



IFMA News

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

February 2013 Issue

THE PRESIDENT'S MESSAGE...

Celebrating Our 28th Year



By the time you read this, The January 30-31 2013 Energy & Sustainability Conference hosted by VCU at Richmond Convention Center will have taken place. Your Richmond Chapter of IFMA is one among many organizations who participated in the conference. We manned a booth in the Exhibit Hall to promote both our Sustainable Spaces building certification program and IFMA membership. We will also be speaking about Sustainable Spaces and IFMA at the Awards Dinner. I hope many of you will have had the opportunity to participate in the conference.

We are completing the pilot phase of Sustainable Spaces; however, it is not too late to get in on the ground floor. Participants will be provided access to the self-assessment tool, user support, registration in the program at no cost, and recognition upon meeting program certification requirements. You will also be helping to shape the development of this tool through your comments and suggestions. The full program will be launched in early 2013. If you are interested, please contact Maureen Roskoski at maureen.roskoski@feapc.com.

One of our Chapter's objectives is to foster professional development of our professional members. IFMA offers self-study programs and instructor led courses for the FMP, SFP and CFM credentials. The board wants to know what we can do local to support your educational needs. We will be sending out a survey to you shortly. Your collective responses will determine the direction we take.

In closing, I would like to remind you of an exciting new sponsorship opportunity for our members. However, we are now offering a three-tiered annual sponsorship program that provides enhanced promotional benefits to your company and can cover the costs of IFMA memberships, meeting fees and even the golf tournament. Two companies have already signed up for Gold Sponsorships and one for a Silver Sponsorship. See the Sponsor section of the website to learn more about this opportunity.

Your President,

MEETING

February 2013 Meeting

Date: *Tuesday, February 12, 2013*
Time: *5:30 pm*
Place: *Uptown Alley*
Program: *Project Presentation*
Cost: *Members \$10 Guests \$25*
RSVP: *By Thursday February 7, 2013*

Next Board Meeting:

Date: *February 5, 2013*
Time: *4:30 p.m.*
Place: *Markel Bldg. 4600 Cox Road*

Next Membership Meeting:

Date: *March 12, 2013*
Time: *5:30 p.m.*

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AROUND THE CHAPTER

by Bud Vye, Retired CFM

On the day we get hit by Winter Storm **Iago** (how many of you knew that was Spanish for James? I didn't until I did a bike trip in Spain a few years ago, which ended in Santiago, or St. James), up come the crocuses in my garden. Right on their Jan. 15th schedule every year, regardless of the temperature, telling me we're not that far from Spring.

And as the football schedule comes to a close, I noted that **Jack Podlesh's** son Adam completed another season in the NFL. This year he punted, and held for place kicks, for the Chicago Bears. He, and his team, had decent seasons. He finished in the middle of the pack statistically with a 42 yard average, and his team finished 10 and 6, but just missed the playoffs, so the coach got fired. Must be some consolation to have the best record of all the eight head coaches that got fired. We don't have to feel sorry for these guys, since they usually promptly wind up on another team's coaching staff or as analysts on TV. Don't know about you, but I don't really need 5 ex-players and coaches to tell me what I just witnessed during half time of a football game.

I digress, and get back on track by reporting that we have a new FMP in the area, as **Lora Toothman** at GRTC (one of our tour guides when we met there back in August of '11) received her designation back in October, so congratulations are in order.

Congratulations, also, to the **Jefferson Hotel** (where we've met several times in the past, but not since Y2K when we toured their then-new renovations, including their swimming pool.) for once again receiving the AAA Five Diamond rating, the only hotel in our area so honored.

Don Tate reports to me at the recent meeting that **Rod Shortell** has taken the post of Director of Sales at Rocketts Landing. Rod was an active member (and Board Member) of the Chapter back in the '90s when he was at the Martin Agency, before becoming a residential real estate agent with Long & Foster. He hosted one of the biggest attendance meetings in our history in '97, shortly after the ad agency moved to their new quarters in Shockoe Slip from the building up on Allen and Monument, near the Lee Statue. Old timers will remember that was the joint meeting with IIDA, where the late Dr. Wally Johnston gave everybody those little rubber frogs before speaking to us on the theme of "Have a Plan" and don't just go jumping around like a frog in trying to reach your objectives. Looks like they've got a plan at Rocketts and I'll have to stop in and see Rod, as it looks like they are starting to move earth in preparation for another building, and I haven't yet eaten at the third restaurant, which is named "M" and has a lot of signage identifying it.

