you are getting the best value from your membership.

I hope you've marked your calendar for the April member event at Altria, April 11, 2023.

Sunny

### UPCOMING MEETINGS

**March Board Meeting:**

**Date:** Tuesday, March 7, 2023

**Time:** 4:30pm

**Place:** Trolley House or Virtual

**March Membership Meeting**

**TBD—Watch your emails for details!**

**April Membership Meeting:**

**Date:** Tuesday, April 11, 2023

**Time:** 5:30pm

**Place:** Altria

## MEMBERSHIP CORNER

Mary Crawford—Membership

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

### NEW MEMBERS

Justin Barnes  
Widespread Solutions  
[justin@widespreadsolutions.net](mailto:justin@widespreadsolutions.net)

Zachary Booth  
Genworth  
[sms11810@gmail.com](mailto:sms11810@gmail.com)

Justin Brubaker  
US Cellular  
[justin.brubaker@uscellular.com](mailto:justin.brubaker@uscellular.com)

Matthew Durden  
Genworth  
[mathew.e.durdenjr@gmail.com](mailto:mathew.e.durdenjr@gmail.com)

Derek Hafley  
Capital One  
[derek.hafley@capitalone.com](mailto:derek.hafley@capitalone.com)

Travis Koegler  
EEI  
[Travis.koegler@gmail.com](mailto:Travis.koegler@gmail.com)

Melissa Lounsbery  
Enterprise Holdings  
[melissa.r.lounsbery@ehi.com](mailto:melissa.r.lounsbery@ehi.com)

Ed Payne  
Enterprise Holdings  
[Edward.L.Payne@ehi.com](mailto:Edward.L.Payne@ehi.com)

Rochelle Retirado  
The Budd Group  
[rretirado@buddgroup.com](mailto:rretirado@buddgroup.com)

Randall Rhodes  
Genworth Financial  
[ronaldronlove@gmail.com](mailto:ronaldronlove@gmail.com)

Tyler Standlick  
Enterprise Holdings  
[tyler.j.standlick@ehi.com](mailto:tyler.j.standlick@ehi.com)

Eric Vanags  
Interface  
[eric.vanags@interface.com](mailto:eric.vanags@interface.com)

Dennis Walters  
US Facilities  
[dennis.walters@usfacilities.com](mailto:dennis.walters@usfacilities.com)

### RENEWING MEMBERS

Steven Atkins  
Steven Atkins  
[steven.atkins@virginiaabc.com](mailto:steven.atkins@virginiaabc.com)

Melando Brown  
CBRE  
[mbrown6573@gmail.com](mailto:mbrown6573@gmail.com)

Brian Dudley  
Genworth  
[bsdud17@gmail.com](mailto:bsdud17@gmail.com)

Allen Hurt  
Old Dominion Mechanical  
[ahurt@odmva.com](mailto:ahurt@odmva.com)

Russell Narkie  
City of Charlottesville  
[narkie@charlottesville.gov](mailto:narkie@charlottesville.gov)

Gary Nowak  
The Country Club of Virginia  
[gary.nowak@theccv.org](mailto:gary.nowak@theccv.org)

Zachary Sailsbury  
Hyper Clean Duct Cleaning LLC  
[zsailsbury@hcdcaeroseal.com](mailto:zsailsbury@hcdcaeroseal.com)

Stuart Willis  
TK Elevator  
[stuart.willis@tkelevator.com](mailto:stuart.willis@tkelevator.com)

### 2022-23 Board of Directors

#### OFFICERS

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

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

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

**Treasurer**  
Gretchen Hemmer  
[ghemmer@acwm.org](mailto: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)

**Hospitality**  
Position open

**Professional Development**  
Position open

**Golf Tournament**  
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. Were 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

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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?**

