

Greater Triangle Chapter of IFMA

Monthly Newsletter

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www.ifmatriangle.org



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Welcome to our Greater Triangle Chapter News



We hope you will take a few minutes to review this monthly issue of our chapter newsletter. This monthly publication is designed to share chapter and FM news, upcoming meetings and events, introduce fellow colleagues, and much more. Our IFMA Greater Triangle Chapter currently includes over 240 active members representing facilities large and small and facility products and services in and around the Triangle. The Board and Committees extend an invitation to you to join us and hope that you find professional growth through the opportunities provided by the chapter.

Please visit our chapter website to meet the Board and Committee members, learn how to participate, become a chapter sponsor, and obtain information about upcoming meetings and events as well as review archived newsletters and past meeting/event reviews: www.ifmatriangle.org.

A Message From Our President

Heather Denny
McDonald York Building Company

"Let go of the past and go for the future. Go confidently in the direction of your dreams. Live the life you imagined." – Henry David Thoreau

How many times have you been in a meeting and the question was asked "Why do you do it that way?" with the answer being "Because that's the way we've always done it." I don't know about you, but that has never been an acceptable answer in my world. If we always do it the same way, how do we infuse innovation and creativity?



We are fortunate that our committee chairs and board do not subscribe to this thinking. Growth and change are in action in our Chapter. This growth and change can sometimes be a little uncomfortable. For those at the January meeting, having such overwhelming attendance may have seemed like a nuisance because it created a longer wait for the food or maybe you had to sit too close to your neighbor. Let me assure you, we are working to plan for larger meetings and overcome those complaints. I would kindly ask that you look at the positives of having attendance of 95 with 20 guests. You have the opportunity to interact with more industry professionals, as well as, a larger base of experts from which to pool for questions that arise during your work day.

The committees have created a new system of name badges that will make it easier to accommodate member changes, we are developing a new website, and we have an Innovation Committee that is fully engaged in looking at new ways to create value for members. In addition, a new video will be debut at the February meeting that you won't want to miss.

If you have a dream, let us help you make it a reality!



Upcoming Meetings and Events

February Meeting Announcement! An IFMA Round Table Discussion!

Wednesday, February 9th
11:30am-1:00pm

PLEASE NOTE: The location of our Meeting will take place at The Embassy Suites – 201 Harrison Oaks Blvd. Cary, NC.

Our chapter meeting topics are the result of member input from our annual survey. The February member meeting of the Greater Triangle Chapter of IFMA promises to bring more interactivity than previous meetings! As suggested by you, our members, this meeting will take place at a NEW location - The Embassy Suites on Harrison Avenue. The Program will include a Round Table format suggested by our members, as well. The discussion will focus on topics of interest to both Professional and Associate members!



The Round Table meeting will provide the opportunity with talking points of interest to both groups and discussions being led by both facilities and vendor professionals.

Are you wondering how to increase the value of your membership through relationships? Are you always seeking to leverage your membership in our chapter so that you have up to date information and accessibility to resources? Some of the discussion points for the Round Table being considered include:

- What is your focus in 2011? Do you have particular need areas
- Improved Functionality and Cost Containment, sustainable products and practices, LEED certification process
- How do you get away from commoditizing services which are people/service based when developing an RFP?
- Once a company is awarded a contract, how do you define and manage service levels?
- How do you deal with integrity/gifting issues?
- How do you develop new business relationships? What are you looking for in vendor contact methods?
- What does your company expect from your IFMA membership? What do you expect?
- Can you share lessons learned from your IFMA counterparts with your work colleagues?
- How do your companies develop new vendor/customer relationships?
- How can I best support the Facilities Manager? (an associate member focus)
- How do you prefer relationships are developed?

While the talking points are still being finalized – the joint Programs/Innovation Committee planning this event seeks your input as well. Please forward any suggestions on talking points to innovation@ifmatriangle.org and the best suggestion will win a \$25 gift card presented at the meeting.

To RSVP, [click here](#).

Platinum Sponsors



Gold Sponsors



An IFMA Meeting Announcement

We are excited to share with everyone that our Chapter Meetings in November and January were our most attended meetings to date! We appreciate your involvement in IFMA and look forward to seeing you throughout 2011.



Attention Golfers!

IFMA's 9th Annual Golf Tournament!

With all the cold weather we've been having lately, an IFMA Golf Tournament is the perfect event to look forward to! Dust off your Clubs and RSVP for a great time! Proceeds will benefit the IFMA Foundation Scholarship Program!

Be on the lookout for more details on how you can participate in sponsorship.