While down at the Legislature in my role as volunteer lobbyist for Bicycling improvements, I'm again running into **Claude Harrison**, who hosted our meeting at Williams Mullen in November of '10, prior to his retirement. Since his retirement Claude has landed a seasonal job as Clerk for the Transportation Committees of the House of Delegates. Since the main committee meetings I attend are those of Transportation, I see Claude regularly, and get to

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chat with him before and after, as during the meetings his job is to pay close attention and correctly record all votes and later post them to the official website. He's doing fine, and enjoys his job, although he's not a fan of those 7 a.m. Subcommittee meetings any more than I am, and the pace of these "Short" 46 day sessions is pretty hectic.

Reported last month that the **Center of the Universe** (they are using **COTU** on a lot of their signs and bottle labels) craft brewery is now open, and was up that way recently and dropped in to see what it was like. It's on the road just on the east side of I-95 a short distance south of the Lewistown exit, just south of the KOA campground. They are in the building that used to house the Herald Progress newspaper with a small bar and seating area in front of the brewery area. Took home some of their IPA and it's not bad. No live music yet, like Hardywood is doing, but they are thinking about it.

Since Hardywood has become such a big success, breweries are cropping up all over the area with another one, called **Archangel Brewing**, leasing space on Summit Ave. in Scott's Addition and starting to get set up. Next one to open should be Lickinghole Creek, but it's out west of Goochland Courthouse, and I'll have to count on someone who lives out that way to give me a report, since that's a little out of my normal range.

A big sign with a vertical "UR DOWNTOWN" just installed on their building at 626 E. Broad after the school received an \$825,000 donation for that program from an alum couple by the name of Blandford. The downtown unit now offers a public lecture series, a law clinic, a volunteer tax preparation service, and a lunch time **Richmond on Broad Cafe**, which has apparently developed a following from the Courthouse and other nearby businesses.

The City having some communication problems with their contractor (did I read that it was Hourigan?) over instructions in connection with clearing the site behind the Science Museum for the Redskins training facility. Seems the City wanted some trees on the western edge of the site to be saved, but the contractor got instructions from someone in the Economic Development Authority (who is in charge of the project) to clear them all. Shortly before that, the contractor building the 2nd St. Connector down to Tredegar St., to make a short cut for the Dominion employees in the old James River Corp. building, knocked down a section of the Civil War era retaining wall that was supposed to be saved. Don't think this was a communication problem, just the difficulty of excavating on a hillside near a 150 year old wall. Whatever the case, the City takes heat twice in a couple of weeks over a couple of fast track projects.

And Subway taking some heat as someone measured some of their Foot Long subs and they turned out to be only 11". Take out a tape measure the next time you order one, and see how they react.

Scrub that plan to build a big arena in Virginia Beach so they could bring the NBA's Sacramento Kings to town, as it looks like the Kings will be sold to a group who will take them to Seattle. Wasn't that long ago the Seattle team didn't get a new arena, so the owners moved the team to Oklahoma City, where they are doing great. Hadn't heard they had built a new arena in the meantime, so I guess the Kings will be going to the old one. As an old timer now, I can remember that franchise in Rochester, NY and then Cincinnati, before they moved to Sacramento, so they've really bounced around.

Actions taken at the recent NCAA Convention in Texas "deregulated" 25 of the organization's rules regarding the recruiting of athletes. Many of these were difficult, if not impossible, to enforce, such as how many phone calls and text messages a coach can send to a recruit; how much printed material they could send, how many coaches from the same school could recruit off campus at the same time, etc. This should get rid of a number of the nit picking charges some of the coaches had been faced with in the past, but the recruits better be prepared to be bombarded with contacts.

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CAREER RESOURCE

By Carla Strothers-Durr

For the listing of jobs in our area and nationally,
please refer to www.ifmarichmond.org/professional-development/career-resources.aspx

Open Positions with Brandywine Realty Trust

Assistant Property Maintenance Technician

Responsible for interior and exterior cleaning and maintenance of assigned buildings and common areas as directed by the immediate supervisor

<https://home.eease.com/recruit2/?id=3352391&t=1>

Assistant Leasing Representative

Responsibility of assisting the Senior Leasing Representatives in showing and leasing available space to prospective tenants, renegotiating leases for existing tenants, and producing/distributing required paperwork and reporting documents.

Open Position with John Tyler Community College

Building and Grounds Supervisor (00107) (Chester Campus) - closes on 02/06/13

Hiring Range: \$31,352 - \$64,347

Commensurate with qualifications and experience

Responsibilities: Full-time, classified position performs responsible administrative, technical, and supervisory work in planning and directing the maintenance and repair of college buildings and grounds. Plans, organizes, directs and inspects the work of team members engaged in the regular maintenance of housekeeping, facilities, grounds, and equipment, ensuring all are structurally/mechanically sound, maintained in a safe condition, acceptable in appearance, and safe for public use.