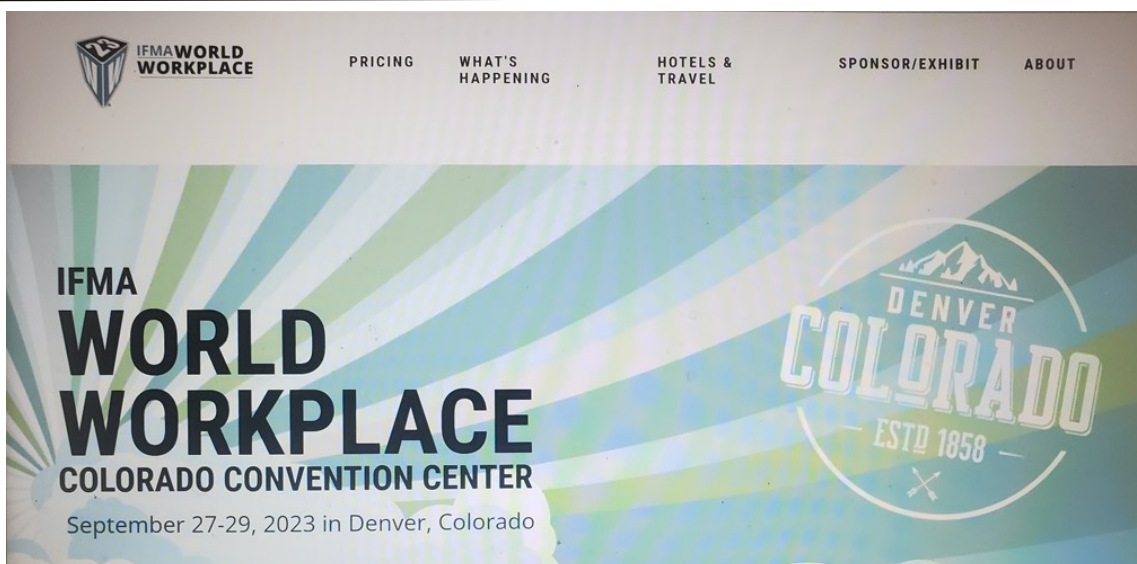
Each time I've attended the IFMA conference I've noticed that augmented reality is becoming more and more prevalent in our industry. Being able to grab a tablet and look through a drop ceiling, raised floor, or wall without having to remove tiles, or cut exploratory holes is something people would have 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.





## FEBRUARY MEMBERSHIP MEETING RECAP

**WHEN: THURSDAY, February 16<sup>th</sup> 5:30pm-7:30pm**

**LOCATION: The Park RVA**

**1407 Cummings Drive, Richmond, VA 23220**

For our February membership meeting we gathered 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. We heard from the facilities manager as well the owner/operator about how the current building was renovated and fitted out to bring this indoor adventure park to life.

Thank you to our meeting Bronze Sponsor—Buckingham Greenery





**Thank you to our 2022-23 Annual Chapter Sponsors!**

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**IFMA<sup>TM</sup> RVA**  
International Facility Management Association

## ANNUAL SPONSORSHIPS FOR 2023

*What's in it for your company?*

If you are going to be active in our chapter and play in the golf tournament, you will definitely want to consider becoming an Annual Sponsor on some level.

At a minimum, every annual sponsorship includes the following benefits:

- Free annual membership dues for the year (\$369 value)
- Free foursome at our golf tournament, invite whoever you want (\$900 value)
- Free entry to every monthly membership meeting (\$300 value)
- Marketing and Advertising opportunities via chapter meetings, emails, and website

### Annual Cost:

Platinum Sponsorship: \$3,000

Gold Sponsorship: \$2,500

Silver Sponsorship: \$2,000

[Sponsorship Page on ifmarva.com](https://www.ifmarva.com)

## 2023

Sponsorship Benefit	Sponsorship Level			
	Platinum Level (Annual) \$3,000	Gold Level (Annual) \$2,500	Silver Level (Annual) \$2,000	Bronze Level (Monthly) \$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	✓	✓	✓	✓
Linked Logo on Website	✓	✓	✓	
Short Presentation at Sponsored Monthly Meeting	6 meetings	3 meetings	1 meeting	1 meeting



## 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 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	Weekly	Monthly
Member Benefit of the Month	Monthly	Quarterly
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





## 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 \*\*\*\*\*

### Sponsor Information

corporate name: \_\_\_\_\_ date: \_\_\_\_\_

contact: \_\_\_\_\_ for month/event: \_\_\_\_\_

email: \_\_\_\_\_ phone: \_\_\_\_\_

Guest 1: \_\_\_\_\_ Guest 2: \_\_\_\_\_

*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@moi.com](mailto:bworkman@moi.com)*



