



THE PRESIDENT'S MESSAGE...



Hello IFMA Membership!

It was great to see so many of you at our networking event at The Answer last month and we are very much looking forward to our upcoming April 26th membership meeting and facilities tour with fellow IFMA facility manager, Bert Lunsford, at Altria's Corporate Headquarters. Come see their recent renovations within their building and mechanical room(s). Please be advised of the parking and access requirements: enter off of Forest Avenue through the West Gate and park in that West Lot. Enter the building through the Forest Avenue entrance and be sure to have your Driver's License or Government Issued ID for entry.

Thank you to **Buckingham Greenery** and **Milliken** for their Bronze Level sponsorship of this event!

And, welcome to our new annual sponsors – **Facilities Bullpen** and **BHE GT&S**. We could not provide these tours, libations and hospitality without our sponsors.

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.

Be sure to scroll down and read the new Member Spotlight interview with Brian Dudley, Senior Manager, Facilities and Workplace Experience, at Genworth Financial. Brian currently serves as Vice President of IFMA RVA as well as managing a large renovations project at Genworth – see all the info below.

And finally, we have some big plans and enhancements in the area of professional development and education for our members under discussion which we look forward to sharing in the next few months, so stay tuned.

Thank you all for your involvement and participation with IFMA RVA – see you at Altria!

Sunny

UPCOMING MEETINGS

April Board Meeting:

Date: Tuesday, April 4, 2023

Time: 4:30pm

Place: Trolley House or Virtual

April Membership Meeting:

Date: Wednesday, April 26, 2023

Time: 5:30pm-7:30pm

Place: Altria Headquarters

6601 W. Broad St., Richmond, VA 23230

**REGISTRATION IS ENCOURAGED PRIOR
TO EVENT**

See page 3 for more details

MEMBERSHIP CORNER

Mary Crawford—Membership

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

NEW MEMBERS

Andrew Cheatham
Baker Roofing
acheatham@bakerroofing.com

Wendy Funderburk
T-Mobile
wendy.funderburk@gmail.com

RENEWING MEMBERS

Todd Branch
Street & Branch, Inc.
todd@streetandbranch.com

Anthony Corcoran
Anthony.c.corcoran.cfm@gmail.com

Sara Cowherd
FM Solutions, LLC
sarac@fmsolutions-us.com

Keith Eberle
Willow Oaks Country Club
keberle@willwoaksc.org

Matthew Fitzgerald
Virginia Department of Transportation
Matthew.fitzgerald@vdot.virginia.gov

Adam Larsen
Allegion
adam.larsen@allegion.com

Brendan Magner
Mobile Air & Power Rentals
bmagner@mobileair.com

Nick Maiolo
YMCA of Greater Richmond
Nick.maiolo64@gmail.com

Darlene Martin
Altria Client Services
darlene.w.martin@altria.com

2022-23 Board of Directors

OFFICERS

President
Sunny Hobbs—804-654-1333
sunnyh@ptsalesinc.com

Vice President
Brian Dudley
Brian.Dudley@Genworth.com

Secretary
Michael Calkins - 804-822-4350
michael@trolleyhouseva.com

Treasurer
Gretchen Hemmer
ghemmer@acwm.org

Immediate Past President
Chad Bishop—804-564-4652
cbishop@svmservices.net

CHAPTER ADMINISTRATORS

Administration
Adam Larsen
Adam.Larsen@allegion.com

COMMITTEE CHAIRS
Membership
Mary Crawford
mcrawford@svmservices.net

Programs
Ashley Hawks Medlin
Freemasonbuilds@gmail.com
and
Allen Hurt
ahurt@odmva.com

Sponsorship
Brian Workman
BWorkman@MOII.com

Social Media/Web Site
Adam Larsen
Adam.Larsen@allegion.com

Newsletter
Beth Gay
beth@buckinghamgreenery.com

Hospitality
Position open

Professional Development
Maria O'Callaghan-Cassidy
mocallag@richmond.edu

Golf Tournament
Brian Dudley
brian.dudley@unos.org
and
Chad Bishop—804-564-4652
cbishop@svmservices.net

Founding Member Advisor
Ranny Robertson, CFM, Retired
rrjr41@gmail.com



APRIL MEMBERSHIP MEETING

**WHEN: WEDNESDAY, APRIL
26th 5:30pm-7:30pm**

LOCATION: Altria Headquarters, 6601 W Broad St, Richmond, VA 23230

Join us for a facilities tour with fellow IFMA facility manager, Bert Lunsford, at Altria's Corporate Headquarters. Come see their recent renovations within their building and mechanical room(s). Please be advised of the parking and access requirements: enter off of Forest Avenue through the West Gate and park in that West Lot. Enter the building through the Forest Avenue entrance and be sure to have your Driver's License or Government Issued ID for entry.

Thank you to **Buckingham Greenery and Milliken** for their Bronze Level sponsorships of this event! 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.



Time: 5:30pm-7:30pm

RSVP by: Monday, April 24th. Registrations are recommended, may pay at the door.

RSVP at 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

Thank you to our 2023 Annual Chapter Sponsors!

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PLATINUM SPONSOR



GOLD SPONSORS



SILVER SPONSORS



Professional Member Spotlight



Brian Dudley

Job Title and Company: Senior Manager, Facilities and Workplace Experience

How did you first become interested in Facility Management?

I was working in Information Technology for a company when a position was posted for a Facilities Technology Manager. I remember thinking that this sounded like an interesting position, so I had a conversation with the hiring manager and my facility adventure began.

What's one major challenge you've faced while working in FM and how did you overcome it?

