

# NI In the News

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## June 3, 2014—Schaumburg Boomers

Take me out to the ball game!!!

NI IFMA is going to the Schaumburg Boomers game on June 3, 2014. The Boomers are playing the Frontier Greys. Game starts at 6:30.

Come out, network and enjoy a baseball game!!!!

When you arrive, check in with us. We will have a table outside of the stadium to pick up your tickets.

Reservations must be made by June 28th!

\*\*Please note that cash or check is accepted at the door or credit card via Cvent.

\*\*All no shows will be billed.



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# From the President....

For my last president's letter, I'd like to use some history of the Facilities Maintenance profession to frame some logical advice:

Wikipedia: "Stewardship is an ethic that embodies the responsible planning and management of resources. The concepts of stewardship can be applied to the environment, economics, health, property, information, theology, etc."

Long ago, some of the first facility managers were called "stewards". A steward was someone entrusted with an asset with the expectation of a return on investment. Often this asset was in the form of property such as a vineyard or plantation. Sometimes it included herds or flocks.

Key elements for successful stewardship were possessing a uniquely desired skill set and implementing good decisions to meet the desired goals. Often the steward was not paid a day rate or salary but was given a share of business growth on a yearly basis (hence, added incentive to perform). The steward typically lived on the owner's property like a head servant and had no set working hours. The steward was totally responsible for the property entrusted to his care.

Fast forward to today. We can easily relate to the "property management" elements of stewardship and most FM's would enjoy the benefits of such profit sharing. Perhaps some would be less enthusiastic about living at work, having no set hours or being paid on an annual basis.

Here are 10 Ways to be a successful "steward" of your facility:

10) Show ownership for your entrusted property. Vocalize, "These are my buildings" to your management team and take appropriate ownership in them.

9) Stay Relevant: seek knowledge that will enhance your ability, know what you stand for and why. Attaining FMP, CFM and SFP will give you a great base of knowledge to draw from.

8) Listen Twice; Talk Once. Since FM is a service industry, listening to the needs of your occupants will go a long way toward customer satisfaction.

7) Under Promise and Over Deliver. Here is where the rubber meets the road in outside the box thinking. Brainstorm your challenges and remove all the normal parameters to explore uncommon practices which may uncover exciting new results.

6) Develop Your Network! Need a quick answer- turn to a professional that's on your phone list. It's work building relationships, but the payoff will be tremendous.

5) Get Involved and "Pay It Forward". Get involved in charity work, mentoring or civic activities. These often lead to passions- the things which drive us in life to be and accomplish more.

4) Be Proactive not Reactive. Reputation is important. Being proactive takes more dedication, commitment and work, but on the upside of FM- it means less surprises and much better results.

3) Be a Long-Term Planner. I've never worked for a large company that planned more than a year or so ahead. The very basis of capital planning requires a 5, 10 and 25 year plan. Put this together for your company and they'll value your wisdom.

2) Stay on the Solution Side of Problems. This is a mindset issue that I am still challenged with daily. Resolve (put a reminder sign at your desk) to work on solutions rather than focusing on the "can't do's" and negative aspects. Be positive.



## President's Message Continued....

1) And the phrase that says: "Be Passionate; not Plastic". This is the heart of life and a great key to personal fulfillment. A good friend told me "If you find something to do that you're passionate about, you'll never work another day in your life."

My fellow IFMA members, it has been a pleasure serving as your Treasurer, VP and this past year as your President. I will soon pass the torch and settle in as one of the many Advisors of our chapter. I'm looking forward to chasing my passions and doing more work with mentoring in the coming years. I'm eager to help you out in any way I can. Don't hesitate to call me.

Bill  
Bill Lewis, CFM  
President  
630-981-4805  
[WilliamLewisCFM@gmail.com](mailto:WilliamLewisCFM@gmail.com)

# SAVE THE DATE JUNE 26TH NI IFMA ANNUAL GOLF OUTING. KLEIN CREEK



RAFFLE AND HOLE SPONSORSHIP,

**CONTACT:**

STEVE BLACK, [STEVE\\_BLACK@MOHAWKIND.COM](mailto:STEVE_BLACK@MOHAWKIND.COM)  
OR KATHY DALOIA CHAPTERADMINISTRATOR@IFMANI.ORG

## NI In the News

(NOTE: some of our best NI IN THE NEWS scoops come from folks simply reading a blog, newspaper or FM publication, or even directly from NI members themselves. So if you or your company have something to "blow your horn" about, email [chapteradministrator@ifmani.com](mailto:chapteradministrator@ifmani.com) and let us know. Space and editorial content permitting, we'll help you brag!)

