



**Stay Informed
Stay Connected
Meet Career Objectives**



Monthly Lunch and Learn Meeting

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LETTER FROM THE PRESIDENT

Dear IFMA Seattle Members,

I hope you had a great Holiday Season and welcome to winter in Seattle. One of our goals this year is to expand the opportunities for networking and professional development by partnering with like-minded organizations in the Seattle Area. IFMA Seattle continues to partner with the Smart Buildings Center which is a great resource for Facilities Managers interested in energy efficiency!

I would also like to extend a call for IFMA Board Committee volunteers.

Why do we volunteer? What is at the heart of it all? Everyone has their reasons, but I challenge you to ask yourself, “Why have I not volunteered yet?” Is it time? Is it that you think you don’t have something to contribute? Or perhaps, you just don’t know where to start? For me, it started with a New Member breakfast. There was a call for volunteers and I quickly saw it as an opportunity to meet others by engaging in what was happening with the chapter. I started as the Board Secretary and it provided the opportunity to develop relationships with other members and get to know what was on the mind of our Facility Managers. What was keeping them up at night? What issues did they need to solve? My Seattle Chapter volunteer experience has not only helped me learn more about the profession, while introducing me to some amazing people here in the Seattle-Metro area, but I’ve learned so much about myself.

So today I challenge you all to take a look at how you can make this not only the best membership experience for yourself, but for others. Manage a facility? Consider hosting an event or a tour; we love to see the spaces our members manage! Or perhaps you have always enjoyed writing and never found the right outlet. Consider being a contributor to our newsletter as a way to get involved. Be it developing an article, penning one of our recurring columns, or writing an event recap, no task is too small. Still not sure where to start? I invite you to come to one of our next Lunch & Learns (check out our events page for the next one) and learn more about each committee. Can’t wait? Check out our Committee descriptions in our website here and feel free to reach out to our Co-Chairs to talk more about how you can get involved. Still on the fence? Talk to anyone of our volunteers, past or present, and ask them about the value of being engaged. They will all likely tell you how this community of professionals is like a family

