



International Facility Management Association

Communicator

April 2006

EVENTS

Monthly Board Meetings at 4:00-5:30 p.m. First Thursdays (at VSP)

May 17—OSCRE update from Andy Fuhrman, 7:30 a.m. (TBD)

June 16—Hacker's Invitational Golf Outing (Turkey Creek)

July 19—Security Assessments, 7:30 a.m. (TBD)

Aug 16—Tour of major new facility

Sep 20—"Six Reasons Why FM's Should Care About What the CEO is Up To"

October—Annual Wine Tour

Nov—Program Meeting (TBD)

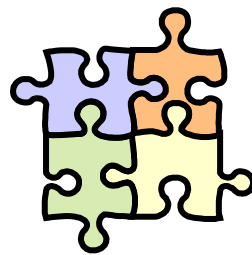
Dec—Holiday Event (TBD)

Chapter Leadership Changes

Facility Managers are used to change—we see it all the time and we react to it to further our organization's success. Two months ago, our former Chapter President, Peggy Hillis, announced that she needed to resign from the Chapter for personal reasons. Peggy and Scott Hillis have been heavily involved with the Chapter and we will miss them both. They have moved to Nevada to be near their family, and plan to start up their coffee business in a new location. We wish them well in their future endeavors and welcome them for visits back here often.

The Board asked Cyndi Smith, then Vice President to step up to the President's position, Christian Flanders to move to Vice President and Mark Wilson to take on the Treasurer's job along with Secretary. There will be the usual officer elections later this year to fill out the whole leadership slate.

Cyndi brings a great deal of enthusiasm to her new role as President and is working hard with the Board to focus on the implementation of our strategic plan and to make the Chapter member's experience rewarding and enjoyable.



Another change is the joining of two key committees to serve members—Program and Professional Development. The co-chairs of the new Professional Development Committee are Tom Rosenberger of Franklin Templeton and John Carey of Graebel. The overall goal is to focus on programs that will be beneficial to all members, while exposing them to relevant issues going on in our industry.

They have several others helping them put together an exciting and creative series of educational and networking programs for the professional and associate members.

For a complete calendar of events, visit us at: www.ifmasac.org

Members are the Lifeblood of Our Chapter —David Low

New Members since the last quarter

Our chapter is now 153 people strong and growing. The following people have joined our chapter in past three months:

Thomas Compton
Stephany Cull
Justin Iodence
Daniel Nayaran
Leslie Watson
Jacob White

Verizon Wireless
RetroCom Energy Strategies
Air Systems of Sacramento
County of Sacramento
The Watson Companies
Esurance

Membership and Time

Have you taken the time to reap the benefits of your membership?

- The numerous networking opportunities with local peers at programs and special events
- Monthly events with career-growth programs
- The annual World Workplace Conference and Expo
- On-line resources such as JOBnet and council listservs

Reading the bi-monthly issues of Facility Management Journal and monthly editions of IFMA News.

Can you spare a few hours or even a just a few minutes within the next year? We would like to encourage you to take a more active role in the Sacramento Valley chapter. For as little as a few hours a year you could join a committee and assist your board and fellow members in setting a direction for the chapter.

How many people do you know that could benefit from joining our chapter and we in turn benefit from them? For just a few minutes of your time you could call several colleagues and recommend membership. Or just pass their name and contact information on to the Membership committee.

We welcome new ideas and whatever time you can spare. Please contact a board member or committee chair, and find out how you can contribute to the chapter.

I can be reached at; (916) 452-4041, or by email david.low@compass-usa.com.

You Are So Special! - Rob Turnage, Special Events Chair

As always the special events committee is extremely busy and excited at the same time gearing up for this year's annual events.

The 12th annual "Hackers Invitational" is rapidly approaching, Friday June 16th at Turkey Creek out in Lincoln. The golf event is shaping up to be one of our best ever and we are really looking forward to it. We already have lots of new sponsors signed up, along with lots of new faces to the chapter that bring a ton of energy. The golf outing is a great opportunity for networking and a good time overall. Hope to see you there!!!!



Later in the year we have other events planned that will provide great opportunities to get out there and network and get your company name known. Coming in early October we have our annual wine tour. This is another great opportunity to network in a more relaxed environment and spend a day getting to know members of the chapter while sipping on great wine. Now it doesn't get better than that!!!

In December we will again have our great Holiday Party on the Delta King in Old Sacramento. For those who went last year, you know how much fun this was, and for those who did not attend, this year you need to find out how great it is and plan on attending!!