Congratulations to NI member company, Tasty Catering of Elk Grove Village! They were one of four organizations who won the American Psychological Association's (APA) **2014 Psychologically Healthy Workplace** awards for "having a comprehensive set of workplace practices designed to meet the needs of both employees and organizations."

They accepted their award at APA's recent State Leadership Conference, and are featured in the May 2014 issue of *Monitor on Psychology*. The complete article is here <http://www.apa.org/monitor/2014/05/slc-employees.aspx>

More information about APA's healthy workplace program is available at [www.apaexcellence.org](http://www.apaexcellence.org)

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**Have a new product or service to share?  
How about an innovative way for solving a facility problem?  
Win any awards lately?  
We are always looking for articles for our newsletter!**

Please share with your fellow managers and associate members items of interest in your field.

**Article Guidelines:**

Article length between ½ page and 2 pages-can include pictures.

Written in Word format-no PDF.

Make sure you include credit information at end of article.

Submission due by the 20<sup>th</sup> BEFORE the month the newsletter is printed. For example, March newsletter needs articles by Feb. 20<sup>th</sup>. Otherwise, we will hold for following month.

Any ???Please contact Jan Wemple, Newsletter coordinator at:

[jwemple@moorelandscapes.com](mailto:jwemple@moorelandscapes.com) or 847-774-1250.

Or Kathy at: [chapteradministrator@ifmani.com](mailto:chapteradministrator@ifmani.com)





## Contractors vs. In House Staff

Facility managers must make decisions regarding whether to perform major repairs and projects using staff or to hire the work to consultants and contractors. Many times these decisions are based on budget alone. If funds are available the work is contracted out and if funding is not available, the other considerations that should be taken in account when making these decisions and failing to evaluate all the factors may lead to wasted resources and poor outcomes. Certainly, using in-house staff results to a lesser hit to the project budget than hiring a contractor, but at what cost to overall operations?

Preventive maintenance tasks are likely to be postponed or cancelled when the agency's maintenance staff members are otherwise occupied with projects and routine repairs. Almost everyone agrees on the benefits of an effective preventive maintenance program which include: longer equipment life; fewer unexpected failures; and increased operating efficiencies and performance. It has been reported that proper preventive maintenance results in 12 to 18 percent savings of energy costs. As the importance of sustainability increases, such energy savings should not be taken lightly. The problem is that it is nearly impossible to make direct correlations between preventive maintenance and these benefits. Therefore putting off the future benefits of preventive maintenance to free staff up to work on projects is often very appealing. Facility managers should carefully weigh all the costs of choosing to forgo preventive maintenance.

When deciding between staff and contractors, it must be determined if staff have the necessary equipment, tools, skills, and training to take on the project. Contractors may have specialized equipment or may be using the latest materials and techniques that can result in a better end product. Most agencies do not have large construction equipment or the operators necessary to use it. Many tasks can be more efficiently performed by craftsmen that do this work on a daily basis. Such factors may point in favor of contracting even though doing so costs more.

Another such factor is that of proper planning. Proper planning is the key to any successful project. Each hour of upfront planning can easily save four or more hours of project time. Unless the organization has, and is willing to commit the resources to perform the necessary planning, permitting, and procurement work, the project will likely end up costing more than expected and may have been better left in the hands of a competent consultant or engineer.

Other considerations are harder to measure. No one has more interest in seeing the job done well than the people that are going to have to repair and maintain it in the future. It is often said that contractors cut corners and do shoddy work, which is generally not a fair assessment.

It is in the contractor's best interest to perform quality work in order to have satisfied customers and a good relationship for future projects. Any contractor that operates otherwise is not going to be in business for very long. However, there are two

## Contractors vs In House Continued....

important differences between the contractor's interest and the owner's that result in the generally better outcomes when the work is completed by staff.