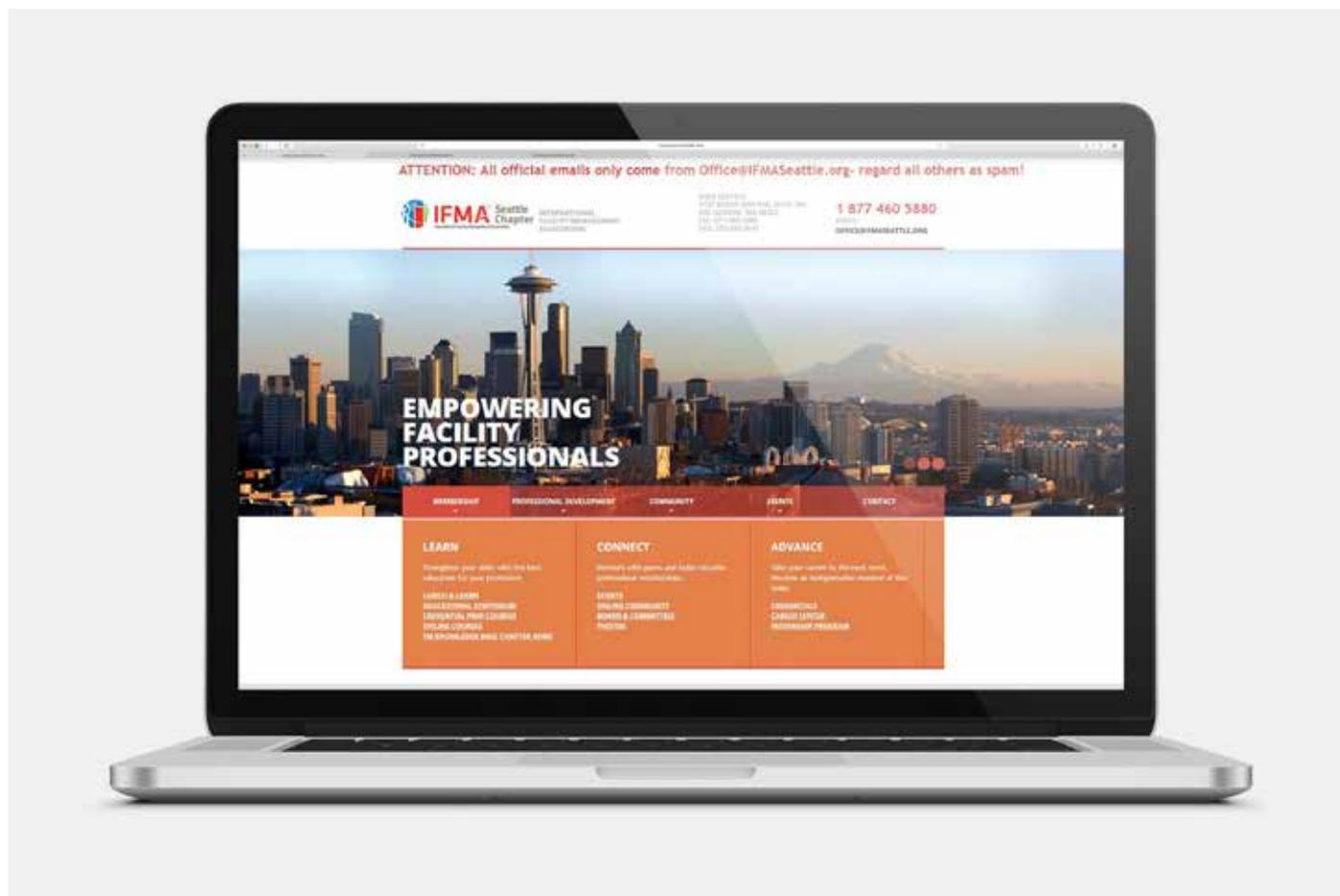
out to our Co-Chairs to talk more about how you can get involved. Still on the fence? Talk to anyone of our volunteers, past or present, and ask them about the value of being engaged. They will all likely tell you how this community of professionals is like a family.

Please check out our website www.ifmaseattle.org for the most up-to-date information regarding events and educational opportunities. These events are an excellent chance to meet our board and committee members, so please take the time to introduce yourself, whether you are a new member, a seasoned professional, a young professional or a student. If you want to get more involved, we want to hear from you.

Enjoy the rest of your winter - I'm looking forward to seeing you all at our Gary Mueller Memorial Poker Tournament on Thursday January 31st, I hope to see you there!!!

Sincerely,

Bob Tribo



MEMBERSHIP RECOGNITION



Seattle Chapter, IFMA is extraordinarily fortunate to have Melanie Danuser as an active member of our chapter. She has been a Professional Member of Seattle IFMA for four years and has increasingly taken on more roles and responsibility in the last two years. She

is serving as Chair of the Education Committee, with primary responsibility for the Education Symposium each year, taking on this tough project at late notice two years ago, then following it up with another successful Symposium in 2018. Plans are in the works thanks to her expert leadership for the 2019 Symposium, set for June 19, 2019 – **Save the Date!!**

In addition to chairing this committee, she has stepped up to help where there are current gaps in other areas, such as Programs Committee, Newsletter Committee, and an unofficial Website Committee, so you can see that she is not afraid to jump in with all feet and immerse herself in the workings of Seattle IFMA. She holds a LEED Green Associate Designation, and is employed by the Northwest Energy Efficiency Council (NEEC), and currently serves as the Project Director of the Building Operator Certification program at NEEC. Melanie has been at NEEC for six years, serving in various capacities as a Project Manager prior to her current position. She also holds a Masters in Public Administration, which is why she is so talented in steering us all through so much in the Seattle IFMA Chapter. Melanie believes that IFMA has helped her gain a better understanding of the challenges and opportunities Facility Managers face during this time of revolutionary change in the field regarding technology, increased focus on energy consumption and reduction, department downsizing, growth in our local real estate market, and the need to address staffing as younger people aren't entering the field at the rate our older generation is retiring.

