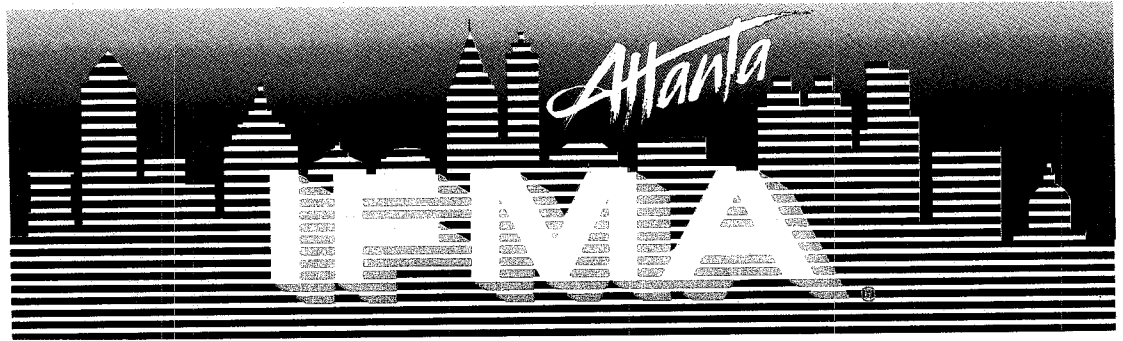


International Facility Management Association



Monthly Meeting

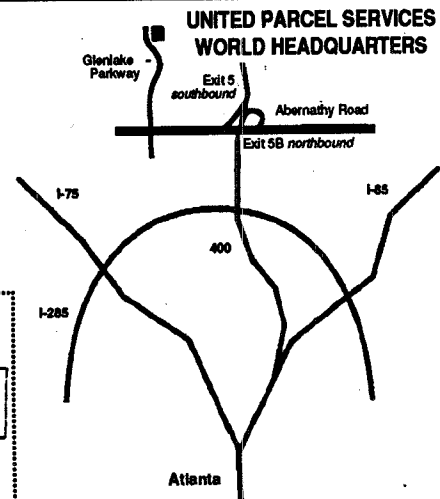
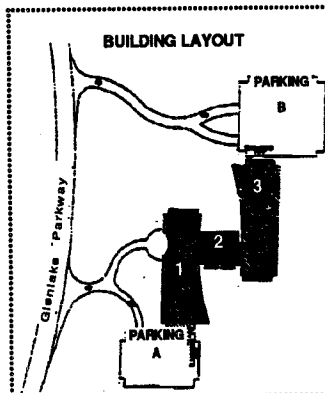
Wednesday, January 18, 1995 - UPS "New" Headquarters Luncheon & Tour

Topic: UPS "New" Headquarters Luncheon & Tour
Date: Wednesday, January 18, 1995
Time: 11:15 AM (*MUST BE THERE BY 11:30 AM*)
Cost: \$20 Members, \$30 Non-Members
Location: UPS Headquarters (See Map)
Reservations: Ashton Hall, 457-1427, 457-9808 (FAX) by January 13, 1995

Our Atlanta chapter has responded with several programming ideas. One of the more popular topics was facility tours and the learnings of their planning and construction. Ed Rondeau was kind enough to assist IFMA-Atlanta in putting together our January program.

On January 18th, IFMA-Atlanta will hear, see, touch, and eat at the new UPS Headquarters. Mr. Terry Kremeier, Vice President of Real Estate, will be our host as we explore this magnificent new facility. **Please note the time change to accommodate UPS around the busy lunchtime chaos.** We will start with a delightful lunch and proceed to the theatre where we will hear the original goals and criteria of UPS. This will be followed by a video presentation on the construction and finished site. Mr. Kremeier and Mr. Ray Rehmeier, Plant Engineering, will entertain any questions from the audience prior to the tour.

DUE TO THE LOGISTICS OF OUR LARGE GROUP AT THE NOON TIMEFRAME AND THE ASSUMPTION OF HIGH ATTENDANCE, THERE IS LIMITED SPACE. PLEASE SIGN UP EARLY FOR THIS GREAT OPPORTUNITY.



The new offices are located north of I-285 off GA 400. Exit GA 400 north or south at exit 5B (Abernathy Rd) in Sandy Springs, proceeding west to first traffic light. Turn right on Glenlake Pkwy. About half a mile on right is first entrance to parking deck A. Entrance to parking deck B is short distance farther down the hill.