The Special Events Calendar is filled with exciting events and opportunities for everyone to get out there, network with others, and get yourself noticed!! We can't wait to see you there!!!

Notes From The Job Referral Chair—Tim McGuire

If you are searching for employment or are just curious about the FM job market in Sacramento, please sign up for our Job Alert service. Send an email to me and I will alert you whenever a job opportunity occurs. I can also post your resume' on our chapter website.

Thanks,

Tim McGuire: tmcguire@mayflower-sac.com

Please visit: http://jobnet.ifma.org/home/index.cfm?site_id=208
And locally at: http://www.ifmasac.org/job_announcements.html



FM RESOURCES and ARTICLES

FACILITIES RESOURCES

IFMA International
www.ifma.org

*IFMA Sacramento
Valley Chapter*
www.ifmasac.org

Today's Facility Manager
www.tfmgr.com/tfm

*Facilities Design
and Management*
www.fdm.com

*Facility Manager Online
Discussion Group*
www.fmforum.org

Business Facilities
www.busfac.com

Facility Forum
www.facilityforum.com

Facility City
www.facilitycity.com

Our Chapter's Sponsors

Our Chapter is supported with financial and human resources from our sponsors. Please remember them when you are working on projects. Thanks!

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Graebel
United Corporate Furnishings
Western Contract
Anderson AV

Bronze
Miles Treaster & Associates
Western Waterproofing Co.

EDUCATION / SEMINARS

Assoc. of Energy Engineers
www.aeecenter.org

CareerTrack
www.careertrack.com

Fred Pryor Seminars
www.pryor.com

Keye Productivity Center
www.keyeproductivity.com

SkillPath
www.skillpath.com

Kepner Tregoe
www.kepner-tregoe.com

CompuMaster
www.compumaster.net

Global Knowledge
www.globalknowledge.com

A/E/C Systems 2006
www.aecsystems.com

FM Certificate Program Dates

The Continuing Education Classes for Facility Management are at CSUS Napa Hall on Mondays & Wednesdays from 5:30 p.m. to 8:50 p.m. (with some exceptions for holidays)

There are two remaining classes for this semester:

Planning & Project Mgmt.: 5/8 to 5/24
Instructor: Kit Tuveson CFM, IFMA Fellow

Building an FM Program: 6/5 to 6/26
Instructor: Wayne Hammer, CFM

<p>SACRAMENTO VALLEY CHAPTER</p> <p>Chapter Administrator: Christine Flanders 3069 Bertis Drive Sacramento, CA 95821 Phone: (916) 612-0576 Fax: (916) 244-7151 Email: ifma_admin@ifmasac.org</p>	<p>USE YOUR MEMBERS!</p> <p>The Sacramento Valley Chapter of IFMA exists due to the hard work of its members. Upon your next requirement for products or services, visit your members first. You can find them listed by name and category at: www.ifmasac.org</p>
<p>Opinions expressed in this newsletter are those of the contributing authors, not necessarily those of IFMA officers, chairpersons, or members.</p>	<p>Publication produced and edited by: Kit Tuveson, CFM, IFMA Fellow—Tuveson & Associates 916-939-2259, Email: kit@tuvesonassociates.com</p>

IFMA’s January Leadership Conference—Christian Flanders

I attended the IFMA Leadership Conference in Houston at the end of January along with Chapter President Cyndi Smith and Secretary/Treasurer Mark Wilson. The conference was very informative and included seminars in Membership Growth and Retention, Professional Development, and Chapter Finances to name a few.

I found the membership session of great value - hearing what some of the other chapters around the nation do to increase and retain members. It is amazing to hear what chapters like greater New York who have 500+ members do. Our membership committee will be incorporating some of the things we learned into upcoming programs and membership drives.

The session on chapter finances was also interesting in that the IFMA staff Accountant was present to answer questions ranging from tax implications to liability insurance at IFMA events.

We finished up the conference with a visit to IFMA’s headquarters and got to meet many of the wonderful IFMA staff. It was really nice to finally put a face on the voices that many of us on the local Board speak to on the phone. Cyndi and I were also able to look at the Chapter of The Year requirements and submissions from previous years. We are planning to go for Small Chapter of The Year in 2007/2008 which will be our 20th anniversary. Look for details soon.

In March, I had the pleasure of attending the Central Valley Facilities Expo in Modesto. Our IFMA Chapter had a booth at the Expo to market and network with potential members. During the two days of the Expo we met many potential members, and it is amazing to see how fast the Central Valley is growing. We will have a booth again next year and are always looking for volunteers to help us promote IFMA.

