

Newsletter

THE
FACILITATOR
The Newsletter for facility management professionals

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President's Podium - April 2001



Mark Your Calendar

May 18, 2004
Tour of Kansas
Speedway

June 3, 2004
Annual Golf Outing
Painted Hills Golf
Course

July 20, 2004
So You Want to
Build a Building
Christ Community
Church

It dawned on me a few years ago that I am considered an expert on building management in the non-profit, charitable institution sector. The light went on when I realized people were willing to pay for my consultation.

How did Alan Bram become an "expert," and why am I writing this article?

The answer lies in the definition of "expert." According to *Webster's Ninth New Collegiate Dictionary*, "expert" is first defined as "experienced," and second, as "having or displaying special skill or knowledge derived from training or experience."

I pulled out my resume, which I always keep current, and looked it over. It includes my formal education, the positions I have held professionally, papers I have written, certification designations I have earned, memberships and leadership positions in professional organizations and volunteer service.

I'll bet if you pulled out your resume and reviewed it, you would note a very similar background. There is no magic to being an expert. It probably never occurred to you that you are an expert with experiences that would be valuable to others. I suggest we underestimate the value of our experiences and how valuable they are.

Now that I have convinced you that you are an expert, here is what you should do next.

I want you to share your expertise with your colleagues by writing an article for the *Chapman*. What do you do? How do you do it? What have you had to overcome to get where you are professionally? What trends do you see in your field? What mistakes are commonly made? What new products or innovations can you share? Do you have any anecdotes about your experiences? What would you advise a person starting out in your field? Etc.

We often go about our business giving little thought to the expertise that we have gained. It may be a revelation to others.

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We would love to publish your article in the Chapter's newsletter, "The Facilitator." If you are developing new ideas, editing, or reviewing a draft of the article, just ask.

Send your article by mail, fax, or e-mail to:

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Thank you for contributing to your profession.



Alan Bram, President
Kansas City IFMA Chapter



Green Can Be Green \$

By
Senior Environmental Engineer
Kansas City Power & Light

Traditionally, environmentally sound business practices involve additional costs. That picture is now changing; environmental impact is now integral with cost as a performance measure. With life cycle cost analysis or life cycle cost analysis, business managers are finding that looking at the environmental impact of their business practices can produce savings at the bottom line. In other words, green can be green, or cost effective. At KCPL, green facility practices are showing up on the bottom line. Many of the things KCPL did may not be applicable to your operation, but they show how traditional thinking can help lead to green savings.

At KCPL, waste reduction has been an area where being green has produced profits from the cost of doing business. We started with the approach that everything thrown away, sent to disposal, or recycled was purchased. After all, no one was giving us things free to throw away; we were buying the waste we produced. This is true of any operation with a wastebasket or recycling bin. A philosophy of waste reduction evolved, which looked at eliminating as much as possible from the waste stream as a primary focus. Once as much was eliminated from the waste stream as possible, we focused on substituting products that would result in a waste stream with the least environmental impact. This secondary focus involved activities such as exchanging hazardous materials with non-hazardous materials. If you think you do not have hazardous material property, you should look at your janitorial supplies, or those of your contractor. Also, look at other maintenance supplies. Proper disposal of hazardous materials is expensive, and its environmental impact is very expensive. Once all efforts to reduce the waste stream were explored and exhausted, recycling of the remaining waste stream was lowered as much as possible, recycling of the remaining waste stream.

Getting started on waste reduction at KCPL was in response to not only concern for the

but ever-increasing disposal costs. The initial approach was simplistic; it involved dumpster diving involved literally going and looking into the dumpsters to see what we were taking away. At the same time, KCPL began a policy of reducing its inventory of hazardous chemicals for safety and cost reasons.