<http://www.jtcc.edu/about/employment-opportunities/2163>

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And a loss prevention item, as a number of cases of employee thefts of copy machine toner have been cropping up around the country. Several cases, at big law firms, hospitals, and office supply companies, have involved more than a million dollars worth of cartridges, so you might want to pay a little closer attention to how these items are stored in your department.

This may get to you a little too late to do anything about it, but the Toomeys, who were with us at our Holiday Party, are in their new home. They have recently had two Open Houses, and the dedication will be on Thursday, Jan. 31 at 6:30. If you would care to attend, it's at 11487 Karen Drive, Ashland, 23005 which is right across the road from the Elmont Elementary School.

MEMBERSHIP CORNER

By Julie Mutcher , Membership Committee Co-Chair

Welcome to our newest members !

Floyd Bonacorsi, FMP

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Carl Hess

New Business Development
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Don Smith

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Gail Bonn

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Carl Hooper

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

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New Member Spotlight

Gail Bonn

Furniture Sales Executive
Business Interiors By Staples



You thought you knew who **Staples** was.....think again!

Business Interiors by Staples is the furniture and interior design arm of **Staples Advantage**, the business-to-business division of Staples, Inc. With more than 25 years of providing quality furniture and design solutions. Business Interiors By Staples helps organizations of all types and sizes-from small, local companies to large Fortune 1,000 companies-create more productive, healthy and sustainable work spaces. It is one of the largest contract furniture dealers in North American and serves businesses of all sizes and across all industries including education, healthcare, government, financial, legal, and high tech. It is the only company with direct relationships with more than 250 manufacturers, including some of the best names in the industry like Allsteel and HON. Hundreds of its professional project managers, certified interior design experts and logistics professionals help ensure customers create the best work environment for employees, clients and visitors wherever they are.

Gail Bonn has over 22 years in the Contract Furniture industry in Miami, NYC and a few points in between.

Taking a Strategic Approach to Water Management in Buildings

Chris Hodges, P.E., CFM, LEED AP, IFMA Fellow, FRICS, Facility Engineering Associates

This article was published on FMLink in December 2012 (www.fmlink.com). It is being reproduced with permission from FMLink.

Facility managers are faced with a number of challenges in making their buildings perform better. For some time now, we have been asked to reduce consumption of energy and water, reduce consumables and waste, and make our buildings healthier and more comfortable. The primary driver of these initiatives to improve performance has been economic – improvement is often beneficial to the bottom line. Because of the emphasis on the economic improvement, a number of conservation issues have been lagging. Water often falls into that category.

Just about everyone can quote the current price for a gallon or liter of gasoline, but when was the last time you checked on the price of water? Water is widely known to be undervalued. It's still a relatively inexpensive and plentiful natural resource in most developed areas of the world where we operate large buildings. Water scarcity in most well developed economies is a regional issue. Few governments have national water-use policies, and there is not a lot of emphasis on water use in buildings. However, that's where our workforce tends to use a lot of water in daily life.

Green building programs have brought water use issues in buildings to the forefront. However, the lack of economic drivers to conserve has led to a focus on the "low hanging fruit" of water conservation – the reduction in the amount of water delivered at the fixture level. There's a lot more we can do.

Facility managers are taught to think strategically. The job of the FM is filled with competing priorities that often result in more demands than there is time to fulfill them. There's not a lot of time to think strategically, but the most success comes to those that can think ahead, plan, and anticipate future needs. Now is probably a good time to think about water use strategically. The positive news is that there are a number of countries and regions of the world that have had to deal with water as a scarce resource for quite some time, so there is an experience base from which we can learn. There have been a number of studies on water use in buildings that can benefit the facility management community.

It is sometimes helpful to look at building water use in terms of inputs, uses, and outputs. On the input side, we have either a municipal source, or an on-site source. Other inputs may include purchased water, particularly for domestic drinking water use. While this may not account for a large part of an organization's water budget, the unit price of bottled water is quite high compared to water purchased for other uses. Water use in buildings falls into three categories:

- Domestic water
- Process water
- Irrigation

For buildings, domestic water includes that which we use for washing, bathing, cleaning, waste removal, and in food service functions. Consumption of domestic water is controlled by the fixtures in the building. Process water includes water that we use in heating and cooling, and irrigation water is used in landscaping.

Water outputs in a building include wastewater, evaporation, and leaks. Evaporation can account for a significant water loss in building systems that rely on evaporative cooling towers. Leaks can also account for a significant quantity of water use if they are not detected and corrected in a timely manner. In taking a strategic approach to improving water performance, all inputs, uses, and outputs should be considered. Water performance of buildings is defined as the overall water consumption. If we were to start thinking about water use in buildings on a more strategic level, there are three approaches to water performance in buildings that are worth considering.

