



SEATTLE NEWS

The Newsletter of the Greater Seattle Chapter of IFMA
IFMA SEATTLE: YOUR RESOURCE FOR EXCELLENCE!

February 2006

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Our Mission

Create an environment that supports the diverse membership of IFMA and encourages each member's growth in the areas of facility management most important to them individually.

Programz Corner

Welcome to 2006 and what is going to be an energized and engaging year of local IFMA events!

January's tour of SonoSite in Bothell drew a great crowd. SonoSite, a Bothell based company started in 1999, is now the world leader in portable ultrasound technology. Attendees were given a hands on look at their impressive technology that includes a full color ultrasound about the size of a small laptop. Equally impressive has been the company's growth from \$10M in sales in 1999 to over \$100M in sales in 2005. A spin off from ATL in Bothell, SonoSite has chosen to keep much of their manufacturing and final assembly here in Bothell to maintain high quality standards and keep the engineering and manufacturing under one roof. Housed in two typical suburban office buildings, SonoSite is a great example of an integrated and sophisticated facility. Challenges for facility management include housing engineering, sales and administrative offices, product testing, electronics assembly, clean rooms, curing ovens, precision machining, product service and even shipping and receiving in open environments that encourage interaction, while still maintaining ISO 9000 registration, FDA requirements, stringent European market hazardous waste and recycling requirements, and high levels of intellectual and physical property security...phew! Thanks to Brian Rush and everyone at SonoSite for their generosity. It's inspiring to see a local success story and the key role facility management plays in that success. Thanks also to Starbuck and Pot O' Gold for providing refreshments.

The Programs Committee is looking forward to the Education Symposium, scheduled for March 2nd at the Lynwood Convention Center. This year's focus is on Trends in Facility Design and Operation. We encourage you to attend this event to learn from industry leaders. Look for a flash email for more information on registration information.

Education Symposium
March 2, 2006
8:00 am to 3:00 pm
Lynwood Convention Center
3711 196th St SW, Lynwood, WA. 98036

For more information visit www.ifmaseattle.org or
call the association office at 253-265-3042.

See you at the next event!

Programs Co-Chairs:
Neil Bavins
Marlaine McCauley



PRESIDENT'S MESSAGE

Chris Lewis

Greetings Fellow

IFMA members

We kicked off the New Year with a tour of Sonosite's facility in Bothell on January 24th. I hope everyone enjoyed the tour and the view into what's happening in the amazing world of hand-held ultrasound equipment.

I'll be off to the 2006 IFMA Leadership Conference in Houston as this goes to press, so I'll report on that great event next month.

February is a quiet month from programs due to the late January event and the early March event.

The Educational Symposium is coming up on March 2nd at what is arguably the coolest new building in Lynnwood. As usual, your Education Committee has a great program this year with some new wrinkles; a small trade show and a tour of a LEED certified building. Linda Beverly will be visiting from International and Mike Parks from Marple's Business Newsletter will be speaking. We look forward to seeing many of you there.

Hopefully, we'll be seeing a reprieve from the nearly constant (and in some cases, record) precipitation of this long and gray winter (all you giddy skiers excepted...). It's at this time of year, when the extended gray is added to the general human conditions that some must endure along with the string of natural and man-made disasters of recent times, that one can feel so-called 'compassion fatigue'.

If you are feeling this way, remember that what people need most is your time. There are plenty of local groups that can use your help (including this fine organization). I've found that volunteerism is one of the greatest uses of your time and that it can provide a level of satisfaction that your regular "job" may rarely provide.

My grandfather once shared with me an old saw -

"Many hands make light work..." It's never been truer.

Best Regards, Chris Lewis, CFM

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Continuing Education

10th Annual IFMA Seattle Education Symposium Trends in Facility Design and Operation

March 2, 2006
8am to 3pm

Lynnwood Convention Center

Registration Fee: \$99 includes meals, session materials, continuing education hours, and facility tour.

To register, visit www.ifmaseattle.org

New to this year's event:

- A mini trade show
- A facility tour of Lynnwood's first registered LEED-CI building
- Two keynote presentations
- Five fast-paced educational sessions

IFMA FM Edge SEMINAR Understanding Benefits, Cost and Implementation of LEED CI for Owners: The Interface Showroom

Friday, February 3, 2006
10am-11:30am CST

Register Now!