Examining the contents of the dumpster yielded several waste reduction areas. For example, paying large sums of money to dispose of broken power poles, cardboard, other packing materials, and pallets. The dumpsters filled quickly with this high bulk material. The cardboard turned out to be the most straightforward to attack. A program was begun to keep cardboard segregated. Once the cardboard was collected, it was periodically compacted and sold. The income from the compacted cardboard covered the labor and compactor costs. The reduced disposal represented additional savings. It was found that by leaving the collection points for cardboard unlocked, employees would recycle many of the boxes for use in the company or at home, which reduced the waste stream. Even in small operations that cannot justify a compactor, material available for employees can significantly reduce disposal costs.

Dealing with the broken power poles involved more creative thinking. The solution lay in breaking broken power poles into lumber for reuse. The lumber was then sold commercially or used in service projects. In KCPL's service territory, there are now picnic shelters, foot bridges, and other public use items that started life as a power pole. The reduction to the waste stream was significant. While few will have enough waste wood products to justify a sawmill operation, this example shows that nothing should be discarded without some thought as to possible reuse either in the company or outside.

Pallets were returned to vendors or recycled. Purchase orders were written to minimize packaging. The philosophy of not buying things to throw away resulted in significant disposal cost savings. Avoiding hazardous materials wherever possible resulted in less waste as well as reduced environmental impact and improved safety. Hazardous material handling, compliance record keeping, training, and disposal are all high-cost activities which can be avoided when non-hazardous materials are used instead of hazardous materials. Since the beginning of efforts to reduce hazardous materials, the marketplace has responded with new generations of safer chemicals. The job of using non-hazardous chemicals is getting easier.

As part of KCPL's efforts to supply reliable power at the lowest possible cost, rates have been reduced over the recent years. Certainly, waste reduction was not the source of all the cost reductions made, but they were a part of those savings for our customers. We are pleased with our efforts in improving their environment and ours. You will be surprised at your own savings and the savings you can make.

Member's Choice New Alternative Membership Options

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What an exciting time to be part of IFMA, with so many new ideas and innovative approaches addressing its members' needs. Member's Choice is one of those innovative ideas that has been developed, offering members a variety of membership choices in order for an individual to select the type of membership that best suits their needs.

When you think of the IFMA organization, which consists of over 18,000 members in 67 chapters, it is amazing how much diversity we have as a group. When you couple our current member growth with aggressive expansion, a flexible membership program will be a welcome benefit to everyone. There are only five IFMA chapters that have been selected to launch this introductory program. We are very pleased to say that Kansas City is once again leading the way, as one of those five.

The new program now allows Professional & Associate members to select from an "a la carte" membership Association benefits and services. They are as follows:

Member & Associate Member--

Base membership with electronic delivery of information	\$150.00
Membership with mail delivery: additional	\$ 30.00
Chapter membership: additional	\$ 95.00

Retired Member-- \$100.00

Student Member-- \$ 35.00

Base membership with electronic delivery allows you to receive publications such as *Fac Management Journal* and *IFMA News* via e-mail and push technology. The mail delivery members the choice of receiving hard copies of these publications as well as other promotional/educational announcements delivered to your door. Finally, the last option is involvement in your local chapter. Most of you are well aware of all of the benefits that a brings: educational seminars, local newsletter, networking opportunities, best practices s plain fun.

The goal of this program is to continue to encourage everyone to be involved at all levels organization and to be especially involved at the local level with the Kansas City Chapter there may be individuals that would like to become members, but because of distance or have hesitated becoming a member. Please help spread the word to prospective membe now have a choice - - IFMA Member's Choice, alternative membership options.

If you would like more information regarding the Member's Choice program or know of s may be interested, please contact your Membership Committee: Tony Mannella; John H Koontz.