I look forward to meeting all of you at our upcoming programs and golf tournament.

You can reach me at 916-373-1800 or cflanders@mtaoffice.com

President Cyndi Talks About our Future

It is a privilege to serve as President for the Sacramento Valley Chapter of IFMA. 2006 has continued to show that our chapter is on the move. Our leadership is focused on enriching our professional development and education offerings as well as retaining and building our membership. The creativity and enthusiasm of several members around programs and education spearheaded the creation of the professional development committee. This committee is a combination of the previous programs and educational committees. It is led by co-chairs Tom Rosenberger, CFM, John Carey, Matt Dariano, and Steve Blynn, FMA. Other committee members, Ray Zechender and Bob Sawhill, have infused their passion and commitment to continued learning. The committee is focusing on the eight core competencies and has produced the first of many more to come outstanding programs.

At VSP on April 19th, Focusing on the Technology competency, Barbara Sullivan presented her expertise of the future of Building Automation Systems over IP. The program was very successful. We had 39 attendees and several new members signed up. The committee is meeting two times a month in order to keep the momentum going. If you are interested in joining this dynamic committee contact any of the committee chairs listed on our website. The commitment of these outstanding members and all the others that donate their time, talents, and passion for Facility Management will make the Sacramento Valley Chapter of IFMA a great chapter.

On March 15th and 16th, our Sacramento Valley Chapter co-sponsored the Modesto Facilities Engineering Trade Show. I did not know what to expect going into this event. My hope was to create an awareness and interest in IFMA among Facility professionals in the valley. Once again, an amazing group of individuals joined together donating their precious time to support our chapter and this event. Matt Dariano of Anderson Audio Visual, did an excellent job preparing a slide presentation about our chapter. He used his high tech equipment to display our presentation and give attendees the opportunity to go to our web site as well as the IFMA International web site. John Carey of Graebel Relocation Services, motored his 30' brought his motorhome so he and Matt could stay for the two days. Everyone looked great in their new IFMA shirts and our booth displayed the logos of all of our highly valued sponsors. A special thank you goes to Matt Dariano, John Carey, Nate Nelson, David Low, Rob Turnage, Cherri Lavender, Steve Blynn and Christian Flanders for supporting this event and working the booth.

As I was taking a few minutes to travel around the trade show booth I stumbled across Dave Stratton from Pacific Decorative Concrete. Dave attended the Foundation February event and heard about the trade show. He was ecstatic about his experience at the trade show, and said "If everything pans out, the leads I made at this show will help me meet my sales quota for the next year". Dave's testimonial was enough of a reason to validate why we were there at the show and also one of the very reasons why I am so passionate about the value of IFMA. We returned back to Sacramento with over 100 hot new member leads, a list of individuals who would like

Cyndi's Message—Continued from Page 6

to attend our up and coming CFM study course, and several great business leads for those Associates who worked the booth. If you are interested in a similar Facility Trade Show - the Bay Area FM Show is taking place in Santa Clara on May 9th and 10th - all the details are on our website. Several of us are attending, and Kit Tuveson, our Communications Committee Chair and IFMA educator, will be teaching an excellent subject regarding project management.

For those of you who could not attend the Foundation February Associate event, it was an outstanding event. The Firehouse in Old Sacramento is always a great place to gather and dine. We had thirty-nine associates attend to learn more about the power of the IFMA network, building relationships and what the FM Professional is looking for in a service provider. Every attendee walked away with a CD of 100's of leads and a new perspective on the value of the associate to associate relationship. We raised \$1200 at the event along with \$800 matching funds from the chapter, we sent a \$2000 unrestricted donation to the IFMA Foundation on behalf of the membership of SVC of IFMA - be proud! I would like to extend a special thank you to our guest speakers Jeff Ivey of Sprint and Kathryn Lopez and Wayne Wentzel, both from Corporate Care. I would also like to thank Wayne Wenzel, John Carey, Matt Darriano and Christine Flanders for coordinating the event.

As a chapter, we are strong. We have financial strength in our treasury, a growing leadership that is focused on the right things, and membership involvement with great learning opportunities. We have some guaranteed fun coming our way with our Turkey Creek golf tournament on June 16th (details on www.ifmasac.org) and World Workplace in our backyard on October 7th-10th in San Diego (details at www.ifma.org).