If you are coming from the west on Abernathy, turn left at traffic light. First entrance is on the right

President's Message



by Gene Meany

Why Reinvent the Wheel?

A funny thing happened on the way to Spartanburg, S.C. As you may remember, the Chapter Board "retreated" there to talk about ways for invigorating the chapter. To prepare for our session, several of us contacted other chapters to find out what they're doing that has been successful. We came away with some terrific ideas and a lot of enthusiasm for the coming year (*we hope it's contagious!*)

But equally exciting for me was the revelation (*yes, the light clicked on*) that networking is relevant to more than just the job search. It can and should be part of our daily work lives. Are you faced with a facilities problem that you haven't had to deal with before? Don't sit there and stew over it by yourself. Talk to a colleague in your office; talk to a fellow IFMA member at the next meeting; talk to your dog! By networking, you'll undoubtedly come across someone who has "*been there, done that.*" Then, by all means, steal it, copy it, put your own spin on it, (*after all, imitation is the sincerest form of flattery*). Even if your problem proves to be unique, in the least, your networking will stimulate your creative juices for coming up with your own solution.

Take a minute right now and thumb through your IFMA-Atlanta membership directory, (*if it's not, it should be readily accessible next to your company's directory*). Think of the wealth of knowledge and experience in a variety of industries and disciplines represented in those pages. Think of the better mouse traps that have been and are still being built. What a resource for the facilities professional with little time to ruminate the possibilities, whose department slogan is "*just do it!*"

Networking, sharing information, isn't that what IFMA is all about?!

P.S. - Can we talk? I'm interested in your comments/questions, ... about this article, about the chapter, about the weather 604-5416.

FACILITY FOCUS

CREATING VALUE WITH EVA

by
Allan Caddell
Atlanta Gas Light
Company

The ultimate objective of a corporation is to maximize shareholder value. To achieve this, many firms have employed a variety of management strategies such as total quality management and just-in-time. Recently, many firms have begun using a new financial management tool to determine the value of various business units. This method is known as Economic Value Added (EVA). EVA is a simple way of measuring an operation's real profitability. The calculation of EVA is:

**EVA = After Tax Operating Profit -
Total Annual Cost of Capital**

Capital is all the money tied up in items such as equipment, real estate, computers, as well as working capital (*i.e., cash, inventories, receivables, etc.*). Value is increased by earning a return greater than your shareholders or lenders require, and value is diminished when the return is less.

A major benefit of EVA is that this analysis can be applied by firms of all sizes whether they are public, private, or even sole proprietorships. Many companies are using EVA as a guide to making major capital investments. These companies are finding that their stock price moves in tandem with their EVA. For example, Coca-Cola is a veteran user of EVA. Since adopting EVA in the early 1980's, Coke's stock price has increased from roughly \$3 to \$50 per share (*adjusted for splits*).

EVA is also being used as a yardstick to equate manager's salaries and bonuses with performance, thus replacing sales goals or budget-based percentages. When put into practice, EVA can make every manager responsible for creating value. As facility managers, we must recognize that value is not only added by the level of service provided, but also by how the cost of capital is applied.

CAREER SERVICES

by Pete Conlin

Congratulations to those who have secured new employment during the past few months:

TRISH MEYER is now with BASF Interiors;

JEAN LUSSO is the new Facility Manager for AirTouch Cellular;

PETE CONLIN has accepted the position of Director-Project Management with Project Management Services, Inc.

JOB'S AVAILABLE:

Position: Regional Remodel Facilities Manager - Atlanta Office

Reports to: Senior Remodel Facilities Manager

Responsibilities: Coordinate, manage, and supervise all remodel projects in areas of regional responsibility. Communicate with Operation regarding construction issues. Set up, review, and manage regional service contracts. Work with local architects in obtaining permits, where applicable. Initiate pre-construction meetings prior to all remodel projects with contractors and Operations. Provide on-going feedback to Sr. Facilities Manager. Attend Area Director meetings routinely with established agenda regarding Remodels and R&M. Field phone calls from units regarding R&M issues.

Qualifications: Minimum 3+ years construction experience required. Restaurant or mechanical experience a plus. Must have excellent organizational and communication skills. Computer experience helpful. Regional travel required. Responsibilities require night and weekend work.