Profit is not just important to the contractor, it is a necessity. So if the contractor is faced with doing the job well and losing money or just doing it ok and staying in the black, it is understandable that the company may not get the best possible outcome. The second difference is that of time frame. Most contracts are written to require the contractor to repair or replace anything that has failed for a relatively short time frame; generally a one year warranty is offered by the contractor. When staff construct a project or install a building system, they or their co workers are going to be the ones maintaining that work throughout its life cycle. That is about the best motivation available to ensure that the job is done well and will be sustainable for years to come.

There can be compromises between contracting work or self perform that can result in considerable cost savings. One is to purchase as much of the equipment or materials directly from the manufacturer or supplier then provide it to the contractor for installation. Contractors typically mark up such purchases between 10 and 20 percent. By purchasing direct, the agency can save that mark up and in some cases there are additional tax savings as well. However, there is a downside as the risk of obtaining the materials is transferred from the contractor to the owner. If not done properly, the agency may find itself paying damages for delaying the work of the contractor. In addition the contractor might be forced to use a material they are not familiar with and a mistake could occur. Also there is a fair amount of work involved in procuring such materials and equipment. One must execute the purchase contracts, arrange for delivery and possible storage, and keep everything on schedule. But on the positive side these are tasks that most agencies perform on a regular basis and the savings obtained by performing them can be considerable.

Another compromise is to perform certain portions of the project with staff and contract the rest. Most companies have types of work that they are particularly good at. Removing this work from what is contracted can lower the cost of the contract considerably. Similarly, the agency can save money by performing certain aspects of the work that would otherwise require the contractor to hire subcontractors, such as saving a general contractor from having to hire a mechanical contractor to disassemble a cooling tower in order to coat the condensate pans. Regardless of what decision is reached regarding contracting versus using agency resources, better choices can be made when all factors and not just costs are considered.

*Submitted by IFMANI member Kevin Padera, Regional Director Midwest U.S., ENECON Corporation*

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*Website: [www.enecon.com](http://www.enecon.com)*

*ENECON is an American based company, using American sourced raw materials.*

*Using ENECON products keeps Americans working.*

*Thanks for your business.*



# Contractor of the Year

## 2014 Commercial HVAC Contractor of the Year, Air Comfort, Chicago, IL

### WHAT IS THE HVAC CONTRACTOR OF THE YEAR?

The [ContractingBusiness.com](http://ContractingBusiness.com) HVAC Contractor of the Year represents an elite group: a forward-thinking class of HVAC contractors who are dynamic and professional in every aspect of their business. They constantly seek new ways to improve their businesses through quality contracting, and they strive to maintain the highest levels of customer service.

These contractors maintain superior treatment of their employees, customers, and suppliers. They establish a reputation as providers of superior products and services. They have an eye on the future, and are aware of changing market conditions as they respond quickly to opportunities in their niche. These contractors follow strategic plans and maximize their returns on investment, and are always exploring new ways to improve their operations. They also maintain high levels of communication within their organizations.

Contractors of the Year are leaders of the HVAC industry. They're committed to their businesses and the industry, and aren't afraid to take calculated risks, and explore new market areas.

You may read their full story at ([Commercial HVAC Contractor of the Year: Air Comfort](http://ContractingBusiness.com/commercial-hvac/commercial-hvac-contractor-year-air-comfort).) <http://contractingbusiness.com/commercial-hvac/commercial-hvac-contractor-year-air-comfort>

*Air Comfort Corporation was founded in 1935 and became a distributor for Dr. Willis H. Carrier's air conditioning products. Today we are a full service, independent mechanical contractor focusing on heating, ventilation and air conditioning, contracting and specifically service, preventive maintenance, retrofit projects, equipment replacements and design/build projects. Air Comfort's NI IFMA representative is Jamie Budy, a service sales rep who has been with the company since 2005 and has been a member of NI IFMA since 2007. Check Air Comfort out at [www.aircomfort.com](http://www.aircomfort.com) or contact Jamie Budy at (708) 356-5055 or [budyj@aircomfort.com](mailto:budyj@aircomfort.com)*



Current IFMANI President, Bill Lewis, presented past President Kim Murphy a "Lifetime Achievement Award" for her dedication and hard work as a member of the Northern Illinois Chapter of IFMA.