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Key Fixtures Approach – The key fixtures approach uses the premise that a building is water efficient if the fixtures within the building are efficient. Water efficient toilets, urinals, lavatories, showers, and food service equipment are targeted and designed (or replaced in existing buildings) for the highest level of water savings. By setting water efficiency requirements at the fixture level, we can take advantage of current water savings technologies and feel comfortable that our major water uses in buildings have been economized. The advantage of this approach is that it is simple to implement, and there are a number of labeling programs that guide us to the most efficient fixtures. A major disadvantage is that it does not take other water conservation strategies into account and the “whole building” approach to water management is ignored. The other potential disadvantage of the key fixtures approach is that once we have upgraded our fixtures, there may not be any more incentive for improvement until the next round of technology hits the fixtures market.

Global Water Consumption Approach – This approach considers the overall water consumption of the building, including the consumption of the fixtures. It uses a net-water use metric for determining total water use. Using the overall consumption approach gives “credit” for water reduction strategies such as rainwater harvesting and gray water use. In this approach, the water consumption of a comparable standard building is determined as a reference value. A standard building would be one that uses standard or non-water-saving fixtures. The water consumption of a building is then compared to the standard building with non-water-saving fixtures. Credit can be given for buildings that consume less than a standard building. This methodology is the basis for the water rating category of several green building rating systems such as BREEAM and LEED. The standard water metric for a typical building is expressed in a “per person” or “per area” metric. For example, according to the Watermark program in the UK, the standard benchmark for water use in buildings is 9.3 cubic meters (2456 gallons) of water per person per year. The Watermark program establishes the “best practice” level of water performance at 6.4 cubic meters (1690 gallons) per person per year. To understand the overall water consumption of a building, it is necessary to measure and monitor water use. Baseline use is determined by taking an inventory of fixtures and flow rates, and establishing a standard number of uses for each fixture per building occupant (usually derived from the plumbing codes). Reduction targets are determined and strategies such as fixture replacement, rainwater harvesting, gray water use, food service strategies, and irrigation strategies are put in place. Water use metrics are then monitored for improvement.

An advantage of the global water consumption approach is that it allows the facility manager to benchmark water performance against others. A disadvantage is that the benchmark is often established against non-water saving buildings (i.e.: old plumbing codes). Once the market improves water performance of buildings and new codes are in place over the next few years, a new benchmark is required. This will require a fresh look at how to continue to improve water conservation.

Water Management Plan (WMP) Approach – this approach is more strategic in nature. It incorporates the fixtures approach and the global water consumption approach in order to reduce consumption. The primary concept is to meter and target. As with energy, measurement and monitoring of water consumption is critical in establishing the baseline use that will allow the facility manager to establish reduction targets that make sense for the facility. Reduction strategies such as fixture replacement, gray water use, leak prevention and monitoring, and use of technologies to reduce cooling water loss in open loop cooling systems can be implemented once consumption is properly measured at the system level. The reduction targets are set by the facility manager based on actual consumption data.

Of all three of these approaches, the water management plan (WMP) approach offers the facility manager the greatest opportunity for continuous improvement. Consumption data is based on real data, not theoretical fixture and use rates, and it allows for the incorporation of the greatest number and variety of reduction strategies.

The other major advantage of the water management plan approach is that it allows facility managers to look at their water management strategy from the viewpoint of where it fits with other sustainable facility

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management initiatives. All sustainable facility management initiatives require coordination and integration with others. Managing water use in buildings is not merely an issue of reducing consumption. For example, the use of bottled water in facilities is both a water use issue and a waste issue. Changing policies toward one may cause an unintended change in the other. The facility manager is in the unique position to understand the organizational strategies, drivers, and incentives for sustainability initiatives.

Above all, an effective strategy for water management in buildings depends on the facility manager's ability to measure, monitor and report water consumption. The ability to measure is dependent on an adequate and accurate metering plan. The ability to improve performance is dependent on how well the metering plan is sub-divided to account for water use at a system level. The greatest level of improvement will happen when the facility manager has adequate data on consumption, access to the technological improvements needed to reduce consumption at the fixture level, thoughtful strategies for process and irrigation water uses, and an eye toward reducing waste.

Water is not likely to be the facility manager's most costly resource, but reduction strategies put in place now, and diligence in keeping an eye on the environment will put our organizations in a far better position when scarcity becomes the norm, and water becomes the costly resource many expect it will become in the coming years.

Chris Hodges, P.E., CFM, LEED AP, IFMA Fellow, FRICS

Chris is a Principal with Facility Engineering Associates (FEA) of Fairfax, Virginia and currently serves as Chair of IFMA's Sustainability Committee. FEA specializes in helping clients achieve high-performance in the operation of their facilities and achieving excellence in the delivery of facility management services.

