



Hello, fellow IFMA members!

Welcome to the new dynamic Kansas City IFMA newsletter. We hope you like this new publication method... It can be a fast read if you're just looking for highlights, but if you want to see more in-depth information, just click on the link for "the rest of the story".

## IFMA 25th Anniversary Celebration

### 11/4/05: Invitation to the Celebration

A graphic invitation for the IFMA 25th Anniversary Celebration. It features the IFMA logo at the top, followed by the text "It's Time To Celebrate!". The event details include: Tuesday, December 13, 2005, 6:30p - 10:30p (Black Tie Optional), Longview Mansion, 3761 SW Longview Road, Lee Summit, MO 64081. The ticket price is \$25 per person, with prepay required by November 28. Directions are provided: Take I-470 to View High Drive (Exit 5), South (two miles). The text below the graphic reads: "The Kansas City Chapter of IFMA cordially invites you to celebrate the 25th Anniversary of the International Facility Management Association." It lists activities: Silent Auction, Cocktails & Dinner, Dancing to "Grand Marquis" band, Cash Bar, and much more.... It also states: "Proceeds from the auction will go to support the IFMA Scholarship fund and the American Red Cross." There is a small silhouette of a person dancing to the right of the text.

**IFMA**  
**It's Time To Celebrate!**  
Tuesday, December 13, 2005  
6:30p - 10:30p  
(Black Tie Optional)  
Longview Mansion  
3761 SW Longview Road  
Lee Summit, MO 64081  
**Silver Belts**  
\$25 per person  
Prepay required by November 28  
Directions:  
Take I-470 to View High Drive (Exit 5), South (two miles)

The Kansas City Chapter of IFMA cordially invites you to celebrate the 25<sup>th</sup> Anniversary of the International Facility Management Association.

Silent Auction  
Cocktails & Dinner  
Dancing to "Grand Marquis" band  
Cash Bar  
and much more....

Proceeds from the auction will go to support the IFMA Scholarship fund and the American Red Cross

[back to top](#)

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## Focus Feature

### 11/2/05: Longview Farms - Anniversary Celebration Location



Developer, Gale Communities, Inc. will continue with the restoration of the Mansion, which was

the country estate for R.A. Long, a local lumber baron and philanthropist. Long spent most of his time in Kansas City,

where he also built the city's first skyscraper at 10th and Grand, and made his home at Corinthian Hall, which now houses the Kansas City Museum. As the Long-Bell Company grew, R.A. Long needed to find a place to relax and rejuvenate from his hectic business life. He began envisioning a country estate with one of America's finest farms, which lead him to start looking for land that reminded him of his youthful years spent in Kentucky. At age 62, Long commissioned architect Henry Hoyt to start designing the country residence, a home for the farm manager, a show horse barn, a workhorse barn, a dairy barn and a hotel to house the farm workers. Hailed as "the world's most beautiful farm", Longview's construction began in 1913 and was completed eighteen months later. More than 50 Belgian craftsmen and 200 Sicilian stonemasons transformed the 1,780 acres into stately buildings and manicured lawns and gardens, as well as a fully functioning dairy farm, providing an idyllic setting for the Long children, Loula and Sally. Loula quickly adapted to the farm, where her love of horses and competition won her international acclaim. She became well known in social circles and attracted many suitors; however, in June of 1917, Loula took a local banker and minister's son as her husband. Loula Long and her husband, Robert Pryor Combs, lived at Longview and for 65 years, competed in international horse shows in New York, Canada, and England. Her successes won her the title of "Queen of the American Royal".

Years later, Loula and her sister, Sally America Long Ellis, donated the estate to Longview Community College, where it continues to grow as one of the areas many venues of academia. Other parcels of the farm have been developed into thriving neighborhoods and together with the current revitalization by Gale Communities, Inc, are emerging as "The New Longview".

Today, Longview Mansion is Kansas City's premier estate for weddings and special events, which will play host to our local IFMA chapter's special 25th Anniversary Celebration on Tuesday, December 13 at 6:30p. Plan to attend this grand event, featuring a silent auction to benefit the IFMA Scholarship Fund and the American Red Cross, who needs your generous support to continue its efforts in aiding those who were devastated by this year's natural disasters.