For more information, contact Laurie Moore, *Brinker International*, (214) 770-9366.

In order for Career Services to be effective, it is important that everyone keep me informed. I would like to know who is looking for work, who has found a job, what jobs are available, etc. Contact me, Pete Conlin, at 302-0105, FAX 302-0101. Thanks for your support.

FINANCE REPORT

1/1/95 through 12/22/94

CATEGORY DESCRIPTION	1/1/94 - 12/22/94
INCOME/EXPENSE	
INCOME	1,075.00
ADVERTISEMENT	2,400.00
BRAVES TICKETS	9,339.00
DUES	16,390.23
MEETING	400.00
SHIRTS	3,500.00
SPONSOR	400.00
TABLE TOP DIS.	1,360.00
WAIT LIST	34,864.23
TOTAL INCOME	
EXPENSES	1.00
'93 AWARDS MTG.	42.50
'94 AWARDS MTG.	2,000.00
CONTRIBUTION	90.82
EDUCATION	1,296.93
IFMA '94	803.00
MAY NIGHT OUT	11,968.96
MEALS	5,569.23
NEWSLETTER	70.25
OFFICE SUPPLIES	1,072.28
POLO SHIRTS	1,098.64
POSTAGE	134.23
R.E. COUNCIL	4,693.34
SECRET. SVCS.	67.34
SERVICE CHARGE	28,908.52
TOTAL EXPENSES	<u>5,955.71</u>
TOTAL INCOME/EXPENSE	

1995 Committee Chairpersons

Awards & Nominating:	Tom Vernon, <i>Automatic Data Processing, Inc.</i> • 980-2640
Education:	Mike Denson, <i>BellSouth Corp.</i> 249-2542
Membership Chair:	David Brucks, <i>Facility Consultant</i> 813-8143
New:	Kathy Farley, <i>King & Spaulding</i> 572-4934
Allied/Affiliate:	Lisa Steckbeck, <i>Steelcase, Inc.</i> 523-2201
Sponsorship:	Nancy Warner • 396-5230
Newsletter:	Susan Gray, <i>Hendrick Associates</i> 261-9383 • FAX: 233-2131
Program:	Steve Pelham, <i>Milliken Carpets</i> 641-3283
Community Service:	Malcolm Weiss, <i>Malcolm Weiss & Associates</i> • 256-2040
Career Services:	Pete Conlin, <i>Project Management Services</i> • 302-0105
Public Relations:	Susan Lawson, <i>RDA International</i> 658-5400

1994 IFMA AWARDS BANQUET



Tom Vernon; Gene Meany



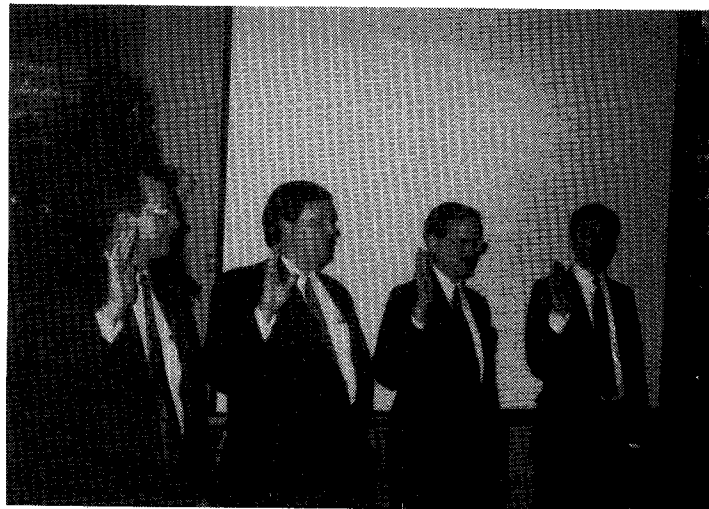
Ed Conlin, Ed Rondeau, "Special Recognition Award"



Lisa Steckbeck, "Outstanding Allied/Affiliate Award"



Ed Rondeau; Greg Mikszan



1995 Officers, L to R, Allan Caddell, Mike Butler, Harry Ludwig, Gene Meany



Steve Pelham, "Distinguished Member Award"