Audio & Web Presentation

Registration: \$99 IFMA members

http://www.ifma.org/learning/audio/mitchell_seminar.cfm

—more continuing education on
page four



An Important Step for Your Future

Contact info:
www.theBOC.info

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Recognition

Welcome New Members

Roberta Dillan –
District Manager – Mannington Commercial

William Nolan –
President – Buildingi

Steven Stein -
Territory Manager - Mohawk Commercial Carpet

Mark Maynard, PE -
Director of Facilities - CRISTA Ministries

Eric Rosebrock -
Facility Operations Manager - The Seattle Times

Tyler Kellogg – Associate -
Puget Sound Properties Commercial Real Estate

Anniversaries

Susan Hansen –
Amgen – 16 years

Mike Chase, CFM –
Western Wireless Corporation – 15 years

Mary Joyce, CFM –
Philips Medical Systems - 14 years

Raymond Zimmerman, CFM –
Horizon Air- 12 years

William Blau, CFM –
Adobe Systems, Inc. – 6 years

Darryl Bengel –
Experience Learning Community – 5 years

Membership Co-Chairs:
Cindy Strickland
Kim Shelton, IIDA

Continuing Education (cont.)

Thursday, February 16, 2006

Build It LEED!

8am-12noon in Portland, OR

Registration: \$175

<http://www.usgbc.org/chapters/cascadia/default.asp>

Thursday, Feb 23, 2006

BOC Continuing Education Class

Water Efficiency for Building Operators

8am-4pm, City University, Fife, WA

Registration: \$225, includes continental breakfast
and course handbook

http://www.theboc.info/wa/schedule_wa.html#con_ed

March 21-22, 2006

DesignTrends Seattle

Washington State Convention & Trade Center.

Visit www.designtrendsseattle.com for more
information.

UW Engineering Professional Programs

Certificate Program in Facilities Management

Website: www.engr.washington.edu/epp/

Phone: 1-866-791-1275

IFMA Educational News

Educational Symposium

Exhibit at the 10th Annual IFMA Seattle Education Symposium Deadline: Fri, Feb 3, 2006

Associate Members of IFMA Greater Seattle are invited to exhibit in the mini-trade show at the upcoming 10th Annual IFMA Symposium on Thursday, March 2 at the Lynnwood Convention Center. The Mini-Trade Show will feature up to 16 tabletop displays featuring products and services provided by our associate members.

Exhibitor registration is \$250 and includes space for a tabletop display, one registration and meals. Space is limited, and offered on a first-come, first served basis.

The registration deadline is
Friday, February 3, 2006.

Visit www.ifmaseattle.org to download an Exhibitor Information Packet.

10th Annual IFMA Symposium Features Powerful Sessions

Rising energy costs, workforce productivity, and design and operation strategies to improve facility performance are just a few of the timely topics addressed at this year's annual IFMA Education Symposium on March 2, 2006 from 8:00am to 3:00pm at the Lynnwood Convention Center, 3711 196th St. SW in Lynnwood. The Symposium is an annual, one-day continuing education event on trends and issues in facility management.

This year's event features sessions by two of our chapter leaders and innovators, John Benny, Regional Director for Facilities Services for CH2M HILL IDC Facilities Services and Bob Cowan, Manager of Facilities Engineering at Fred Hutchinson Cancer Research Center.

Benny's session on Making the Business Case for Facilities Projects will address a challenge we all face – winning support for important projects. The real job of today's facility manager is to become a business partner who can add value to the organization. Making a case for your facilities project requires building a winning business case and successfully competing for the already scarce people and financial resources in today's corporate environment. What are the keys to making a winning argument in the boardroom and how can you develop and deliver such a business case? Benny will provide a brief overview of one successful approach and provide the criteria that can be used to develop your own winning business case.

Join Bob Cowan for a fast-paced session on innovative approaches to collaborative design pioneered at the Hutch. Build It in 4 Years – Operate and Maintain it 4 Ever is the session topic. In most organizations, design teams build it and facilities engineers run it – and never the twain shall meet. Not so, at the Fred Hutchinson Cancer Research Center. Bob will share examples of how this premier organization broke with tradition to engage a collaborative process between the design team and engineering staff to solve problems before they happen and ensure long term operating excellence.

–continued on page six

Real Estate Strategies that Increase Profit & Improve Performance

Services:

- Tenant Representation
- Leasing
- Sales
- Advisory

For More Information, Contact:



Eric Postle, SIOR

Principal

(425) 586-5646

epostle@pugetsoundproperties.com

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Feature Article Cont.



John Benny is the Regional Director for Facilities Services for CH2M HILL IDC Facilities Services and is responsible for program management of Intel Corporation and Coors Brewing Company accounts. He is the past president of our Seattle Chapter and also an adjunct professor for the Northwest University Graduate School of Business. John holds the Certified Facility Manager (CFM) designation from IFMA and is a licensed Professional Engineer (PE).