Silver Sponsors



To learn more about annual sponsorship opportunities, contact [Craig Youst](#) at 919-832-3770



Date: Wednesday April 27th
Location: Lochmere Golf Club
Registration: 11am with Box Lunches
Start Time: 1:00 pm shotgun start
After Golf: Pig Pickin' and Awards
Cost: \$100 per player Early Registration (\$110 after April 6th)

Registration Questions: Cyndie Beard 919-856-5744
cyndie.beard@wakegov.com

[Click here](#) to register.

Community Outreach News

We are very excited to help and support a local program called InterAct. InterAct is a private, non-profit, United Way agency that provides safety, support, and awareness to victims and survivors of domestic violence and rape/sexual assault. www.interactofwake.org

Our goal is to help provide educational resources for InterAct in two ways.

First - Your donations will fund new in-house training aids such as a TV/DVD combo, blank DVD and other materials to be used on site.

Second - We hope to help the children in the InterAct residential shelter purchase school supplies.



Let's kick off the New Year by getting involved, while working to build a better community.



Donations only this time around - stay tuned for our next program, which will involve VOLUNTEERING YOUR TIME! Make your donations [here](#).

IFMA Members having fun at Buffalo Brothers!

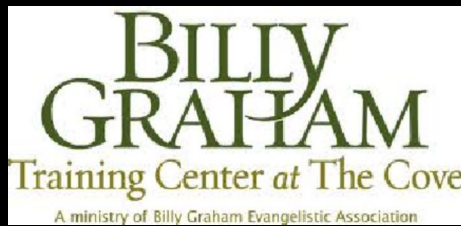


Another exceptional turnout at the IFMA After Hours Social in January! Judging by the smiles on everyone's faces, a great time was had by all!



Past Meeting Review

Provided by Mike Kriston, McDonald-York Building Company



January's meeting was an extremely informative and entertaining session on Safety in the workplace given by Douglas Van Wirt from the Billy Graham Training Center at The Cove in Asheville, NC. The Billy Graham Training Center at the Cove (www.thecove.org) is located on 1,200 acres in the Blue Ridge Mountains, just outside Asheville. It consists of a 70,000 SF training center building, 2

Inns, kitchen with dining facilities, and a chapel. Doug took what is usually a dull and dry discussion on workplace safety and turned it into an entertaining discussion, not only on workplace safety, but on presentations in general.

Many presentations can be defined by an "Aha!" moment, and for myself and many others in the room, it was when he presented us with a series of questions concerning who is responsible for various people in our organization. This series of questions continued until it became apparent that safety is in everyone's job description.



Doug stressed that repeated training and presentation of "What If's?" scenarios is fundamental to operating in an emergency as "During an emergency, you lose 40% of your IQ". He stressed that constant training and review of emergency scenarios will help to reduce this "IQ loss" in the event of an actual emergency. He also covered the importance of keeping written records within each of our safety programs – documenting training of our employees and workers.

Finally, Doug presented several scenarios within his own organization which had resulted in re-evaluation of his own organizations safety plan. A few examples of these included a forest fire in the area around the Cove, tornados, and the possibility of workplace violence. Each one of these requires careful consideration and planning.

Overall, I believe it was a great presentation, and gave each attendee many things to consider when putting together or revising their own safety and emergency plans. It ultimately taught us that no matter how unlikely a scenario may seem, it needs to be looked at and examined. Thank you to Doug Van Wirt for an outstanding presentation!

Welcome New Members!

Please take a moment to recognize new members to our chapter. Please take time to greet and make them feel at home at our next meeting.

Dennis M. English - Facility Services Consultant - Piedmont Air Conditioning
Mr. Rick E. Martin - Managing Partner/CEO - Green Dominion
Kelly Raynor - Account Executive - Brock Contract Services



New Committee Chair Announcement



The IFMA Triangle Chapter is excited to introduce and welcome Simon George as Professional Development Chairman! Simon George is Senior Manager, Facilities & Real Estate for Red Hat, the leader in enterprise Linux and the most recognized open source brand in the world. Simon has been with Red Hat for 4 1/2 years managing his regional team consisting of 27 associates within Red Hat's America's facilities and real estate portfolio.

Prior to joining Red Hat, Simon was the Operations Services Manager for a biotechnology manufacturing company in California for 8 years where he held several positions managing facilities, real estate, purchasing and logistics. Simon has a Psychology degree from Aston University, Birmingham, UK (1997) and is currently studying for his MBA at the same school. In addition, Simon attained his CFM in November, 2009.

Test Your CFM Knowledge

Real Estate

In a multi-floor, multi-tenant office building, a private stairwell built between two floors occupied by one tenant is:

- A) Part of the building's common area
- B) Part of the tenant's rentable area
- C) Part of the tenant's usable area
- D) Part of the floor's common area



This Just In...