Her involvement has also allowed her to make connections that help her professionally understand how

education, training, and credentials play a part in the career of FMs. Through her role as Chair of the Education Committee, she has been honored to organize the annual Education Symposium which has allowed her the opportunity to meet leaders in the field as well as one of her personal heroes, Jeopardy Champion, Ken Jennings, who was our Keynote Speaker at our Symposium in 2017. Not only is she active in committee work, she has also co-authored the paper, "Engaging Occupants in Your Sustainability Program: Strategies for Success" along with Cynthia Putnam, Lynn Clark, CFM, and Stephanie Randall Cooper, for the IFMA Foundation, which is the scholarship sector of IFMA International.

She has also been a speaker at local and national conferences on the importance of training and credentials, including IFMA credentials, at the Department of Energy's Better Building Summit – August 2018, State-wide Energy Efficiency Collaborative in California – June 2018, and the Energy Facilities Connections Keynote Speaker, May 2018. Impressive, indeed!!! In her leisure time, Melanie enjoys running, reading, and playing outside with her husband, Scott, and their two sons. She uses her commute time to read up on trends in the FM industry and building operations field, as well as enjoying poetry and fiction, and listening to music her husband introduces her to.

She is a huge advocate for public transportation, so if you haven't already, put down the car keys and try out Seattle and the surrounding area using Metro's buses, and Sound Transit's trains and Link Light Rail. Thanks for your extraordinary service to the Seattle Chapter, Melanie!! We are so grateful to have you as a very active member, showing others what commitment to an organization really is!!

Annette P. Bailes, CFM

Member Recognition Chair and Past President

EMERALD CITIES SEATTLE BUILDS PATHWAYS TO SMART BUILDING CAREERS

DEMAND IS GREAT

As buildings get smarter and more efficient, demand is growing for skilled building operators and managers. This workforce challenge is magnified by the “silver tsunami” as tenured incumbents retire from the field. A new generation of skilled workers must be recruited and trained to stave off a labor crisis.

Building operators and managers will play an increasingly important role in addressing climate change. Buildings contribute 40% of U.S. carbon emissions. Zero net energy goals for buildings require greater attention to efficiencies in long-term building operations.

GRANT FUNDS SUPPORT NEW WORKERS IN THE FIELD

Emerald Cities Seattle is racing to meet the growing labor demand for building engineers in the Seattle market, which is expected to grow by 14% in the next ten years. To do this, EC-Seattle is administering a State of Washington TAP (Talent and Prosperity for All) Accelerator Up Skill/Backfill grant. Work includes partnering with industry, vocational schools, community groups, and workforce organizations to build a pipeline of new building engineers. Central themes include promoting diversity, inclusion, and energy efficiency awareness in the field.

INDUSTRY PARTNERSHIP IS KEY

To date the project has engaged dozens of industry firms and delivered building operator certification training to 22 incumbent workers at those firms. Training continues for 30 diverse participants studying Heating, Ventilation, Air Conditioning, and Refrigeration technology at a local private vocational school. Senior building engineers worked with EC-Seattle to customize the HVAC curriculum. The end goal for the project is to support these 30 participants in securing entry-level positions in building engineering, facilities maintenance, HVAC/Refrigeration, and other closely allied fields.

ACCELERATED PERFORMANCE

While the original grant was scheduled to run for 18 months, EC-Seattle took over mid-stream with a six-month performance period ending March 2019. This required acceleration of the training schedule, expedited participant recruitment, and streamlined contracting with all partners. So far, all targets have been met.