Sustainable Spaces...

Achieving Operational Excellence One Building at a Time



Richmond Chapter of the International Facility Management Association

The IFMA (International Facility Management Association) Richmond Chapter is in the process of creating a sustainability certification for commercial facilities in our region. The program, Sustainable Spaces, is being developed to meet the need for understanding and recognition of sustainable facility management. The program will offer the opportunity for you to be recognized for your energy and sustainability achievements.

Our program consists of the following categories:

- Strategy
- Energy
- Materials & Resources
- Workplace Management
- Indoor Environmental Quality
- Engagement
- Water
- Waste
- Quality of Services
- Site

To find out more, please visit our website at
<http://www.ifmarichmond.org/community/sustainable-spaces.aspx>

Or contact **Maureen Roskoski**, Facility Engineering Associates, IFMA Richmond Programs Chair,
Maureen.roskoski@feapc.com



JANUARY MEETING REPORT

by Bud Vye, Retired CFM

Despite a really rainy night, a decent turnout of 44 (again including Bob Borchers all the way from Charlottesville) found a place to park and then into the Commonwealth Room on the 2nd floor of the Student Commons at VCU on the 15th. A big room, set up classroom style, with a podium at the front, easily accommodated us, and Thyme Out had their usual nice selection of wraps, veggies, cookies and soft drinks set up on tables at the rear. After a little longer networking time than normal (since our speaker was delayed in arriving), Chapter Treasurer **Ken Coll** called the meeting to order, recognizing the new members, and first time attendees (of which there were a considerable number) in the room. Ken dispensed with business in very short order and introduced **Fulton Sensabaugh of Kjellstrom + Lee Construction**, who was representing our sponsor for the evening as well as our speaker.



Aided by a PowerPoint presentation and a very nice handout, Fulton told us about **VCU's Cary Street Gym** project. Built in 1896 and first used as a city market, it was later enclosed and converted to the City Auditorium. After that it was used by the City as a bus maintenance facility, until it was purchased by VCU in the '80s and converted to a gym. As part of the implementation of the goals of the school's 2004 Master Site Plan to enhance the quality of student life on campus, it was determined that the facilities for Recreational Sports needed to be dramatically upgraded. In order to add on to the 32,600 sq. ft. of the City Auditorium building a major street had to be closed, three city blocks revised, and a historic, 1869 vintage, 3000 sq. ft. Carriage House demolished. This part of the plan caused such an uproar in the adjacent Oregon Hill neighborhood that it was determined to save the building, move it, and renovate it for a new use to house the VCU Outdoor Adventure Program. This part of the project, with KOP as the architect, and a cost of \$1.2 million, was embarked on before the 94,200 sq. ft. addition to the City Auditorium could go forward. Then it was determined that to use the original wood - framed hipped roof of the structure would involve the separation of the addition from the original building by cumbersome and unattractive fire shutters in order to meet the current fire code. This resulted in the roof being removed and replaced with a steel - framed roof prior to the renovation proceeding.



All of these challenges being solved, work proceeded on 4/1/08 on the \$39.2 million renovation and addition project, with Moseley as the architects and Kjellstrom + Lee as GC. We then donned our rain gear for the one block walk down the alley in light but steady rain and assembled in the building's entryway while everyone got there to tour the finished product, which was completed on 12/31/09 and opened for use a few days later. Shortly, we were greeted by **Anthony Muscatello**, the Assistant Director of Recreational Sports in VCU's Division of Student Affairs, who would be our tour guide. A graduate of Youngstown State, he had come down here last May from a similar position at Drexel, (also an urban institution, located in West Philadelphia adjacent to the University of Pennsylvania). Obviously proud of his new state of the art facility, he ushered us through the entrance, which reminded me of one you might see at a Metro station in DC, with students using their Student Activity cards at turnstiles to gain entry, and other participants paying cashiers at a counter.



Immediately inside the entrance, and to the left, we see the 38' high Climbing Wall, with about 10 climbers in varying stages of using it. Across from the wall, and on a mezzanine above, most of the building's 185 pieces of



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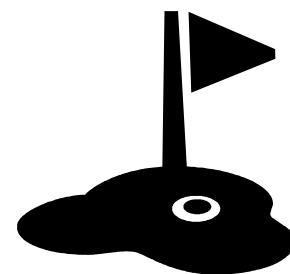
Save the Date



Rebuilding Together Work Day

Saturday April 27th 2013

Save the Date



IFMA Annual Golf Tournament

Monday September 16th 2013

Hermitage Country Club

Commercial Furniture Sustainability

In 2009, BIFMA International, the trade association for the commercial furniture industry, premiered the product certification program, **level**™.

level™ verifies conformance to multi-attribute furniture sustainability standard addressing material utilization, energy and atmosphere impacts, human and ecosystem health and social responsibility.