Bob Cowen has served as Manager of Facilities Engineering at the Fred Hutch since 1999 and was actively involved in the expansion program of 700,000 square feet which brought the Hutch to its current 1.3 million sq foot campus. He serves on Seattle's City Light's Rate Advisory Committee, the Seattle Chamber of Commerce sustainability committee, and the South Lake Union Energy District study committee.

The prime sponsor of this year's
Education Symposium is McKinstry Co.



The registration fee is \$99.

To register, and for more information,
visit www.ifmaseattle.org,
or email: aminc1@juno.com



GREATER SEATTLE CHAPTER

International Facility Management Association

Sponsorship Opportunities for 2006

The Seattle Chapter can accept up to 2 sponsors per meeting. Monthly sponsorships are \$350 per event (Education Symposium and Golf Tournament have separate listings).

Start thinking about months in 2006 for getting your company name out there. Our annual events are: March/Education Symposium; April/ New Member Recognition; September/ IFMA Golf; October/ Awesome Adventure (roundtable); November/ "Tomorrow Space."

Fax sponsorship requests to Melanie Saenz 206-768-0236. Or e-mail msaenz@bankandoffice.com with any questions.

January - 2006

24th - Facility Tour; Sono Site, Bothell

March- 2006

2nd - Education Symposium

21st - Facility Tour

April- 2006

25th - IFMA New Members Event

May - 2006

16th - Facility Tour; Port of Seattle, Pier 69

June- 2006

20th - IFMA Event TBA

July- 2006

18th - Facility Tour

September- 2006

13th - IFMA Annual Golf Event

October- 2006

17th - Chris's Excellent Adventure

November - 2006

20th - Tomorrow Space - IT Trends

December - 2006

TBA - IFMA Event

IFMA Seattle Chapter Meeting & Tour Sponsorship Benefits

Benefits include:

- 1) Intro by Chapter President (or Vice Pres)
- 2) 3 min "Company Portrait"
- 3) Table for business cards & brochures available at registration
- 4) Company logo on Chapter website for the event month
- 5) Company logo on event news Flash
- 6) Networking chance to get personal and company name exposure

Meeting and tour sponsorships are \$350 for 2006. Sign up by March 1st get a DISCOUNT; only \$315.00.

Fax sponsorship requests to Melanie Saenz
206-768-0236.

E-mail questions to msaenz@bankandoffice.com

Proud IFMA Sponsors

We are looking for Sponsors for IFMA upcoming Events. This is a great way to give back to your IFMA organization and contribute to on-going educational and professional events.



IFMA Sponsors & Advertising

March 2nd — **McKinstry**
IFMA Educational Symposium



for your information: members only

website login: *ifma*
password: *fmseattle*

FOR A LOOK AHEAD INTO
IFMA SEATTLE'S 2005 & 2006
PROGRAM SCHEDULE
SEE THE BACK PAGE

Purchase six months (any size)

Get one month free

**2 bus card spaces:
\$50.00 per month**

Newsletter ads are limited to IFMA members only.

Send art work and request to:
Melanie D. Saenz: msaenz@bankandoffice.com
Must have print ready work (jpg or pdf).

**Business card size:
\$35.00 per month**

Committee Chairs

associates liaison

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communications: newsletter/website/sponsorship

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Board Meetings are held on the first Wednesday of the month at 11:30am.

February - 2006

By-month

March- 2006

2nd - Education Symposium
Sponsored by: McKinstry

21st - Museum of Flight tour

April- 2006

25th - IFMA New Members Event

May - 2006

16th - Facility Tour; Port of Seattle, Pier 69

June- 2006

20th - IFMA Event TBA

July- 2006

18th - Facility Tour

August- 2006

Summer Break

September- 2006

13th - IFMA Annual Golf Event

October- 2006

17th - Chris & Eric's Excellent Adventure

November - 2006

20th - Tomorrow Space - IT Trends

December - 2006

TBA - IFMA Event

January - 2007

TBA - IFMA Event

Seattle News is published monthly by and for the members of the Greater Seattle Chapter of the International Facility Management Association (IFMA). Opinions expressed in Seattle News do not necessarily represent the views of the association, its members, or its Board Members.

IFMA is the premier professional association for facility management. Representing the largest community of FM professionals on the planet, IFMA membership comprises 18,000 facility professionals worldwide.

The Greater Seattle Chapter of IFMA serves to support our members on a local basis. Our Vision is to be an organization that fosters social interaction and opportunities for personal and professional growth within the facility management industry.

For more information or to contact us, please visit our website at www.ifmaseattle.org.