We were redesigning a space at my previous job that had custom built wooden workstations. Times had changed and we wanted to upgrade the workstations to be more modern and allow for movement. We had engaged a couple of furniture vendors and design firms to fit out the space, but nobody could make it fit with the original design of the space due to positions of electrical and data feeds. One day while our electrician was in working on a different issue we got on the topic of the space and his helper suggested installing a raised floor to address our cabling and power issue. So, as you can see the way I overcame the challenge was by being open to suggestions and listening to potential solutions from a variety of sources. You never know where you will find the solution to your next problem.

What has been the most rewarding aspect of your job?

The most rewarding aspect of my job has been the spaces I've helped create. Taking a space that has outlived its useful life and partnering with the different trades to create a new revitalized space that staff enjoy is the most rewarding part of my job.

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

I'm really interested in hybrid and collaborative work environments. I'm in the midst of a buildout for a new campus and looking for ways to balance seating versus fun/productive

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collaborative space is very important. We want to create a campus environment that employees want to work in to help encourage collaboration and socialization.

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

Believe in yourself. You need to be willing to step out of your comfort zone and work in/with multiple disciplines. I graduated with degrees in Accounting and Finance and spent several years in Information Technology before exploring Facility Management. I had a lot of knowledge about budgeting, and systems, but not plumbing, electrical, or HVAC. I was willing to step outside of the areas I was familiar with to learn new skills and it has led me to this point in my career.

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

IFMA is a great community to get involved with. IFMA is my primary source for connecting with vendors or other facility professionals to solve challenges in my environment. I would also say that the monthly meetings can be very beneficial not only for educational purposes, but for networking with other professionals as well.



MARCH SOCIAL NETWORKING EVENT RECAP

On Tuesday, March 14th we gathered at The Answer Brewpub for a Social following a last minute cancellation with our original Membership Meeting location. Thanks to The Answer Brewpub for the space to gather for networking with fellow IFMA members & for the appetizers!



*IFMA Ladies at the
March Social*



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@moii.com



IFMATM 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

From our valued annual Platinum sponsor

SERVICEMASTER CLEAN GOES BEYOND DISINFECTION



ServiceMaster Clean is at the forefront of groundbreaking disinfection technology, and we're ready to help you break the chain of infection. In light of the COVID-19 pandemic, all public spaces are shifting their focus from regular cleaning to more intensive disinfection methods. At ServiceMaster Clean, we're excited to launch a new infection prevention service that goes beyond disinfection to create a clean, safe, and healthy environment.

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

WHERE FORESIGHT MEETS FOLLOW THROUGH

TRC is a leading, global consulting, engineering and construction management firm that provides environmentally focused and digitally powered solutions across our key markets.



TRCcompanies.com



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Food Service Facilities




SERVPRO® performs the necessary work to reduce further damage



Education Facilities



Retail Facilities



SERVPRO® works with you and your carrier to develop and approve a recovery plan designed to reduce business interruption.

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OR VISIT OUR WEBSITE! SERVPROCHESTERFIELD.COM

From our valued annual Silver sponsors

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*Make Your Statement*SM

FASTSIGNS of Richmond provides comprehensive signage solutions for all your business needs. We have years of experience creating specialized signs to enhance your business. Choose from endless possibilities like exterior signage, interior signs, event signage, channel letters, wall signs, window signage and so much more. Our team will guide you through the step-by-step process to help you find the right signs for your business.

It has been found that signs reflect the quality of a business, so capture every customer's attention with new and improved signage from FASTSIGNS of Richmond. Hear from people like you about how signs made a difference in their business. [Watch our video here.](#)

As always, we are proud to serve the Richmond area and look forward to working with you.



Trolley Hospitality Companies is a food and beverage company delivering exceptional service across Central Virginia for over 45 years. A leader in our industry, our brands deliver customized culinary experiences for all of our business and residential customers.

From one of our valued annual Silver sponsors



Partnering to create intelligent spaces where people want to work, live, and stay.

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.

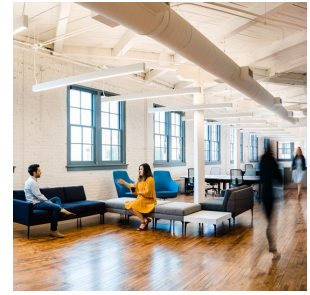
As a 100% employee-owned company, MOI's staff measures our success alongside the success of our clients' projects. This has resulted in 95% of clients recommending MOI as their interior solutions partner.

With over 150 subject matter experts across four offices and a dedicated distribution center, our teams service clients across the Mid-Atlantic Region and beyond.

We partner with you from initial design vision to ordering product, delivery to installation, and move-in to post occupancy.

MOI earned the distinction of being named one of 2021's Best Places to Work in Virginia and was named the Largest Office Furniture Business by the Washington Business Journal.

Visit our website
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From one of our valued annual Silver sponsors



SERVICE

With professionals that are backed by an international network of engineers and experts, we are here to give you a fast turnaround for your elevator service. Expect lowered downtime with personal support from highly experienced-certified technicians and a 24/7 call center to meet your needs.



REPAIR

Ready to have prompt delivery for your spares and repairs? Don't wait around for parts to come in and get a higher availability thanks to quick troubleshooting. Our swift solutions are brought from local experts backed by a global network.



MODERNIZATION

Meet changing code requirements on your aging equipment and give your passengers an upgraded interior to match your building's aesthetic. Our extensive product portfolio guarantees the best option for your elevators.



CAPITAL PLANNING

Our capital planning offers you dedicated representatives who will provide you with the best recommendations for extending your elevator's lifespan. All consulting is customized for your building to see that your modernization fits your budget.

Contact the Richmond branch office at 1 804-355-9792

MOVE BEYOND

From one of our valued annual Silver sponsors



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.