The program includes three conformance tiers, level 1, 2, and 3, each requiring specific prerequisites and conformance to optional credits. level 3 is the highest conformance tier under the current ANSI/BIFMA program. The level certification program allows facility managers, architects and designers to evaluate products using a 'level' playing field, based upon the product and manufacturer's environmental and social impact.

There are now 41 commercial and institutional furniture manufacturers that have more than 1,800 furniture products **level**™ program certified.

"BIFMA is pleased to announce that the level sustainability certification program for furniture has exceeded the 40 manufacturer mark on the rapidly growing list of companies who produce level certified products. **level**™ provides interior designers, architects, facility managers, and others across all industries with an easy method to identify increasingly sustainable products," said Tom Reardon, BIFMA Executive Director. "We are extremely pleased to see the efforts that these 41 manufacturing companies have made".

Developed in accordance with the American National Standards Institute (ANSI) procedures, level is the label awarded to office furniture products that meet multiple criteria of the stringent, multi-attribute ANSI/BIFMA e3 Furniture Sustainability Standard. Earning the level mark requires validation by an approved third-party certification body.

level™ establishes measurable performance criteria to address environmental and social aspects of product manufacturing throughout the supply chain, including the areas of Materials, Energy and Atmosphere, Human and Ecosystem Health, and Social Responsibility. Choosing **level**™ certified products assures that the product is produced in an environmentally and socially conscious manner and comes from a responsible manufacturer.

A complete list of certified products can be found at www.levelcertified.org

The U.S. Green Building Council (USGBC) has developed and issued a new Pilot Credit for Certified Products (including level certified products). The LEED "Pilot Credit 43: MR - Certified Products" was posted to the LEED Pilot Credit Library on June 15 according to Sarah Buffaloe of USGBC, speaking at the Annual Meeting of the Business and Institutional Furniture Manufacturers Association (BIFMA) International during the NeoCon® World's Trade Fair.

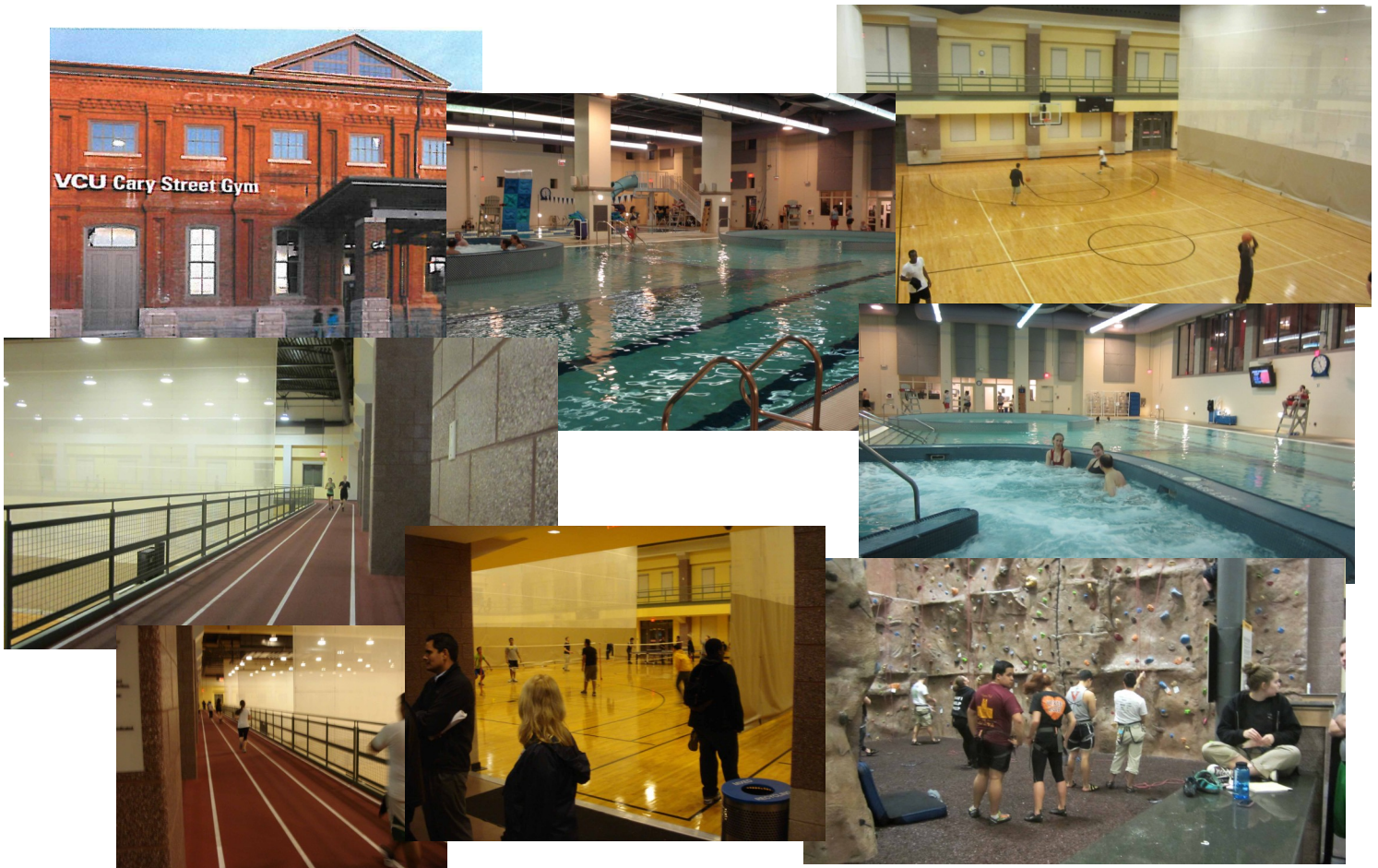
The credit outlines the future of certified products in LEED and, for the first time recognizes the level® Certification Program for furniture sustainability. The Pilot Credit contains an initial list of certifications that would contribute to various Label/EPD claims. The credit was developed with input from several experts including the EQ subgroup, MR TAG, USGBC staff, and others. It is available for use now and can be viewed in its entirety at the following link:

<http://www.usgbc.org/ShowFile.aspx?DocumentID=9541>

(Continued from page 9)

fitness equipment, with most of them in use, as the building is really busy. We turn to the right, go up a flight of stairs to the mezzanine and turn right where on our left we look down on the 4, side by side, courts, separated by netting, two being used for basketball, one for badminton, and one with table tennis tables (the latter two activities being very popular with the Asian students). Around these courts on this level we walk on the 9.5 laps per mile running track, and a little further on we see through their glass walls the two racquet ball courts in use, and a group exercise class in full swing on the other side of another glass wall in the Group Exercise Studio.

A turn, and down another aisle passing a weight lifting area, down a flight of steps to the Aquatics area, where we see side by side lap pool, and leisure pool, with about 8 people in a hot tub-like spa in one corner down at our end. Strictly a recreational set up, not designed for competition, totally unlike the facility we visited at GRAP back in November. On our way out, we catch a glimpse of the Multi- Activity Center, which looks a little like a hockey rink with artificial turf, and glass walls on our side, for indoor soccer, dodge ball and other activities. Thanking Anthony and Fulton for their parts in showing off this facility, which has won numerous awards, we headed out the door and into the misty, but not still raining night, to get back to our cars. Another very interesting meeting put together by **Matt Sobel**, with help from **Sam Jennings**, and thanks again to **Fulton Sensabaugh and Kjellstrom+Lee** for their sponsorship, and to Fulton for his presentation and to **Anthony Muscatello** for his tour guiding.





Become a Sponsor of the Richmond Chapter of IFMA

Historically, the Richmond Chapter of IFMA has provided sponsorship opportunities for individual membership meetings and for our charitable golf tournament. In 2013, we are enhancing the program by adding Annual Sponsor options.

Sponsors significantly contribute to the health and vitality of the Chapter. Sponsor funds support the cost of running monthly meetings, publishing the newsletter, funding the website, subsidizing professional development opportunities, and operating the golf tournament.

Sponsors also benefit. All the Sponsorship levels provide an effective way to promote your company and its products and services to the Chapter's 180+ members and event participants. The program also offers ways to offset annual membership, meeting registration, and golf tournament entry fees.

The 2013 program provides four different participation levels: Bronze, Silver, Gold and Platinum. The Bronze level provides an opportunity to sponsor one of our membership meetings. The other three levels are annual sponsorships that can be commenced at any time of the year and provide benefits for the ensuing 12 month period.

Bronze Sponsor

Bronze Sponsors sponsor one meeting at a cost of \$300.

One member and one guest sponsor company representative may attend the meeting free of charge. Value = \$35.

Sponsors are introduced and recognized at the meeting and may give a maximum two minute elevator speech to introduce their company. The sponsor company's logo is featured in that month's newsletter, website sponsor page and meeting announcement emails. Sponsors will also be acknowledged in the meeting recap article in the following month's newsletter. Balance = \$265.

Silver Sponsor

Base level of annual sponsorship. At a cost of \$1400.

No cost entry for one member to attend next twelve meetings. Value = \$145.

Golf tournament foursome sponsorship. Value = \$850.