*"I am absolutely humbled and honored to accept this award from IFMA NI. This organization is filled with amazing people and resources supporting the betterment and evolution of the Facility Management Profession and I'm proud to be associated with it. Thank you for this honor."*

Kim Murphy, LEED ID+C  
Healthcare Strategic Accounts Manager  
Mobile: 847-489-1880

## Marketing Coordinator

**Position Title:** Marketing Coordinator  
**Company Name:** Whitney Architects  
**Industry:** Architecture/Interior Design  
**Job Function:** Marketing Coordinator  
**Entry Level:** No  
**Location:** Oak Brook, IL  
**Job Type:** Full-Time  
**Min. Education:** BA/BS/Undergraduate  
**Min. Experience:** 3-5 Years

*Whitney, a 30-year-old company, celebrated their second year in new offices, which have enhanced collaboration and performance more than ever before. The restructuring has continued to foster an emerging transformation in the firm's culture, and developed solid partnerships with a growing list of major global corporations. This past year, Whitney placed number '91' on Interior Design Magazine's list of 'Design Giants', was named 'Interior Design Firm of the Year' at the Chicago Real Estate Awards, and was given the 'People's Choice Award' at the IIDA Red Awards.*

*The role of Marketing Coordinator will be filled by a dynamic, solution-oriented multi-tasker who will think ahead with all responsibilities. This role demands detailed organization and the ability to prioritize in a fast paced environment. They will approach their tasks with enthusiasm and positivity, and will maintain a reputable work ethic. Candidates will have the essential interpersonal skills needed to work with a wide variety of personnel and team members, including firm principals, project managers, and external consultants as necessary.*

### Overview – Goals of Whitney:

- To gain an exceptional, entrepreneurial individual to manage Whitney's marketing efforts, while demonstrating a sense of ownership through outstanding, self-motivated marketing support and service.
- To gain marketing and public relations services to uphold and heighten Whitney's position within the design industry.

### Responsibilities:

- Manages the day-to-day operations and critical marketing efforts of the firm, under the direction of the Principal in charge of Business Development.
- Is responsible for the maintenance of the marketing files (digital and print), including up to date RFPs, proposals and qualifications packages, interview and presentation materials, project photos, staff biographies and résumés, project profiles and data sheets, etc.
- Acts as process driver to manage, produce, and ensure the receipt of high quality, on-time, and accurate proposals, qualifications packages, presentations, and all other marketing files.
- Leads in production, including writing and editing, for proposals and company collateral.
- Creates in-house, or works with external consultants to develop marketing content as required.
- Key coordinator of award, publication, and press release submittals, including the tracking of schedules and procedures.
- Leads in the data gathering initiative to update résumés, references, project profiles, and external consultant information.
- Works with project teams to develop presentations, proposals, and pitches.

## Marketing Coordinator Continued...

- Leads the effort of photographing completed projects, including keeping track of budgets, schedules, and files.
- Acts as a point of contact regarding any and all marketing and public relations efforts.
- Works to maintain a consistent brand message through all messaging, PR, and event planning.

### Requirements:

- Ability to complete tasks with self-motivation; capable of independently handling various tasks simultaneously, prioritizing, and meeting tight deadlines.
- Inspired and innovative approach to problem solving: always looking to improve the delivery of our methodology and brand through marketing materials.
- Possesses practical critical thinking and interpersonal skills; Approaches challenges as a means to grow professionally.
- First-rate written and graphic communication skills; Ample ability to create original, effective content for marketing materials, including messaging, PR, press releases, and presentations as required.

### Education, Experience and Skills:

- The Marketing Coordinator will possess a minimum of a BA/BS degree in marketing, communications, or a related discipline, with 3 - 5 years of technical marketing experience for a design firm.
- Proficiency in InDesign, Photoshop, Illustrator, Microsoft Outlook, Word, Excel, and PowerPoint required.
- Experience and proficiency in the maintenance of web-based content and social media platforms is considered a strong asset.