Trainings funded by the grant are:

- Building Operator Certification Level 1 (promoting energy efficiency) for incumbent building engineers and junior engineers. This course has been completed.
- Intro to Heating, Ventilation, Air Conditioning, and Refrigeration for people looking to enter the field. This course started the first week of November in Bellevue and the second week of November in Seattle. The course ends in March 2019. A special thank you to Ideal Industries for helping to provide each student from the initial two cohorts a selection of high-quality tools to help them begin their new careers.
- Mentorship Matters, a Canadian program to improve knowledge transfer by equipping mentors and protégés to interact and communicate more productively with each other. Trainings will occur soon.

CALL JENKINS TO INTERVIEW ENTRY-LEVEL CANDIDATES

For more information about the grant, links to upcoming trainings, and connections to interview participants for job opportunities in relevant fields, call Roz Jenkins, Emerald Cities Economic Inclusion Manager at 360-970-3591 or rjenkins@emeraldcities.org.

COMMITTEE INFORMATION

Beside its membership, IFMA's committees are the life blood of our Seattle Chapter. These are the organizations to join if you want to be more active in the chapter, have a hand in the direction and activities of the chapter and to give back to the association for all of its focus and dedication to the field and the profession of Facility Management.

We have an immediate opening in our Programs Committee and would love to have volunteers for this vital position. The Programs Committee develops program topics, obtains presenters for monthly meetings, and schedules tours. They assist with organizing the annual calendar of events. Please contact Tona Khau if you are interest in joining the committee or becoming a chair or co-chair for the committee.



PROGRAMS COMMITTEE CHAIR

Tona Khau

Sno-isle Libraries

tel: (360) 651-7123

tkhau@sno-isle.org

Develops program topics and obtains presenters for monthly meetings each year. Organizes the annual calendar of events.

Listed below are the other IFMA Seattle chapter's committees with a brief description and contact information. Please contact the Chair member if you are interested in joining any of the committees.



ASSOCIATES COMMITTEE

Jay Arcarese, LEED Green Associate

HiTouch Business Services

tel: 206-383-5738

jarcarese@hitouchservices.com

Coordinates chapter relations with allied and affiliate members. Sponsors annual event in June and holds several mixers throughout the year. Heighten public awareness of IFMA and chapter events through press releases and maintaining press contacts.



CREDENTIALING COMMITTEE CHAIR

Robert Blakey CEM, CFM, LEED AP

Group Health, CBRE | Global Corporate Services

tel: 206-988-2727

Robert.Blakey@StrategicEquity.org

The committee works specifically with education regarding the credentials classes supported by IFMA.



EDUCATION CHAIR

Melanie Danuser, M.P.A., LEED Green Associate

BOC Project Director

tel: 206-582-4258

melanie.danuser@neec.net

Provides information and advice to members seeking CFM certification and maintains relationship with UW Facilities Management degree program. > [IFMA Education page](#)



CAREER DEVELOPMENT SERVICES CHAIR

David Longmire, CFM

Museum of Flight

tel: 206-768-7149

dlongmire@MuseumofFlight.org

COMMITTEE INFORMATION CONT.



MEMBERSHIP COMMITTEE CO-CHAIR

Cindy Strickland
Knoll
tel: 206-235-1973
cstrickl@knoll.com

Maintains current membership information, and establishes goals for increasing and retaining membership. Responsible for welcoming new members.



MEMBERSHIP COMMITTEE CO-CHAIR

Chris Schellhase, CFM
tel: 206-551-6004
chrisschellhase68@gmail.com

Maintains current membership information, and establishes goals for increasing and retaining membership. Responsible for welcoming new members.



MEMBERSHIP RECOGNITION/PHOTOGRAPHER CHAIR

Annette P. Bailes, CFM, FMP
Amazing Moves, LLC
tel: 206-890-4043
annettepbailes@aol.com

Recognizes local Seattle Chapter Facility Management professionals in the IFMA newsletter and on the website.

SPONSORSHIP OPPORTUNITIES

Want to get more involved and are not sure to start? Let us help you!

Sponsorship goes a long way to help the organization meet the needs of our local FM's. Get your name out in the IFMA community and let everyone know that you are part of this wonderful team.

How can you sponsor? Great question!

Here are the available options for Sponsoring the Seattle Chapter.

