The Nominating Committee, led by Immediate Past President Bill Elvey, is pleased to present the selected slate of officers for the 2010-2011 elections:

**2010-2011 candidates for APPA office**

**President-elect:**
David Gray  
Middle Tennessee State University  
SRAPPA

**VP for information and research:**
Darryl Boyce  
Carleton University (ON)  
ERAPPA

**VP for professional development:**
Shawna Rowley  
Weber State University (UT)  
RMA

David Millay  
University of Arkansas at Little Rock  
CAPPA

Randolph Hare  
Washington & Lee University (VA)  
SRAPPA

Glenn Smith  
Bryn Mawr College (PA)  
ERAPPA

Dr. Jewell Winn  
Tennessee State University  
SRAPPA

Voting is scheduled to begin in early April 2010 and will be open to primary/institutional representatives. Those eligible to vote will be able to do so online, or via paper ballot.

Please note that the primary/institutional representative will have the option of having an associate member vote on their behalf via proxy (only one vote will be accepted from each institution). The associate member with proxy rights has been listed on the dues notice. If you wish to change the person listed, contact Santianna Stewart, membership & outreach manager, at 703-684-1446 ext. 246, or at santianna@appa.org.

Additionally, APPA is scheduled to hold a webinar, allowing the candidates more exposure and interaction with the members. Please look for details, updates, and additional information on the APPA website, via e-mails, and in Inside APPA, APPA’s biweekly e-newsletter.

If you have any questions, contact Anita Dosik, anita@appa.org or 703-542-3837.

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**Dues notices**

**APPA membership renewal notices sent – pay by mail or online!**

The 2010-2011 APPA membership year begins April 1, 2010 and runs through March 31, 2011. Renewal notices and invoices were mailed in February to all APPA international and regional members. Please note that APPA now accepts dues payments by major credit card through the APPA website at www.appa.org via myAPPA, your personalized APPA website account. Institutional, International, and Affiliate member organizations should also take note that their membership renewal invoices will identify the names of individuals authorized to vote in APPA’s upcoming 2010-2011 officer elections.

**Order BOK**

APPA Institutional, Business Partner, Affiliate, and International members, please take note: Your dues renewal invoice includes an option to add a 12-month subscription to the APPA Body of Knowledge (BOK). This exciting new online service from APPA provides 24/7 access to the ultimate source of information and learning for the education facilities professional. The basis for the BOK is the popular APPA publication entitled Facilities Management: A Manual for Plant Administration – APPA’s major reference books published in three editions since 1984. The paid subscription makes the BOK accessible to anyone at your institution or organization for 12 months. Please visit http://appa.org/bok/ for more information about this new APPA resource.

**APPA’s new online directory**

APPA’s new online membership directory is updated on-the-fly so you’ll always have the latest and most current contact information on your friends and colleagues.

The directory is accessible online to all members, and includes links to all of the information you’re used to accessing through the prior directories, such as APPA programs, leadership information, APPA awards, and staff contacts. Search the directory by logging into myAPPA at www.appa.org.
The 2008-09 Facilities Performance Indicators Report is available at no cost to all APPA members who participated in the survey, or for purchase through the APPA website for all others. The newly enhanced report is based on an extensive data collection effort (over a 75 percent increase over last year) for the 2008-09 fiscal year. Anyone with access to the 2008-09 Web-based FPI report will be able to view data from 2008-09, 2007-08, 2006-07, 2005-06, and the new set of Executive Level Dashboards.

- APPA Member Participant – FREE
- APPA Member Non-Participant - $500
- Nonmember Participant - $895

Accessing the report allows your institution to identify up to five users who can view your report. In addition, you’ll have access to the newly created Executive Level Dashboards as well as the newly enhanced Executive Level Presentation and Report Dashboards. The report will be available this spring.

APPA will be hosting new FPI Report webinars which will help you discover how to access various reports, indicators and results. Visit http://www.appa.org/research/fpi/webinar.cfm to view a complete listing of existing and upcoming FPI Report webinars.
PROFESSIONAL DEVELOPMENT

Supervisor’s Toolkit
(Cosponsored by RMA)
April 18-22, 2010
Tuition: $825 per person
CEUs: 3.0 Units Available
PDHs: 30 Hours Available

The educational facilities workplace has been transformed in recent years by a variety of forces. Intense competition, advancing technology, changing values, and a global economy have created new possibilities as well as challenges. This transformation is changing the nature of management and the roles of supervisors. Supervisors must develop a systematic approach toward organizing, managing, motivating, and meeting customer expectations. The traditional role of the supervisor/manager is no longer adequate. The new business environment demands leadership. Register your employees today for this ever popular professional development offering that give a supervisor at any level exactly what they need!

Selling Yourself & Your Organization
April 18 – 19, 2010
Tuition: $395 Members / $595 Nonmembers
CEUs: 1.25 Units Available
PDHs: 12 Hours Available

Learn how to get to “yes” with your requests. Whether it’s trying to convince your board of directors that deferred maintenance is really a big deal or that additional money spent on the new science building’s HVAC system will have a significant life-cycle payback, or trying to convince your boss that additional grounds-keepers will boost admissions, getting your point across clearly, succinctly and convincingly is critical to the success of your department’s efforts. Just how do you go about identifying needs and perceived/real benefits? How can you be convincing, presenting information that your boss and your board will relate to? Who are your sponsors and champions? What is “board speak”? Come to this highly interactive day and a half session. Learn from the trainers and yourselves and contribute your insights about getting to “yes” with your requests. It won’t be dull!

Execution at the Speed of Trust
April 22, 2010
Tuition: $395 Members / $595 Nonmembers
CEUs: 1.0 Unit Available
PDHs: 8 Hours Available

Trust-related problems like redundancy, bureaucracy, fraud, and turnover put the skids on productivity, divert resources, squander opportunities, and chip away at a company’s brand. On the other hand, leaders who make building trust an explicit goal of their jobs elevate trust to a strategic advantage—accelerating growth, enhancing innovation, improving collaboration and execution, and increasing shareholder value. Join us for this highly interactive workshop that engages leaders at all levels in the real work of identifying and closing the trust gaps that exist in your organization. This one-day session will allow you to:
• Choose to make building trust an explicit goal of their work.
• Learn how others perceive their trustworthiness from their personal tQ™ Report.
• Understand the real, measurable Trust Taxes they might be paying without realizing it.
• Change Trust Taxes to Trust Dividends, which are the benefits that come from growing trusting relationships.
• Make action plans for Building Trust Accounts with all key stakeholders.

Seats are limited! Register today!

APPA BOOKSTORE

New APPA Publication! Coming in April!
Strategic Capital Development: The New Model for Campus Investment by Harvey H. Kaiser and Eva Klein

APPA’s newest book, Strategic Capital Development: The New Model for Campus Investment, presents a bold approach for planning capital investments from a strategic and long-range perspective. The authors combine their extensive higher education experience, and their specific work of the last decade to improve capital planning and decision-making, to make a case for a new model in which they seek to balance idealism with pragmatism. They define stewardship principles necessary to create and sustain a physical plant that is responsive to institutional strategies and functions; remains attractive to faculty and students; and optimizes available resources.

The book is organized into three parts:
• Part 1—provides a summary of how capital planning and fund-