



# IFMA™ Chesapeake Chapter

International Facility Management Association

March 2020 Newsletter

## Chapter Annual Sponsors

### Platinum Sponsor



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# IFMA CHESAPEAKE CHAPTER DAY NFMT 2020



## IFMA Chesapeake Chapter Partners with

**NFMT!** **Wednesday, March 18, 2020**

- Chapter is Sponsoring Two Educational Sessions on Wednesday:
- **“Don’t Worry about 5G Until It’s Really Here - What Facility Managers Need To Know About In Building Connectivity Now”** Session #W2.28 - Room 328 - 9:15AM
- **“Sustainable Challenges and Best Practices, the Path to a Healthy Bottom Line”** Session #W4.21 – Room 321 – 3:45PM
- Chapter Booth # 2550 on the Exhibition Floor
- Networking Event Wednesday evening hosted by the Chesapeake Chapter: visit [www.ifmachesapeake.org](http://www.ifmachesapeake.org) for details and registration!

Register for NFMT here:

[https://www.nfmt.com/baltimore/?&utm\\_source=2020partner](https://www.nfmt.com/baltimore/?&utm_source=2020partner)



Chapter Members staff the booth in 2019!



Chapter Members Enjoy Networking 2018!

## Gold Sponsors



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# Special Event for Associate Members

## Consultative Selling in the World of Facilities Management - Part 3



The Chesapeake Chapter of IFMA is continuing its commitment to create valuable experiences for our Associate Members. In 2019, we launched a Sales Training Series focusing on Consultative Sales. This is the 3rd and final session of that series in which we will further explore how to build partnerships and long-term customer relationships with Facilities Managers

We will start with a review of the models discussed during Session #1 and #2 before focusing on effectively presenting solutions and ongoing customer support. Once again, the session will combine formal training components and discussions on how to apply these learnings into the world of Facilities Management, including involvement from an actual Professional Member within the Chapter. Gary Pfeifer, CFM, SFP, FMP from Mercy Ridge will be in attendance at this training session to share his insights and perspective.

### Trainer – Facilitator:

Geoff Snavelly

Vice President – General Manager  
milliCare Floor and Textile Care

### Hosted by: Mercy Ridge

#### Schedule:

3:30 PM - 5:30 PM Sales Training Session

5:30 PM - 7:30 PM Networking Happy Hour for Attendees and Chapter FMs



Sponsored by:

Click [Here](#) for Details & To Register!

# Special Announcement for IFMA Chesapeake Facility Managers

**Win a Trip to World Workplace 2020 in Chicago, IL from September 30-October 2, 2020!**



The Chapter continually strives to supply resources, information, and experiences to our valued facilities manager members. As a way to recognize and reward our most engaged FM member of the year, the Chapter is offering registration to attend World Workplace, the world's largest series of facility management conferences and expositions, and \$465 towards travel/hotel expenses. We will announce the winner at the Annual Meeting/Awards Banquet and June 25, 2020. We hope that you are excited about this opportunity and that you will take advantage of the chance to win!

### **Minimum Qualifications:**

- Must be a Professional FM Member of IFMA Chesapeake Chapter
- Must be a first-time attendee to World Workplace

**Special Consideration will be given to those FMs that engage in the following ways from January 1<sup>st</sup> thru June 1, 2020:**

- Regularly attend events (General Meetings, Annual Meeting, NFMT, Golf Outing, Holiday Gathering, and Special Events)
- Member of a Committee
- CFM, SFP, FMP Credential Holder
- Volunteering, Community Outreach, or IFMA Foundation
- Participation in Special Initiatives (for example, Appreciative Inquiry and AAWDC Apprenticeship Program)

Click here for information on World Work Place: <https://worldworkplace.ifma.org/>





## SAVE THE DATE!

### IFMA Chesapeake Chapter Evening at the Yard with the O's!

**Date:**

August 6, 2020

**Location:**

**Oriole Park at Camden Yards**

333 West Camden Street

Baltimore, MD 21201

(410) 685-9800

Happy Hour and Dinner – 5:00PM-7:00PM in Designated Hitters Lounge (Warehouse)

Game at 7:05

Details and Registration Will be Posted Soon!

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## SAVE THE DATE!

### ANNUAL CHAPTER GOLF OUTING!



Grab your calendar now and save the date for a fun day on the links at our annual golf outing on Tuesday, October 13. The event always sells out, so get your foursome together and plan to join us at Mountain Branch in Joppa, MD for great golf, fabulous food and networking!

Registration and sponsorships will open on the website in June. For information, contact: René Carter at [rcarter@urinow.com](mailto:rcarter@urinow.com); 443-610-2200.

## [A Proactive Approach to Save Time & Money: avoiding reactive repairs and catastrophic failures through a preventative maintenance plan](#)



**By Chesapeake Chapter Advisory Board Member, Connie Miller, Service Sales Representative, Limbach**

HVAC systems in commercial properties are large and complex. Because of the immense heating and cooling loads they handle each day, it is important to schedule regular, professional HVAC maintenance services to keep your system running smoothly and keep your building costs low.

An engineering test performed by The American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE) reports that air handlers with dirty coils required as much as a 40% increase in energy to operate. Without proper cleaning, bacteria, dust, and allergens can build up on your air conditioning unit's coils and blower parts, resulting in a costly repair, unhappy tenants and/or a loss in business. Investing a little bit in preventative maintenance now can help save you from the backlash of damaged or inefficient systems down the road!

The National Air Duct Cleaning Association's (NADCA) standard, "Assessment, Cleaning and Restoration of HVAC Systems- ACR 2013," recommends that HVAC systems be visually inspected for cleanliness at regular intervals, depending on building use. Taking this type of proactive approach allows you to see the current and future costs of your building, forecasting equipment life cycles and helping to plan long-term solutions. Costly repairs and high utility bills should be a thing of the past, since the last thing you want to worry about is your building's heating or air conditioning breaking down unexpectedly!

Click [here](#) for the rest of the article

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### [FM RESOURCE DIRECTORY](#)



IFMA Chesapeake can help you find top notch, reliable vendors for services needed at your facility, such as

pest control, emergency services, furniture and so much more! Members may click below to access the on-line Resource Directory. IFMA - Chesapeake Business Directory <https://ifmachesapeake.org/members.php>

**Please consider our associate members when you need an excellent service provider at your facility.** Count on our annual chapter sponsors to provide you the best service and pricing!

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## [Discover Chesapeake Chapter's LinkedIn Group](#)

LinkedIn is a great way to connect with your colleagues in the FM industry and stay informed on current events and industry news. You may also share *your* knowledge or start a group discussion about a topic of interest to you.

Visit [www.linkedin.com](http://www.linkedin.com) to create an account. Search for IFMA CHESAPEAKE CHAPTER and follow the prompt to request to join.

**Note:** *This group is only open to Chesapeake Chapter members.*

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**FACILITIES ASSISTANT** position at



<https://www.venable.com/careers/business-professional-opportunities#op-354789-facilities-assistant->

Looking for a great candidate to fill an open position at your facility? Send your job postings to René Carter [rcarter@urinow.com](mailto:rcarter@urinow.com) and we will post them here, and on the website.

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## [Upcoming Events](#)

**Educate | Engage | Encourage**

The latest news in the FM world and the Chapter's upcoming events are at your fingertips!

Click [here](#) to view calendar of events and register.