Congratulations to Tim Mangum of SAS! Tim recently earned his FMP Certification!



Are you interested in becoming a certified FMP?

The Facility Management profession is a relatively new discipline on the world stage. IFMA has worked tirelessly to gain recognition as the leader in education for facility managers, creating varying degrees of certifications. The first level in the education hierarchy is the Facility Management Professional, FMP. The FMP credential utilizes an online education platform with built-in tests to check your understanding of the material. There are four competencies that you will learn to gain your FMP – The Business of FM, Operations and Maintenance, Planning and Project Management, and Leadership and Management. By earning the FMP credential, you are learning the standards and best practices that are tried and true and will show upper management your desire for professional development.

Check out IFMA.org/FMP to get started!

More about the newsletter

The IFMA Greater Triangle newsletter is produced by the Publicity Committee. Please contact Jeff Tyburski, Linda Kops, or Sheri Davis at www.ifmatriangle.org for questions or additional information.



Thank you !

Thank you to the Membership Committee for the hard work and creativity that went into designing the new Chapter Name Badges! Great Job everyone!



2011 Membership Drive



We encourage all of our active members to invite prospective members (both professional and associate) to our IFMA events throughout each month. If the prospective member joins IFMA as a Professional Member, the current active member who sponsored them will go in a monthly drawing for a chance to win \$100!! Stay tuned for future winners.

Green Corner

By Bruce Freeman, Skyward Solar Power

Your Company Is Going Solar!

The CEO of your company, after a meeting with the board of directors, has just announced the company is going solar. The Board of Directors has created a new vision statement to be delivered to all of its stock holders that the company is embracing a new corporate strategy of "going green" and has charged the CEO with developing actions to demonstrate this commitment internally and publicly with solar as the centerpiece.

The company CFO, Ms. Money Penny, has a keen interest on how the financials shake out on this directive. She has been allocated \$1MM in the budget for the solar project. Ms. Money Penny has attended two meetings with the solar company chosen to complete the project. The solar company has provided details on the various financial incentives to be applied towards the investment in the solar system:

- Federal tax incentive of 30%. Available as a 30% tax credit or a 30% cash grant. Both apply to the full cost of the solar system.
- State tax credit of 35%. Again, applied to the full cost of the system as it's under \$2MM.
- Modified Accelerated Cost-Recovery System. Tax value of approximately 33% over 5 years.

Ms. Money Penny has been concerned with how to handle the company's state tax liability. This liability is potentially money lost to the company. The solar tax incentives that can be applied towards the cost of the solar system allows her to put their tax liability to work and reinvest in the company. She also decides it's to the company's benefit to elect the Federal cash grant instead of taking the Federal tax credit. The solar company has quoted a price for \$960,000. Ms. Money Penny does the calculation.

\$960,000 = price for the solar electric system
-\$288,000 = 30% Fed Grant
-\$336,000 = 35% NC State Tax Credit
\$117,600 = added back as tax adjustment on state credit
-\$316,800 = 33% tax value of Federal & State depreciation
\$136,800 = Net cost for the solar system.



This reduces the original price by 85%! Ms. Money Penny is now on the same page as the CEO, who is thinking more of the marketing value of the company embracing solar. But first, what does \$960,000 in solar buy? She returns to the solar company's proposal and sees the system specs state it will be a 192KW size and will generate 229,000KWH per year. The solar company recommends signing on with the Progress Energy SunSense program and selling all of the power their solar system generates for 18c per KWH. This adds up to \$41,220 per year as immediate cash flow. The system will pay for itself in less than 5 years! She quickly schedules a meeting with the CEO to demonstrate the figures.

The CFO quickly gets the CEO's attention on the 85% price reduction, the immediate cash flow and the ROI under 5 years. The two grab the marketing director to sketch out strategy to market the solar system once it's installed.

- Public announcement to launch the system. Invite TV, radio, and newspapers.
- Ribbon cutting. Mayor and local dignitaries.
- Photos of solar system. Place in corporate brochures, web site, and all company collateral materials.
- Real time dashboard solar monitoring system. Place on company web site and TV monitor in company lobby for public viewing.
- Letter announcement to customers.
- Invitation to the governor and key legislators to tour the solar system.
- Begin advertising campaign to show true commitment to "going green".

The CFO researches how the solar system will affect the value of their building and finds out that for every thousand dollars saved in annual energy costs, increases a buildings value by \$20,000.

The CEO calls his highly skilled facilities manager to expedite the project and begin the installation process with the solar company.

Did You Know?

Did you know that EarthWise Systems offer lower installed and operating costs, better comfort, quieter operation as well as system sustainability? This opens the door to LEED points, Energy-Star Ratings and Energy Efficiency Rebates for building owners.