April Program Preview



REAL ESTATE MANAGEMENT EXPO 20

- Sponsors: BOMA,IFMA,IREM and CCIM
- Time/Date: 3:30 - 7:30 p.m., Wednesday, April 11th
- Place: Hyatt Regency Crown Center
2345 McGee
Kansas City, MO
- Exhibitors: Approximately 65 companies that provide products and s commercial real estate industry
- Free Admission: No advance registration**
- Free Parking: Hotel garage (must be validated at the EXPO registratio
- Complimentary snacks and beverages**
- Grand Prize: This year's grand prize will be awarded to the person wit hand. Pick up a card for the poker hand at the registratio your individual cards at five different locations around the The prize for the best hand is \$1,000.
- Booth Prizes: In addition to the grand prize, many exhibitors will be offe booth prizes.
- Who should attend: Admission is open to anyone with a business interest or responsibility in commercial, corporate, apartment, indus government or institutional real estate, including property facility managers, engineers, leasing agents, and any oth a position to make recommendations on the purchase of services.



March Program Review Lighting Technology

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Roger Miller of Illumination Sales was the speaker for the March meeting, which was held at the Country Club. We had 65 members and guests in attendance. His presentation dealt with utilizing new lighting technology to obtain better illumination at lower operating costs. The commonly recognized numbers related to commercial lighting. These numbers are 40/70, which represent 40% of the cost for power in a commercial building is attributable to lighting, 70% of the energy attributable to lighting can be reduced, and the average payback for the retrofit to high efficiency is approximately 18 years.

The measure of illumination is Lumens/Watt (as a comparison, this equates to miles/gallon use). The following is a comparison of this measure for different types of lighting:

Ultimate	220 Lumen/Watt
Incandescent	15 Lumen/Watt
Fluorescent	67 Lumen/Watt
Energy Efficient Fluorescent	95 Lumen/Watt

Electronic ballasts are required for energy efficient lighting, and they replace old style coil ballasts. Old style ballasts operate at 60 cycles/second and electronic ballasts operate at 25,000 cycles/second. The higher cycle rate causes the gases in the fluorescent lamps to become more active. Therefore, the newer T8 (32 watt) lamps produce more lumens than the older style lamps.

When major relampings occur, the spent fluorescent lamps require special disposal procedures. Maintenance budgets for major customers often exceed \$100,000.

Compact fluorescent lamps have taken the place of incandescent. A 14 watt compact fluorescent provides almost the same lumens as a 60 watt lamp. Compact fluorescent lamps have a longer life than incandescent lamps.

The color temperature (measured in degrees Kelvin) determines how close the appearance is to natural light (sunlight). Sunlight is the measure of comparison. Nothing is as good as

Color temp. - 2800 Kelvin (Warm lighting)

Color temp. - 4000 Kelvin (Cool lighting - closest to natural light)

You may have heard about significant improvement in lighting by the use of mirrored fluorescent light fixtures. Beware of such offers. A white painted reflector is about 93% efficient. A mirrored reflector is about 96% efficient. There is very little difference.

Sometimes retrofitting existing inefficient fixtures makes more sense than replacing them (there is a reason to not work above the ceiling). At other times, replacement is the best. Be creative, and all options should be studied before a decision is made.

One downside of fluorescent fixtures is that when dimming is desired, the fixtures require dimmers and dimmable ballasts. Do not include dimming for energy savings, but rather for aesthetic purposes.

Motion sensors to control lighting are a way to save power. The two most common types are infrared and ultrasonic. Sensors that include both infrared and ultrasonic technology are the best types. Dual level switching of lighting is another way to reduce power consumption, particularly true in areas where interior lighting can be reduced when natural lighting is available. An added benefit of the reduction of lighting is a reduction of HVAC cooling load.

Much of the new office space being constructed today utilizes indirect fluorescent lighting. Functionally, indirect lighting systems are preferable to lay-in parabolic fluorescent lighting. Indirect lighting has a lower incidence of glare and the potential for occupant eye strain. Indirect lighting can be used at ceiling heights as low as 8'6". Parabolic is often the standard due to cost, but the gap in cost between indirect and parabolic has been shrinking to a point where there is little cost difference. A study has indicated indirect lighting increases employee productivity (almost 12%). The new Sprint facility is utilizing indirect fluorescent lighting in a large percentage of the facility.