If you are interested, please see the website for additional details or reach out to Tara Galang @ tgalang@corporatcare.com

Platinum Sponsorship

\$5,000 (Value \$6,100)

Gold Sponsorship

\$2,500 (Value \$3,250)

Silver Sponsorship

\$1,000 (Value \$1,650)

Coming Soon—A Sustainable Partnership!

IFMA SEATTLE 23RD ANNUAL EDUCATION SYMPOSIUM & TRADESHOW!

The chapter's Education Committee is excited to announce details about the 2019 Education Symposium. This year's event will be held Wednesday, June 19th from 7:30 AM - 3:30 PM at the Lynnwood Convention Center. This full day of continuing education sessions focus on important trends and practices in facility management. This year's theme is "The Business of Buildings: Investigate, Discover, Predict." This year, the Symposium features two "tracks:" a Business track and a Buildings track. Session topics include:

Building Track	Business Track
HVAC Upgrades and Efficiency	Space planning and occupant engagement
HVAC Controls and Trends	Active Shooter/Security in Workplace
High efficiency heat recovery ventilators (HRVs) and dedicated outdoor air systems (DOAS)	Women In FM



Programs Committee CHair Tona Khau is pictured with 2018 Key Note speaker, Dr. Dean Kashiwagi

Attendees also earn continuing education hours for credential maintenance of the CFM, FMP, BOC and other professional designations. Registration will open soon!

Sponsorship Opportunities available! Highlight your organization's mission and support the local IFMA chapter through Symposium sponsorship. Please contact Melanie Danuser at melanie.danuser@neec.net to discuss opportunities.

The Symposium also offers a convenient and efficient way to reach customers from businesses like property management, government, education, financial, healthcare, and hospitality, among many others. This year's event will feature more dedicated time for attendees to meet with trade show vendors as well! Meet with decision makers in the Puget Sound region who are eager to find new innovations and cost cutting products and solutions. The Symposium consistently attracts over 100 attendees; make an impact in the industry by meeting face-to-face with attendees eager to find cost-effective products and solutions. Please contact Linda Gettman at lgettman@wester-noffice.com for more information.

UPCOMING EVENTS

The Gary Mueller Memorial Poker Tournament 11th Annual Texas Hold 'Em Tournament

January 31 st , 2019

Please arrive at 5:30 PM

6:00 PM Poker Starts

Done before 9:00 PM

Location: Cort Furniture Showroom
1230 Andover Park East, Tukwila, Wa 98188

Cost: \$50/Player

Table Sponsor: \$400

Thank You to our Poker Sponsors



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Lunch and Learn Programs

February 21 – Cobey Woodall / CopperTree Analytics

March 21 – Wayne Whitzell / Quantum Leadership

April 18 – David Trask / Interactive Dashboards to Manage Facilities Information

FMP Education

Do you want to further your career? Gain knowledge and credibility? Then the Facility Management Professional (FMP) Credential is for YOU! The IFMA Facility Management Professional (FMP) credential is designed to accelerate a facility manager's transition into the profession. Enroll today to improve your knowledge, enhance your skills, and have access to everything you need to earn the FMP credential. More information coming soon!

Interstate All Battery Shares Best Practice Tips



Interstate All Battery Center of Seattle is proud to have recently joined the Seattle chapter of IFMA. As new members, we wanted to introduce ourselves and share a few tips that have helped other facilities and maintenance professionals avoid battery related risks and improve efficiency.

Tip #1: Choose Quality

The market is flooded with underpriced and underperforming batteries, any of which could spell disaster in the face of an emergency. You may have chosen the right battery for the system and at a lower cost, but can you trust it will perform as advertised? Not knowing if the battery will live up to the specs printed on the label is a serious problem that could leave your facility's systems and those in your facility at risk. Make sure your battery supplier has a quality control process that tests batteries to ensure they are performing to spec. Remember, printed specs are only part of the equation when choosing a reliable backup power source. A freshly charged battery from a trusted source can provide the piece-of-mind you need and the performance you deserve.