*If you are interested in this position and wish to apply, please contact Mary Esche at 630.371.9907 or submit your résumé and cover letter to [mesche@whitney-architects.com](mailto:mesche@whitney-architects.com)*

## Facilities Manager

The Facilities Manager is responsible for the organization and coordination of office operations, procedures and resources to facilitate organizational effectiveness and efficiency at both the Chicago, IL and Branford, CT locations. The Manager will provide overall facilities support and service to departments and facilitates related procedures of the administrative support staff under the supervision of the COO.

### Essential Functions

- Develop a strategic partnership and relationship with leadership teams and interact and communicate on a regular basis in order to provide the facilities support necessary to achieve business objectives
- Manages the relationship with landlords, lease agents and tenant brokers
- Manages lease terms, negotiations and lease compliance
- On-call to respond to building-related emergencies
- Prepares disaster recovery strategy and administers the operationalization of that strategy
- Prepares documents to put out RFPs for all facilities-related work
- Project management and supervising and coordinating work of contractors
- Investigates availability and suitability of options for new properties
- Calculates and compares costs for required goods or services to achieve maximum value for money
- Plans for future development in line with strategic business objectives to include workforce planning data
- Manages and leads change to ensure minimum disruption to core activities
- Liaising with other tenants of shared commercial properties
- Directs and plans essential central services such as reception, security, maintenance, mail, archiving, cleaning, catering, waste disposal and recycling
- Ensures the building meets health and safety requirements
- Plans best allocation and utilization of space and resources including the reorganization of current space
- Responsible for validating that agreed work by staff or contractors has been completed satisfactorily and creates/owns punch list items
- Manage related RFP process and identify preferred vendors for office equipment, supplies and related inventory
- Work with HR to identify and integrate employee safety and security programs (e.g. evacuation plans, office access and related security) to maintain a safe and secure working environment
- Ad-hoc project work to support a dynamic, start-up work environment
- Must be able to travel up to 40%

### REQUIRED EDUCATION:

- Bachelor's Degree

### REQUIRED SKILLS AND EXPERIENCE:

- Minimum of 10 years of facilities management experience
- Multiple building/site management experience
- Proficiency in Microsoft Office including Word, Excel, PowerPoint and Outlook

### PREFERRED EDUCATION, SKILLS AND EXPERIENCE:

- LEED Certification
- Facilities Management certification

For more information, please contact: **Debbie Schaffner**, [Debbie.schaffner@randstadusa.com](mailto:Debbie.schaffner@randstadusa.com), 847-527-6117

## Chief Engineer Position

**Job Title**

OS - Chief Engineer Kraft Glenview

**Education**

High School or GED

**Job Description****Position Summary**

Supervise, control, direct, administer and coordinate all engineering operations and mechanical/electrical maintenance of the facility under the general direction of building management and the ABM Engineering Manager.

**Essential Duties**

Supervise the performance and maintenance of all mechanical, electrical and craft services, ensuring operation within design capabilities and achieving proper environmental conditions prescribed by Building Management.

- Oversee and supervise the efficient operation of the facility equipment and systems.
- Perform requisite daily communication with Building Management on matters relating to the services performed.
- Develop operating instructions and procedures for equipment and systems.
- Strive toward a goal of zero down-time in operations by virtue of reliable system performance.
- Prepare operating budgets relative to the Engineering Department.
- Together with the ABM Engineering Branch Manager, implement and conduct training programs for operating the facility equipment and systems.

*Continued on next page...*

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# Welcome New Members!