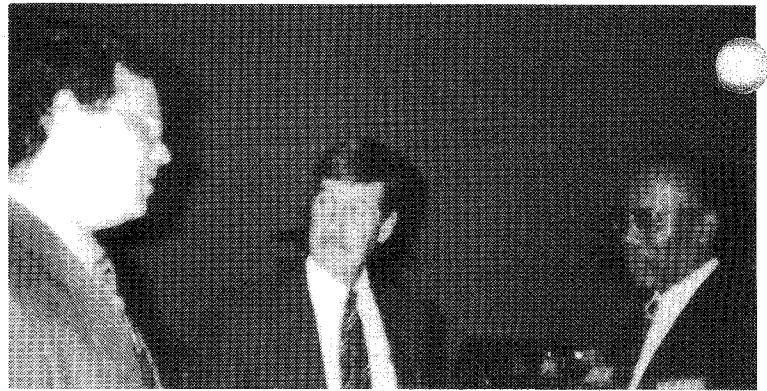


Allan Caddell, "Achievement in Facility Management Award"

1994 IFMA AWARDS BANQUET



L to R, Bill Calhoun, David Brucks, Jerry Morgan



L to R, Mark Ormond, Tom Vernon, George Hunter



L to R, Matt Dawson, Howard Chapman, Geno Welch



L to R, Gene Meany, Haidee Courson, Barbara Langhans



L to R, Joe Perez, Trish Meyer, Carol-Anne Kahian



Lisa Steckbeck, Keith Rodbell



L to R, Kathy Farley, Mike Denson, David Hester



Joe LeGates, Ken Gwinner

- Subject:** Gene Meany, *Facilities Consultant*
- Hails From:** Born and raised in Metuchen, NJ (*metro New York*), with a twelve year layover in Cleveland, OH, before arriving in Atlanta (*Roswell*) five years ago.
- Family Ties:** Married for ten years to Carol; two children: Elizabeth, 7 and Brendan, 4.
- Back to School:** A B.S. in Business Administration from Susquehanna University, Selinsgrove, PA; a Masters in Health Administration from The Ohio State University (*not to be confused with "an" Ohio State University!*).
- Office Hours:** Gene has been consulting in facilities for almost four years, mostly in office development, relocation and maintenance. After two and a half years with Holiday Inn Worldwide, assisting in the Office Service and Litigation Departments, Gene now splits his time between Georgia State's Plant Engineering Department and HIW. Gene had the opportunity to develop his facilities skills in ten years with Kaiser Permanente. He started as a facility planner, gradually adding other building development duties until becoming a full project manager. Within a couple years, Gene became department manager for all facility development and maintenance functions.
- After Hours:** Gene enjoys reading, classical music, "the arts" in general, and spending time with his family.
- Basic Business Philosophy:** **"Service with a smile."** As a support function, Service with a capital "S" cannot be overemphasized. Each request, no matter how routine, must be treated as if it is your top priority. And while you're at it, have some fun; make it a pleasant experience for all. A smile is contagious ... pass it on!
- Most Important Achievement:** Having successfully transferred the knowledge and experience gained in health care facilities management to other industries, *i.e., corporate and academic environments.*
- The Reading List:** **"Oldest Living Confederate Widow Tells All,"** by Allan Gurganus; a primer on what it means to be Southern, must reading for all us d m Yankees.
- I Hate It When That Happens:** Just when you think you have all the bases covered, "it" happens. You don't know when, you don't know where, or even how, but you do know that "it" is inevitable. Murphy's Law requires it.
- High Anxiety** When you are in a situation in which you have no control over the outcome - very unsettling.
- Recent FM Accomplishment:** Coordinating the relocation of a 50-person office single-handedly, including the design and layout of all offices, workstations and support spaces.
- Biggest FM Challenge:** In this age of doing more with less, coming up with reasonable alternatives in response to a customer's request, rather than *"just saying no."*

December Wrap-up

This year's Annual Awards Banquet was the culmination for a number of IFMA activities.

First and foremost we took time to acknowledge those chapter members who have given of themselves unselfishly during the past year. Four members were recognized for their contributions to the Atlanta Chapter.

Ed Rondeau was presented a special recognition award for his literary contributions, more importantly for his co-authoring both *MANAGING CORPORATE REAL ESTATE* and its sequel, *MANAGING CORPORATE REAL ESTATE - FORMS AND PROCEDURES*.