[back to top](#)

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## November Lunch Program

### 11/4/05: November 15 Lunch Program 11:30 am to 1pm

On November 15th mark your calendars. KC IFMA will provide a dynamic one hour lunch presentation followed up with a 3 hour (CEU accredited) seminar that defines "best value" procurement systems, PIPS/IMT. Dean T. Kashiwagi, Ph.D., P.E. a leading expert and researcher in performance and information based "best value" procurement systems, the measurement of information, industry stability and sustainability, supply chain management and outsourcing theory. Dean has performed over \$4.75M in research over the past 10 years, testing state of the art processes. He has published 23 journal articles, 71 national/international conference papers and 42 other publications. Dean is the author of the Performance Information Procurement System (PIPS). It has been used to perform 391 procurements of over \$231M of construction (a ten year span) and has a 98% performance rating (on time, on budget, meets owners expectations). Dean is also the author of Information Measurement Theory (IMT), the theory which measures performance to predict future outcomes. The PIPS/IMT minimizes the owner's project and construction management by as much as 80%, Dean's research has resulted in the identification that efficiency on both the owner and contractor's operation is required for a win-win environment. This is one of the few documented processes that brings better value for the owner and maximizes efficiency of the contractor.

#### Objectives covered during lunch (1 hr):

- Current industry trends (Low-Bid, Performance-Based, and Negotiated Bid)
- The correlation between specifications and low performance
- Components of a sustainable industry
- Efficiency must deliver best value for the owner and maximize vendor profit

Location: Marriott, downtown

Members Costs: \$35 – ½ day session, \$15 lunch or both for \$45

Guests Costs: \$40 – ½ day session, \$20 lunch or both for \$55

[back to top](#)

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## November Educational Seminar

### 11/2/05: November 15 Educational Seminar 1:30 pm - 4:30 pm

Presented by: Dean Kashiwagi, Ph.D., PE, is the Director of the Performance Based Studies Research Group (PBSRG,) a research group of best value procurement methods at Arizona State University. Dean is one of the foremost experts in optimizing construction performance. He has performed over \$4.8M in research over the past 12 years, testing state of the art processes in over 406 tests. Dean has published 23 journal articles, 76 national/international conference papers, and 42 other publications.

SUMMARY: Learn how to use best-value concepts to procure contractors/systems that cost less and result in higher performance (finish on time, no change orders, and with very high quality) even in a low-bid environment.

Objectives for the afternoon session:

- The Performance Information Procurement System (PIPS)
- Creating a sustainable model for the client's construction / project management
- How to identify high performing contractors
- How to increase quality and contractor performance without spending more
- How to apply Six Sigma in the construction industry
- How to respond to performance based procurement
- Implementation plan (procurement)
- Roles for designers, contractors, and owners
- Case studies given

[back to top](#)

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## Committee Report

### 11/2/05: Education Committee Report

Most seminars will consist of a half-day program with breakfast or lunch provided, however some seminars may be a full-day in length because of the information presented. Due to the wide array of topics and participant target (beginner, intermediate, advanced) we guarantee you will find seminars a benefit to your professional career.

As a member of the KC IFMA Chapter you have access to these educational opportunities every quarter so make sure to take advantage and build your personal worth by building your knowledge base.

"Luck is a dividend of sweat. The more you sweat, the luckier you get." Ray Kroc, McDonald's founder Have you done your mental sweating today? We are in the information age and those with the information are those with the power. The Education Committee is focused on providing you with opportunities to advance your career by increasing your knowledge. We always need to know what interests you, so email, fax, or phone any ideas for seminars to us.

"We make a living by what we get. We make a life by what we give." Winston Churchill Its time to give!!! The Education Committee is in need of your service. We are looking for individuals to serve on the committee. If you have any interest in giving to your local chapter contact us immediately so we can answer any questions.

**Contact:** Matt Knopke, VP of Education  
**Contact Email:** [kcifmaeducation@gmail.com](mailto:kcifmaeducation@gmail.com)  
**Contact Phone:** 816-231-1001

[back to top](#)

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## International News

### 11/4/05: Membership Drive

Members are more likely to participate if they have a friend or colleague who can participate as well. Additionally, members who actively use their benefits are also more likely to stay members. Increasing satisfaction, retaining our current membership base, and reaching out to new audiences are three key goals IFMA has set for the year.