Andrew Allan

Schwartz Brothers Insurance

Peter Papanikolau

Pace Suburban Bus

Tracy Sinno

AeraMaxPRO by Fellowes

- Establish and maintain periodic operational testing schedules for critical systems and equipment.
- Administer an effective and accountable preventative maintenance system tailored to the facility.
- Evaluate all equipment and systems operationally and provide the customer with a list of deficiency items and recommendations for improvement.
- Monitor and supervise subcontracted jobs to outside concerns when it is not practical for them to be performed in-house, or as may be requested by Building Management.
- Implement and monitor an effective energy conservation and management program to ensure measures are taken to keep operating costs at a minimum.
- Possess the requisite licenses and permits required by local laws and ordinances to operate, repair and maintain the facility equipment and systems.
- Ensure that the on-site staff conforms to all local laws, codes and regulations.
- In conjunction with Building Management, establish a program for the acquisition, storage and accountability of all operating materials, tools and equipment. Establish a customer approved inventory control system.
- Develop and maintain a work order system for the control and assignment of all on-call and unscheduled services requested by the customer. This system is to include the work performed, where applied, personnel assignments, time and material estimates, and authorization.
- Ensure that work responsibilities are allocated properly among subordinates by developing and implementing manpower schedules and work methods and procedures that are designed to obtain low cost and efficient operation.
- Establish performance standards for each phase of work, adhering to standard practices and quality levels.
- Carry out policies and procedures of the customer and ABM Engineering Services concerning safety, administrative requirements, standards, practices and work methods.
- Perform any additional duties on an as required basis where such duties are within the scope of contractual limitations.
- Minimum of five (5) years experience in the implementation of the above.\*Job duties may be modified at any time.

### **Minimum Requirements**

#### **Education (preferred but not required)**

Two years of college  
Apprenticeship training

#### **Licensing**

EPA - refrigerant  
Licensed for equipment - responsible per job location  
City of Chicago Stationary Engineer's License

#### **Location**

60093, IL US (Primary)

ABM IS AN EQUAL EMPLOYMENT OPPORTUNITY/AFFIRMATIVE ACTION EMPLOYER  
(MINORITY FEMALE/VETERAN/DISABILITY)  
<https://abm.mua.hrdepartment.com/hr/ats/JobSeeker/applyTo/1050>



## Senior Facility Manager - IL - (1401054)

### Job Summary

We are seeking a full time Senior Facilities Manager for a client facility. The successful candidate will lead a team responsible for all facilities operations activities for the assigned site and well as take the lead role in portfolio wide procurement activities. This is an exciting opportunity for an individual who is high energy with a great attitude!

### Principal Responsibilities

- Manage facility operations for 700,000+ square foot commercial office campus and a staff of employees, including AFM, facility technicians and third party contractors.

Develop and implement annual budget with quarterly reforecasts.

Oversee operations, including: mechanical, electrical, plumbing, critical systems maintenance, work order management, conference and meeting set-ups, furniture, housekeeping, security, food services, energy and landscaping management.

Oversee work order system and predictive and preventative maintenance programs using the CMMS (computerized maintenance management system).

- At a site level in conjunction with the Account Manager, develop sourcing strategies, supplier communications, RFP's, cost analytics, category strategies, deal negotiations (contract terms and conditions, scopes of work, pricing, service levels, etc.), and contract administration.

Prepare monthly reports, quarterly reports, annual budgets, and other reports as required.

Manage actual costs against budget and prepare variance analysis monthly.

Working with chief operating engineer, oversee monitoring and operation of building, infrastructure, systems and equipment.

Maintain and foster good vendor relations with third party contractors relative to mechanical, electrical and plumbing systems, general housekeeping and other property infrastructure.

Conduct monthly inspections and quarterly audits of property.

Respond to emergencies and perform tasks required for protection of property and well-being of occupants.

Provide hands on, high touch customer service to diverse client base. Must have experience dealing with C Suite.

### Qualifications

Four year college/university degree required; or at least 12 years of facility management experience including at least 3 years at the level of Facility Manager

CFM, FMA industry certifications recommended; other Engineering, Business or technical training or certifications a plus.

A minimum of 7 years commercial high-rise, campus environment, and/or property portfolio management experience required (with a 4-year degree).

**Facilities procurement experience as a third party provider or end user, sourcing services includ-**

Facilities procurement experience as a third party provider or end user, sourcing services including landscaping, HVAC maintenance, predictive maintenance, janitorial services, etc., in union and non-union environments.

Must have both breadth and depth of experience in construction methodology, engineering and all facets of property operation and building management.

Experience with event planning and organization a plus.

#### Skills

Must have strong management and leadership skills and experience with human resource and performance management processes.

Excellent technical, interpersonal, and analytical skills required.

Excellent written and oral communications skills required.