Allan Caddell was presented the **ACHIEVEMENT IN FACILITY MANAGEMENT AWARD** for his effort in developing an effective downsizing and outsourcing plan for Atlanta Gas Light Company.

Lisa Steckbeck, from Steelcase, was presented the **OUTSTANDING ALLIED/ AFFILIATE AWARD** for her countless hours of assistance in all phases of chapter activities, not only this year, but for past years as well.

The **DISTINGUISHED MEMBER AWARD** was presented to **Steve Pelham**, from Miliken & Company, for his efforts in serving the Chapter for the past year and a half as our Program Chairperson.

The second culmination was that of Tom Vernon's year as president. Tom thanked all of the current Board members for their support during the past year and encouraged us all to continue our support of the Atlanta Chapter.

And the final culmination was the investiture of the 1995 officers and bidding adieu to our 1994 officers. The new officers installed were:

Gene Meany - President
Harry Ludwick - Vice President
Mike Butler - Secretary
Allan Caddell - Treasurer

In closing, Gene Meany thanked Tom for all his dedication to the Chapter as its president for 1994 and presented him with a plaque and farewell gifts.

THE CHAPTER'S NEW MAILING ADDRESS IS:

IFMA - Atlanta
P. O. Box 56688
Atlanta, GA 30343

EXECUTIVE BOARD 1995

President: Gene Meany
Facility Consultant, (404) 604-5416

Vice President: Harry Ludwig
King and Spalding, (404) 572-4902

Secretary: Mike Butler
Worldspan, (404) 563-7788

Treasurer: Allan Caddell
Atlanta Gas Light Co., (404) 584-4141

Past President: Tom Vernon
Automatic Data Processing, (404) 980-2640

Regional Vice President:
Janeen Trevillyan, *GTE Data Services*

IFMA Houston
International Headquarters
1 Greenway Plaza, E., 11th Floor
Houston, TX 77046
(713) 623-4362 • (800) 359-4362



International Facility Management Association
Atlanta Chapter
P.O. Box 56688
Atlanta, Georgia 30343

I.F.M.A. - Atlanta Chapter

MEMBERSHIP SURVEY RESULTS

The following are the tallied results of surveys received to date.

1. Please indicate your membership classification:

• Professional	• Associate	• Allied/Affiliate/Wait List	• Academic	• Lifetime
24	1	14		

2. Please indicate which program topics would be of interest to you in 1995 (*check all that apply*).

• Benchmarking/Best Practices in FM	16	• Liability Issues Facing FMs	15
• CAFM/Managing Facilities Data	18	• Negotiation Skills	14
• Certification: Process/Update	12	• Outsourcing/Partnering	16
• Disaster Planning & Recovery	7	• Phaseout of CFC's	2
• Demystifying Technology	13	• Politics of Facility Management	18
• Ergonomics: Cost Effective Programs	13	• Presentation Skills	9
• Facility Job Description Profiles	11	• Quality in Facility Management	10
• Healthy Office/Indoor Air Quality	8	• Records Management	4
• Hotelling/Telecommuting/Virt. Off	19	• Securing Your FM Career	10
• Information Super Hwy as FM Tool	13	• Upper Management Communication	12
• ISO 9000 - What is it?	7	• Violence in the Workplace	7
• Other: comm. skills, remanufac.:.....	1 ea	• Other: stress mgt, cost sav. prog.	1 ea

3. Please indicate your preferred meeting time (*check only one*):

• Morning/breakfast: 7:30 - 9:30 am	6	• Late afternoon: 4:00 - 6:00 pm	4
• Noon/lunch: 11:30 am - 1:30 pm	23	• Evening/dinner: 6:00 - 8:00 pm	3

4. Please indicate which of the following IFMA-sponsored activities would interest you (*check all that apply*):

• Facility Tours	34	• Braves Night Out	13
• Roundtable discussions	29	• Golf Outing	12
• Vendors' Fair	10	• Evening Social Activity (w/Spouse)	11
• Joint Meeting w/sister Assoc.	12	• Other: even. mtg/no meal; hwks/flcns ..	1 ea

4. Please answer the following questions regarding certification:

a. Are you interested in becoming a Certified Facility Manager?	• Yes 19	• No 11
b. If yes, would you like to participate in study groups?	• Yes 16	• No 2