How will the Member Get A Prospect campaign work?

CAMPAIGN NAME: IFMA Membership – Building the Future One Member at a Time. Our Member Get A Prospect campaign has successfully brought in many new names in the past. The last campaign added 700 prospects to IFMA's database and almost 100 new members. This year, IFMA has a goal of 1,000 new prospects and 300 new members.

How are we going to accomplish that? IFMA plans to involve chapters and councils more in the nominating process and to do more targeted and efficient marketing to the prospects.

How can chapters participate this year? The campaign kicked into high gear at World Workplace 2005, where members stopped by the IFMA booth and nominated their nonmember colleagues for membership. We want chapters and individual members to nominate colleagues they feel would benefit from all that IFMA offers. If a member nominates at least three individuals, their name is automatically entered into a drawing to win the Grand Prize – an all expense paid trip to World Workplace 2006 in sunny San Diego, Calif. The chapter or council with the highest percentage of professional membership growth during the campaign period (November through April 30, 2006) will also receive a prize – a World Workplace registration to use as they see fit. Members are now able to nominate prospects on IFMA's Web site via an online nomination form. At the conclusion of the campaign, IFMA will begin communicating with prospects about the benefits and value of IFMA membership. Working collaboratively to market and grow membership strengthens IFMA's position as the premier association for facility management and advances the FM profession.

We look forward to your participation in this year's campaign. For more information on this exciting opportunity, contact Barbara Zlatnik ([Barbara.zlatnik@ifma.org](mailto:Barbara.zlatnik@ifma.org) or 1-713-623-4362).

### 11/4/05: IFMA Newsreel

The Corporate Real Estate Council was established. IFMA launched the Member's Choice program Association-wide, FM Audio Seminars, and certification self assessment testing online. IFMA Headquarters had 42 staff members. 10 members joined the ranks of IFMA Fellows.

2004 – Sheila Sheridan, CFM, CPM, CFMJ was president; she was the first chair to be elected a second term. IFMA launched new designation Facility Management Professional (FMP). The Airport Council was established. IFMA Headquarters had 42 staff members. 3 IFMA Fellows were named.

2005 – Joseph M. (Matt) Dawson was president. IFMA Headquarters had 44 staff members. Membership stands at more than 18,000. 1 Chapter was chartered.

[back to top](#)

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## President's Podium

### 11/04/05: World WorkPlace 2005

The IFMA Foundation Gala provided a narrated trolley tour of Philadelphia, and even in the rain, gave a grand overview of what was available to see and do. There were plenty of soft pretzels, TastyKakes, and liquid refreshment on board, and the service was wonderful!

Both the Opening and Closing keynote addresses were invigorating, and geared toward our leadership roles in our own organizations. The classes were as usual individualized to the goals of the membership, and there were plenty of choices to meet our needs. The EXPO hall was completely full, and the vendors were eager to help each of us by providing solutions to our challenges. We had only to ask!



The final evening, Teena Shouse, General Manager, Employee Services at Sprint, took the oath of office as Chair of the International Facility Management Association. There were, of course, other events, but they paled in comparison! The Kansas City Chapter helped Teena celebrate with noisemakers of various kinds, and the rest of the banquet hall knew we were there.

If you missed this year's World Workplace, it's a MUST for next year. I hope to see you all in San Diego, October 8-10, 2006. ...oh, and for a laugh or two, check out a few of the pics I snapped that are posted under 'Members' and 'Photo Gallery' on the website!!!

[back to top](#)

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# Quik Piks

11/04/05: World WorkPlace 2005



11/04/05: World WorkPlace 2005



11/4/05: World WorkPlace 2005



### **11/04/05: Mummer Parade**



### **11/4/05: Expo**



[back to top](#)

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## **Other Upcoming Events**

### **11/4/05: Audio Seminar November 17, 11:45 - 1:00 p.m.**

In this audio seminar, learn how to sell your needs in five dimensions (5-D). Review the key points of each dimension. Gain an understanding of how these familiar strategies can be more effective when put together in one organized presentation. Explore how the 5-D presentation increases the likelihood of receiving scarce resources, including what works and what doesn't, as well as the best way to create a template for implementing the 5-D presentation in your

organization.

[back to top](#)

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More photos from World WorkPlace are posted in the photo gallery section of the website, under the Members tab.