- **Good** leadership and social-interpersonal skills.
- **Strong** working knowledge of Microsoft Word, Excel, PowerPoint, Adobe Acrobat, and familiarity with web-based property accounting systems such as Yardi or similar system as well as familiarity with Integrated Workplace Management Systems.

#### Education

Four-year degree in business or related field

CFM, CPM, FMA, RPA all pluses.

To apply, go to [www.cushmanwakefield.com](http://www.cushmanwakefield.com). Click on careers. Search career opportunities and search job listing number 1401054.

## WANT TO EARN SOME IFMA BUCKS? IFMA BUCKS?



### What the Heck are those...

The Northern Illinois Chapter of IFMA has an incentive program designed to encourage participation and increase membership. The program enables you to accumulate IFMA BUCKS which are redeemable at an event featuring an auction where you use the BUCKS you have earned to bid on a variety of great prizes, such as hotel and dinner packages, furniture, sports tickets and other fantastic gifts. The program was created to encourage and reward you for taking part in all IFMA functions and to motivate you to **bring new members to the Chapter.**

### NEW THIS YEAR 2014

This year, at our annual associate showcase, IFMA bucks redemption will work a bit differently. For every \$10,000 IFMA bucks you have, you will receive a raffle ticket. Each prize will have a bag in front of it. If you want to try to win that prize, drop your raffle tickets in that bag.

### HOW TO EARN IFMA BUCKS? See chart on the following page - HEY PROFESSIONAL MEMBERS - WANT SOME MORE EARNING OPPORTUNITIES? TRY THIS...

#### Five for Five

Spend 5 minutes with an Associate Member learning about their service or product and earn \$5,000 IFMA Bucks! (\$100,000 Cap)

\* Associate member to contact Membership Committee

#### Bid Inclusion/Meeting

Offer an Associate the opportunity to bid on one of your projects or schedule a meeting with an Associate to discuss their value to your business and earn \$10,000 IFMA Bucks for each opportunity! (\$100,000 Cap)

\*Associate member to contact Membership Committee

#### JOIN IN THE FUN

“Rules & Regulations”

- (1) The program is open to all IFMA Northern Illinois members.
- (2) Bucks are only good through the current year....July 2013—August 2014.
- (3) Lost IFMA Bucks are not replaceable.

Join a Member	\$10,000
Renew Your Membership	\$10,000
Refer a New Prof Member	\$20,000
Refer a New Assoc Member	\$10,000
Bring a Non-Member Prof. Guest to a Function	\$10,000
Earn Your CFM	\$25,000
Attend a Monthly Chapter Meeting	\$ 5,000
Attend a Chapter Educational Seminar	\$10,000
Attend a Chapter Social Event (e.g. Golf Outing)	\$ 5,000
Attend an Educational Offering by IFMA International	\$10,000
Attend World Workplace	\$20,000
Serve as a Chapter Officer	\$35,000
Serve as a Committee Co-Chair	\$30,000
Serve on a Committee	\$20,000
Attend Facility Fusion	\$20,000
Write a Newsletter Article	\$50,000
Participate in a Community Service Event	\$10,000
Speak at a Chapter Mtg., Program or Seminar	\$20,000
Participate in a Survey	\$ 5,000
Host a Chapter Function	\$20,000
Post a Job Opening on Chapter Internet Site	\$10,000
Refer a Company who posts a job opening on the Site	\$ 5,000
**NEW** Purchase a Meeting Punch Card (Increased from \$5,000) Still earn your meeting bucks for each meeting.	\$10,000
S	
Note: Special awards of IFMA Bucks may be given by the president to recognize work on special assignments.	
Other opportunities may be added so stay tuned.	\$\$\$

# THE NORTHERN ILLINOIS CHAPTER OF IFMA

## The 25th ANNUAL GOLF AND CHARITY OUTING

Klein Creek  
Golf Club  
1N333 Pleasant Hill  
Rd  
Winfield, IL 60190



**Date:** **Thursday, June 26, 2014**

**Time:** 11:30 am Begin Registration  
1:00 pm Golf Outing Shotgun Scramble format!!  
6:30-10:00pm Cocktails and Dinner

**Details:** Price includes: greens, electric cart, lunch, and dinner. Raffle tickets will be sold on the greens and at dinner. Fabulous raffle prizes will be drawn after dinner.