What's new on the horizon? Who knows, but with the improvements we have seen in the past, it will not be surprising if we will find lighting systems which consume a fraction of the power of the energy efficient systems available today.



(L to R) Peggy Hopkins, John Sullivan, Kathy Hyde, Jackie Coleman



(L to R) David Dieckman and Mark Zellmer

March 28th Seminar - *Buildings for a Livable Future*

A half-day seminar to inform and educate the building industry about Leadership in Energy and Environmental Design (LEED) was held on March 28, 2001. Sponsors of this seminar include the Kansas City Chapter of IFMA, American Institute of Architects-KC, Bridging the Gap, BC Metropolitan Energy Center, EPA-KC, U.S. Green Building Council, BNIM Architects, Honeywell Johnson Controls, Inc., and KC Environmental Management.

LEED was introduced as the premiere rating system for defining and certifying green design and construction. Several case studies were presented to show the integration of using the LEED as the framework for sustainable design and construction. The categories include Sustainable Sites (22%), Materials & Resources (20%), Water Efficiency (8%), Energy & Atmosphere (27%), and Environmental Quality (23%). The Green Building Rating System (version 2.0) was provided to all attendees.

The featured speakers were Paul von Paumgarten, Johnson Controls, Inc., Kurt Zimmerman, Zimmerman Design Group, David Matasek, Johnson Controls, Inc., Jason McLennan, Brierley and Russ Rudy, Heart of America Green Builder. The speakers provided real world examples of environmentally friendly, energy efficient buildings that were also conservative in costs and construction.

New construction is not the only place to look for ways of introducing energy efficiencies and sustainable products. LEED is developing a rating system for renovation and retrofit projects where additional costs may be incurred as well as where savings are indicated. Stay tuned for more information.

Approximately 220 Kansas City area facility managers, architects, owners and regulatory officials attended this seminar. KC IFMA members received 3 CEU maintenance points for the seminar and an additional 3 points for attending the optional tour of the EPA Regional Offices in Kansas.

If you would be interested in more information about the LEED Rating System and/or future seminars, contact your Program Committee by leaving a message at jhall@geraldjones.com



Member Profiles

Name: John Harter

Education: H.S. Graduate

Family: Married 21 years. Two children in High School, Senior & Freshman

Facility/Work Place: Sony Electronics

Job Responsibilities: Responsible for all operations inclusive in a typical Facility Management program.

Current Challenge: Dealing with a 23-year old facility and trying to make it look new.

Proudest Accomplishment: "Semi-painless" installation of a 230-user phone switch using in-house labor.

What improvements you'd like to see in the FM profession: Higher salaries and increased salary ranges.

I'm currently reading: A Grainger's catalog.

How do you spend your free time: Hunting and being a bird nerd.

My hero is: My Dad.

In High School I was voted most likely to: Build a cabin in the woods and become a mountain man.

A car I wish I had never sold: 1974 Ford Bronco.

Being the first member profile for this series was: Painful

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International Facility Management Association's

World Workplace 2001
Will be held in Kansas City!

Plan now to be a part of this outstanding conference.

September 23-25, 2001
For more information contact
Becky Beilharz at (913)362-1040 or



CFM'S KNOW - DO YOU?

Following is a question which might appear on the CFM (Certified Facility Manager) exam. Can you answer it?

What information is most important in a charge-back system?

- A. Information needed to explain charges.
- B. Information on corporate standards and accounting principles.
- C. Information delineating causal relationships.
- D. Information that shows financial responsibility.

Answer to last month's question: D. Consistently involve them in the decision-making process.

Quick Pix



Members enjoying lunch and networking opportunities



Membership Chairman, Tony Manella



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