**IFMA**<sup>TM</sup> **Richmond Chapter**  
 International Facility Management Association

## 2023 PREPAID MEETING INVOICE

*Pay now for every IFMA RVA meeting this year!*

**CERTIFIED (CFM, SFP, FMP) PROFESSIONAL MEMBER: \$240**  
**PROFESSIONAL OR ASSOCIATE MEMBER: \$300**

NAME \_\_\_\_\_

COMPANY \_\_\_\_\_

PHONE NUMBER \_\_\_\_\_

E-MAIL ADDRESS \_\_\_\_\_

### Remittance by Check:

IFMA RICHMOND CHAPTER  
 ATTN: Gretchen Hemmer, IFMA Treasurer  
 P.O. Box 808  
 Richmond, VA 23218

### Credit Card Online Payment:

Certified Members (CFM, SFP, FMP): [https://checkout.square.site/buy/M3V3Q3T3IKGMNUNRF5JG7\\_XND](https://checkout.square.site/buy/M3V3Q3T3IKGMNUNRF5JG7_XND)

Non-Certified Members: [https://checkout.square.site/buy/TDNVC5UQADVQC2NRWIF6\\_M5VT](https://checkout.square.site/buy/TDNVC5UQADVQC2NRWIF6_M5VT)

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REDUCING THE RISK OF EXPOSURE TO COVID-19 BY CLEANING AND DISINFECTION IS AN IMPORTANT PART OF REOPENING PUBLIC SPACES THAT WILL REQUIRE CAREFUL PLANNING.

- CDC

At ServiceMaster Clean, we've partnered with Goldshield to provide a new post-disinfection service offering that provides anti-microbial protection for up to 90 days. This is an exclusive partnership and ServiceMaster is the only company that can provide this patented, EPA registered infection prevention service.

ServiceMaster Clean has the technology, experience, training, and national network to meet your needs on an ongoing basis. As the new normal changes every day, you can rely on us to be your infection prevention partners every step of the way.



ServiceMaster Clean will provide you with a certificate of service with the date and time of your last disinfection, as well as stating that we have provided anti-microbial disinfection that can last for up to 90 days.



**(804) 564-4652**

Chad Bishop  
cbishop@svmservices.net

From our valued annual Gold sponsors

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MOI is a client-centered interior solutions provider that furnishes any space from floor to ceiling. We partner with our clients to transform their environment and enhance their culture.

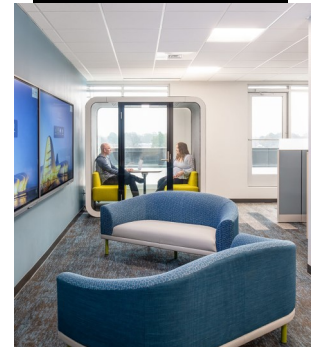
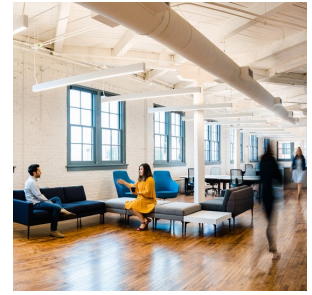
As a 100% employee-owned company, MOI's staff measures our success alongside the success of our clients' projects. This has resulted in 95% of clients recommending MOI as their interior solutions partner.

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## OUR STORY

The Budd Group's story starts in 1963, the year Richard Budd purchased a struggling janitorial supply company in Winston-Salem, North Carolina. Under Budd's guidance and leadership, the company eliminated its debt in four years and began a pattern of steady, customer-focused growth that continues today.

In the 1970s, The Budd Group expanded into carefully chosen markets, adding janitorial, maintenance, and landscaping services to our lines of business. Until the late 1980s, nearly all of the company's revenue came from customers in North Carolina, but The Budd Group made a pivotal turn in 1988 by broadening and diversifying its operations across the entire Southeast.

Today, The Budd Group employs thousands of dedicated associates and delivers custom facility solutions to an extensive range of industries across the Southeast.

### MISSION

The Budd Group strives to be a God-honoring company of excellence that safely delivers facility support solutions to meet our customers' needs, offers development opportunities for our employees, provides growing value for our shareholders and contributes to our community.

### THE MAKE IT RIGHT GUARANTEE

Since 1963, our company's core values have been defined by the words of our founder, Richard Budd:

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

This simple philosophy is at the heart of our guarantee to every customer we serve. We will meet or exceed your expectations in the delivery of high quality facility support solutions. If we do not deliver the contracted services to your satisfaction, we will Make It Right.