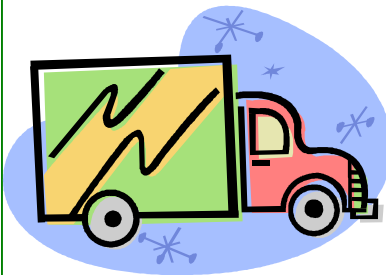
I am a true believer that we get out of life what we put in. I believe that the same holds true for your membership in IFMA. If you would like more information on how you can get more out of your membership in IFMA contact me or any of the Board members and committee chairs listed on our web site.

Sincerely,
Cyndi Smith, CFM

Meet a New Member Who Can Move You!

John Carey is a Corporate Account Manager for Graebel in Sacramento. But that is the most recent chapter in an interesting personal and professional career path. After his graduation (San Jose State, 1988) he went to school in England for 6 months at the Chelsea School of Human Movement and traveled 'around the continent' with his backpack and EuroRail pass. He returned to the states to get a secondary teaching credential in 1990. John's interest in fitness and recreation led him to the world of racquet clubs and fitness centers, both as a participant and as a personal trainer. He was working and living in the Sacramento area for a while, but then relocated back to the South Bay.

He had some additional experience at Wheelworks and in the moving company world. He was doing well, and so was his wife, then a CPA, when an opportunity to relocate back to Sacramento to take a job in sales with United Van Lines. That was not all that was moving—his wife had a child and another and another. Three (all boys) is the magic number for the Carey's.



In early 2004, John interviewed for the GM job at Graebel in Sacramento, but he found out that his former boss was ALSO interviewing! They agreed that either could work for the other, and it ended up with John working for his former boss. Thus, John ended up as a key sales person for Graebel.

John's first local IFMA involvement was as a hole sponsor at the 2004 Golf Tournament—he saw it as a way to get exposure for his company. That connection continues to this day. He understands that face-time and networking is how to make his business more visible to potential customers. His involvement in the local chapter “has been good for business”, says John.

John is co-chair of the Professional Development Committee. He is passionate about getting good information to the FMs and wants to help bring valuable programs and events to the members.

John sees lots of positive energy in the leadership, likes the forward thinking, believes in the strategic plan and would like to see IFMA Sacramento be nominated as a Chapter of the Year soon. A very moving thought!

You can contact John at (916) 617-2541 or on his cell at (916) 870-9775

Our Chapter Service Project—Believe in Magic!

“When many individuals come together focusing on a common goal **Magic** happens”

2006 is the year of “**Magic**” for the Society for the Blind (SFB). The Society for the Blind was established in Sacramento in 1954 as a recreational facility for the blind community. Today SFB annually serves over 3,500 individuals in the blind community. They employ 44 full time employees and have hundreds of volunteers all working out of the same 4,500 square feet they started in back in the late 1960's.

Our Chapter Service Project—(continued from Page 8)

The Sacramento Valley Chapter of IFMA, in partnership with BOMA, IIDA and various other facility management and building services professionals, are coming together to create **"Magic"** for the blind community. On December 31, 2005 SFB signed papers purchasing a 20,000 square foot building at 1238 S Street. Kevin Duggan, Executive Director of SFB, along with the SFB Board members and staff, were focused solely on having enough space to conduct the services that are so desperately needed for the estimated 36,000 individuals living with blindness in greater Sacramento.

I approached Kevin on January 16th 2006 and asked him what his plans were for the renovation of their new building. Kevin stated the SFB has no intention on making any changes to the location at 1238 S Street with the exception of paint and carpet. They were focused on getting into the building so they could start the state programs that were scheduled to start on March 1st. The building was built in 1974 and has seen very little in the way of improvements over the years. I asked Kevin if he would be interested in exploring the possibilities of creating a community service project, and getting their new building renovated prior to them moving in. Kevin said yes and starting that day **"Magic"** has been happening.



The goal of this project is to create a space for the SFB that can sustain their needs for years to come. This will include designing the space and acquiring all the services and materials needed to create the space out of donations and in-kind services. The goal for completion of this project is February 14th 2007.

As of today, several local organizations have stepped up and are committed to support this project - IFMA, BOMA, IIDA, & CSI have all participated. We have pulled together the design team, and are well on the way to completing the programming.

There have been several other vendors and trades that have expressed in interest in being involved in this project. On May 15th we are sending out an informational packet about the project and how each of you can get involved. This packet will include a list of all the material, equipment and services needed for this project. There will also be an invitation to an open house that is being held on June 6th at the current location for the SFB.

I look forward to being able to put all of our talents and expertise to good use in creating a project we can all be proud of - a project that will serve the community for years to come. If you are interested in getting involved in the coordination efforts of this project please contact me.

Cyndi Smith, CFM