One meeting sponsorship in a month of your choosing that includes the Bronze Sponsor benefits listed above. Value = \$265.

Second guest participant at the meeting you sponsored. Value = \$25.

Company logo linked to your company's website will be featured in Silver Sponsor section of website and monthly newsletter for a 12 month period. Balance = \$115.

Gold Sponsor

At a cost of \$2,000, all the benefits of a Silver Sponsor plus:

Silver Sponsor benefits. Value = \$1,400.

One annual IFMA and Chapter membership. Value = \$270.

One additional no cost entry for 2nd sponsor representative to next twelve meetings. Incremental Value = \$120.

Linked company logo in rotating front page position of home page of chapter website. Linked company logo in upgraded Gold Sponsor section of website and monthly newsletter for a 12 month period. Meeting sponsorship in month of your choosing with an opportunity to give a 5 minute presentation. Balance = \$210.

Platinum Sponsor

There are three first come, first serve opportunities for Platinum Sponsorships at a cost of \$2,500. Each of these sponsors gets the opportunity to co-brand one of our signature annual events: the Fall Golf Tournament, December Holiday Social and June Annual Officer Installation Meeting. For example, the golf tournament could be named the [*IFMA Golf Tournament by ACME Company*](#). All the communications to our membership about the golf tournament before, during and after the tournament would include the full tournament co-branding name.

Gold Sponsor benefits. Value = \$2,000.

Linked company logo in upgraded Platinum Sponsor section of website and monthly newsletter for a 12 month period. Exclusive Co-branding of one signature annual event. Balance = \$500.



The Richmond Chapter of the International Facility Management Association

2013 PREPAID MEETING INVOICE

FEE: \$110

NAME _____

ADDRESS _____

PHONE NUMBER _____

E-MAIL ADDRESS _____

Payment Options:

Remittance by Check:

IFMA RICHMOND CHAPTER
ATTN: Barbe Shaffer, IFMA Chapter Administrator
P.O. Box 808
Richmond, VA 23218

PAYPAL:

Go to www.ifmarichmond.org

- Go to the calendar
- Click on the date February 15, 2013
- Click on "More" to expand
- Click on Register and fill in the blanks with an asterisk
- Click Register again when complete
- The next page is where PayPal information is entered.

PREPAID DUES ARE NON-TRANSFERABLE



The Richmond Chapter of the International Facility Management Association

FEBRUARY 2013 Richmond Chapter Monthly Meeting

Strike up the entertainment! Join us in visiting this new, exciting and unique facility! Uptown Alley is a unique entertainment and restaurant concept created to provide guests of all ages hours of memories, featuring state-of-the-art bowling, a full-service restaurant serving Americana classics, video and prize games, billiards, high-energy bars, the latest in audio/video technology, a sports theater, live entertainment and the exhilarating ultra-lounge, with bowling, for adults. The venue is for families, adults, bowlers and corporate outings. It has 57,000 square feet of space. Uptown Alley was created with the goal of being an environment for all ages to enjoy. The doors to Uptown Alley opened in November 2012 with their Grand Opening, December 6, 2012.

Uptown Alley is owned and operated by Uptown Ventures, LLC and Trifecta Management Group (TMG). The two companies formed a strategic alliance to acquire, develop and operate properties, providing communities with first-class, leading-edge entertainment venues. The partnership plans on expanding the Uptown Alley brand nationwide. Uphoff Ventures, LLC, based in Chesterfield, Virginia, was formed in July 2007 with an objective to acquire and develop attractive real estate properties. Led by CEO/President Steven M. Uphoff, the principals of Uphoff Ventures have significant experience in the retail, petroleum, construction, transportation and real estate development industries.

Thanks to our 2013 Annual Sponsors

GOLD



SILVER



Thanks to our monthly meeting sponsor



Date:

Tuesday, February 12, 2013

Time:

5:30-6:30 pm Networking/Social
6:30-6:45 pm Chapter Business
6:45-7:30 pm Presentation/Tour

Where:

Uptown Alley
6101 Brad McNeer Parkway
Midlothian, VA 23112

Presenter:

Brent Graves, Principal/Owner
Taylor & Parrish Construction

RSVP by:

Thursday, February 7, 2013
Simply e-mail Barbe Shaffer at
ifmarichva@gmail.com
or register on our website at
www.ifmarichmond.org
and pay by PAYPAL

Be sure to include your guests
name and company

COST:

Members: \$10.00
Non-Members: \$25
Credit card payments
may be made at the door
No Shows will be billed

February Meeting

**Tuesday February 12th
5:30 PM**

**Uptown Alley
6101 Brad McNeer Parkway
Midlothian, VA 23112**

www.ifmarichmond.org