Tip #2: Examine the Lowest Total Cost vs. Cheapest Price

We know it can be tempting to focus on price when you purchase so many batteries for a wide range of applications. That's why we like to suggest a lowest total cost approach vs cheapest price. What does that mean? Equipment downtime and tech hours that result from a failed economy battery are a hidden cost. Fighting downtime and unplanned labor costs with a quality battery that lasts can result in lower total costs in the long run.

Tip #3: Consider the Impact of Logistics

What happens when you order a battery for a current or upcoming job and it's out of stock? Having a supplier that is local and stocks the batteries you need keeps downtime to a minimum. You don't want to leave your facility and its systems exposed if there is a power outage or unexpected battery failure. As a local provider and battery specialist, we can get you the batteries you need when you need them, handle warranty claims and even provide a comprehensive recycling program tailored to your needs.

Our History

Tom and Vern Allen started an Interstate Battery distributorship in 1979. Their garage was the warehouse and the kitchen was their office. Great customer service and work ethic built a business that became the #1 Interstate Battery distributorship in North America. They are still at the helm of Interstate All Battery Center of Seattle today. The company has now grown to serve all of Northwest Washington State and has a workforce of over 100 enthusiastic people. That gives us the opportunity to serve a diverse set of applications including alarm panels, power tools, AED's, backup power solutions, floor scrubbers, golf carts, and generators to name a few.

It is our sincere hope that we can connect soon and help you in any way we can. You can always contact us by calling (425) 608-6186, emailing april@seattleabc.com or visiting either of our locations: 727 134th St SW Everett or 500 SW Grady Way, Suite G, Renton.

NEW MEMBER WELCOME

Welcome to our newest members!

Membership Type	First Name	Last Name	Designation	Company	Job Title	IFMA Join Date
Professional	Aaron	Welter				01/03/2019
Professional	Sarah	Craft		PitchBook Data	Office Manager	01/15/2019
Professional	Donald	Nasabal		Sodexo	Operations Manager	01/14/2019
Associate	David	Spannaus		Legacy Group	Account Representative	01/16/2019
Associate	Frederick	Bailey		Humanscale Corporation	Consultant	01/07/2019
Professional	Joseph	Russell		Micro Focus	Facilities Specialist II	01/09/2019
Associate	Brian	Ditmore	manager	Commercial Cleaning Systems	Business Development Manager	01/03/2019
Professional	Todd	Nejbauer		City of Bellevue	Facility Operations Superintendent	12/21/2018
Associate	April	Marty		Interstate All Battery/AB Retail	Commercial Sales Manager	12/05/2018
Professional	Ryan	Magnusson		T-Mobile	Sr Facilities Coordinator	12/20/2018
Associate	Don	Maroney		C&W Services	Director of Business Development	12/21/2018
Professional	Courtney	Ferguson		Oracle	Facilities Specialist	11/14/2018
Young Professional	Paul	Phillips		Facebook	Facilities Lead	11/23/2018
Professional	Andrew	Sheffer				11/10/2018
Student	Justin	Leonor		LEAN Management and People Solutions Inc.	President	12/10/2018
Student	Samuel	Munene		APPTIO	Facility Administrator	10/07/2018
Associate	Leslie	Schneider		FacilityQuest	Director, Partner Marketing	10/19/2018
Professional	Mark	Meadows		Snohomish County Facilities	Facilities Supervisor	10/29/2018

Membership Type	First Name	Last Name	Designation	Company	Job Title	IFMA Join Date
Professional	Robin	Thompson		Vulcan Inc.	Facilities Coordinator	10/01/2018
Professional	Patrick	Haley		Port of Seattle	Air Cargo Facilities Manager	10/18/2018
Associate	Taylor	Jarvis		Convergint Technologies	Account Executive	10/29/2018
Associate	Tiffany	Atwood		ServiceMaster of Seattle	Commercial Development Manager	10/01/2018
Student	Eric	Peterson			Supervisor	10/11/2018