**Note:** **\*\*\*Don't Delay!\*\*\***  
We can only accept the first 144 confirmed reservations.

ALL MONIES COLLECTED FROM THE RAFFLE WILL  
BE DONATED TO:

Contact:

Steve Black  
The Mohawk Group  
Phone: 630.816.0587  
[steve\\_black@mohawkind.com](mailto:steve_black@mohawkind.com)

If not registering on line:

Kathy Daloia  
IFMA NI Administrador  
P.O. Box 4893  
Buffalo Grove, IL 60089-4893  
Phone: 847.821.8243  
Fax: 847.307-8472  
[chapteradministrator@ifmani.com](mailto:chapteradministrator@ifmani.com)

_____ Golf, Lunch & Dinner @ \$195 each (sign a complete foursome and save \$30)	Total: \$ _____
_____ 4 Golf, Lunch & Dinner @ \$750 (sign a complete foursome and save \$30)	Total: \$ _____
_____ Golf and Lunch Only @ \$145 each	Total: \$ _____
_____ Dinner Only \$60 each	Total: \$ _____
_____ Lunch Only \$45 each	Total: \$ _____

*Golf includes a complimentary future free round of golf and cart. A \$70 value!!  
Please list other golfers you wish to play with or a foursome will be set up by the committee. Thank YOU!*

1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_ 4. \_\_\_\_\_

Name: \_\_\_\_\_ Company Name: \_\_\_\_\_

Address: \_\_\_\_\_ Telephone: \_\_\_\_\_

# June 2014

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

## Schedule of Events

- June 3—Schaumburg Boomers Game
- July 1—Allstate
- August 5—IFMA NI Auction
- September 2—TBD
- October 7—Kayhan International
- November 4—Experian
- December 2—IFMA NI Holiday Dinner

## FROM CHICAGO

Continue on Chicago-Kansas City Expy, Eisenhower Expy West (I-290 W, IL-110 W).

Keep right onto Eisenhower Expy West (I-290 W) at exit #15B toward I-294 N/Milwaukee/Rockford.

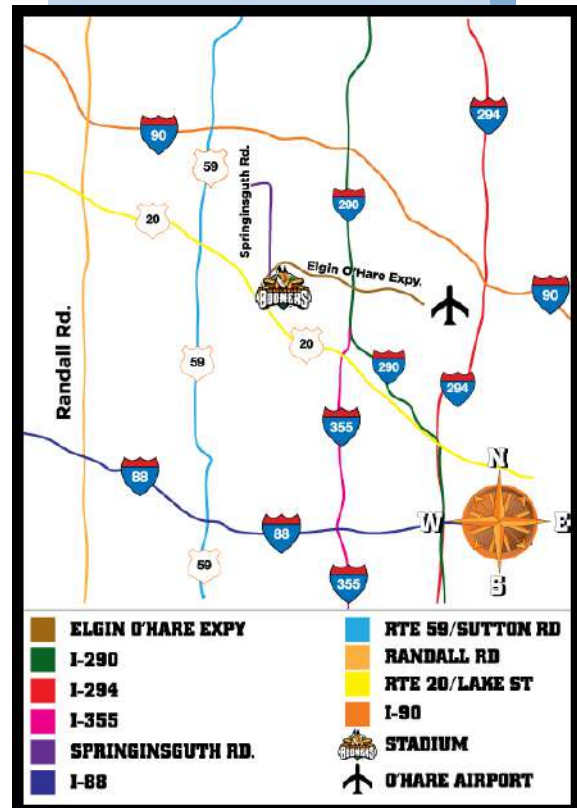
Take exit #5/Thorndale Ave.

Turn left onto Thorndale Ave (CR-26 W) toward Elgin-O'hare Expressway.

Continue on Elgin Ohare Expy W toward IL-53 S.

Take ramp toward IL-19/Irving Park Rd/Springinsguth Rd.

Turn left onto S Springinsguth Rd.







**IFMA™ Northern Illinois Chapter**  
International Facility Management Association

To provide exceptional education, networking, career development, and leadership opportunities that support and advance the Facility Management profession in Northern Illinois.

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Northern Illinois IFMA  
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