

Small actions today



Make a big  
difference tomorrow.

Whether it's one door or one building,  
Ingersoll Rand can help grow your campus security.

**One day. One action. One thing at a time.**

[securitytechnologies.ingersollrand.com/education](http://securitytechnologies.ingersollrand.com/education)

© 2010 Ingersoll Rand



# Power to the Network

By John Bernhards

*Here are three steps you can take to fully utilize the "APPA Network" and get full value from your APPA membership now – and for years to come.*

## NETWORK THROUGHOUT THE YEAR

APPA 2010 was one of the most well attended APPA annual conferences in ten years. Despite a challenging economy, APPA members came out in full to Boston, and the energy and excitement was clearly evident throughout the Seaport Hotel's conference

attending, the most common response was this: "In addition to the session content, I am here because I need to NETWORK with my colleagues and share ideas."

Now, more than ever, members are seeking out one another to dialogue and share information. Certainly, the APPA conference and other program events such as the Institute, the Leadership Academy, and the Supervisor's Toolkit are all perfect settings for professional networking. But as a member, are you also taking advantage

**DON'T MAKE YOUR NETWORK EXPERIENCE JUST AN "ANNUAL" EVENT – CONNECT AS MUCH AS YOU WANT AND AS OFTEN AS YOU CAN THROUGHOUT THE YEAR, AND PUT THE POWER OF THE APPA NETWORK BEHIND YOU.**

center from July 14-16. The conference session speakers represented a diversity of ideas and perspectives, and the speaker rostrum included not only educational facilities leaders, but also college presidents, a university system chancellor, the media, college communications directors, consulting companies, and others from throughout the education community. Sustainability, campus security, the economy, succession planning and the future of the profession provided the perfect blend of subject matter for this year's conference program.

During informal, one-on-one conversations I had with many of the 500+ attendees, the message was quite clear: when asked for their chief reason for

of the peer-to-peer networking available at home and the office? Here are some suggestions for you: Take advantage of the APPAinfo Discussion List, found at [www.appa.org/discussionlists](http://www.appa.org/discussionlists). Over 1,050 of your peers are actively enrolled in this APPA service. Throw any question that comes to mind to the discussion list, and you will quickly receive thoughtful responses from other members who will share their experiences and offer their professional recommendation.

Here is yet another opportunity: make full use of the APPA online Membership Directory. Use the directory to connect with colleagues and peers from other member institutions, who can share suggestions with you throughout



A.



B.



C.



D.

Any of the above.

## Campus security has more than one right answer.

You can't go wrong with the AD-Series - the first of many flexible products from Schlage®. Customize each opening with networking options, credential readers and more, and then upgrade your lock as needs change in the future. Visit [schlage.com/ad-series](http://schlage.com/ad-series) to make a difference on your campus this year. Whether it's one door or one building, the AD-Series is the right choice for a more flexible future.



Real Security Sets You Free.™



the year and act as a sounding board for your own ideas. In short, don't make your network experience just an "annual" event – connect as much as you want and as often as you can throughout the year, and put the power of the APPA network behind you.

**FULLY COMMUNICATE THE VALUE OF MEMBERSHIP TO YOUR CAMPUS ADMINISTRATORS**

During APPA 2010, APPA President Darrel Meyer conducted a meeting of the newly established "community college engagement group" where he gathered over 20 community college representatives attending the conference—many for the very first time. The key purpose of the meeting: identify ways that APPA can increase its value to community colleges and enhance community college participation and membership. During



**TO SUPPORT YOU, THE APPA WEBSITE WILL FEATURE TESTIMONIALS FROM MEMBERS SHARING THE VALUE AND DIRECT RETURN THAT THEIR CAMPUS IS RECEIVING FROM APPA.**

of APPA membership. To support you, the APPA website will feature testimonials from members sharing the value and direct return that their campus is receiving from APPA. These testimonials will be featured prominently throughout the APPA website. As they say, "A picture is worth a thousand words." I encourage you to share these testimonials with others when they are released. Once again, let the "power of your network" help you share the story and the value that is achieved only through APPA.

**INTRODUCE APPA AND THE VALUE OF MEMBERSHIP TO THREE INSTITUTIONS LOCAL TO YOU**

The greater and more engaged the membership, then the greater the value of the membership experience. The "power of networking" only magnifies itself as the membership grows. Take time this fall to connect with three of your peers in facilities management, whether they be from four-year or two-year/community college institutions, private academies, K-12 public school districts, or public or private museums or city or county library systems. Remember that APPA represents the entire spectrum of educational facilities professionals.

Pick up the phone or drop an e-mail to those facility professionals local to you that are not yet members, and let them know about APPA and the benefits of membership. You don't have to go it alone: APPA's staff can help you identify nonmembers local to your area. Contact me at [john@appa.org](mailto:john@appa.org) or APPA's membership and outreach manager, Santianna Stewart, at [santianna@appa.org](mailto:santianna@appa.org), and we'll assist you in this outreach. We look forward to hearing from you! ☎

John Bernhards is APPA's associate vice president. He can be reached at [john@appa.org](mailto:john@appa.org). This is his first article for *Facilities Manager*.

the engagement group meeting, Darrel shared that he takes every available opportunity to inform his campus administration officials of the value he and his institution receives from his participation within APPA. He is quick to identify new ideas he has gained from APPA, particularly those that he has implemented that have produced sizable cost savings for his campus.

The majority of APPA member institutions pay less than \$1,500 a year for membership dues, a modest price to pay when you consider the return on investment. Many APPA members attribute such savings to APPA's services, educational programs, and networking opportunities. Many can cite savings in the hundreds of thousands of dollars, just from one idea that resulted from their involvement within APPA.

Take a few minutes to share with your administration the direct return on investment that your campus, or others like it, are experiencing as a result



Manassas Park Elementary School | Manassas, VA  
 Winner of Mid-Atlantic Construction's Best of 2009 K-12 Project of the Year  
 LEED Gold Certification Pending



K-12 | HIGHER EDUCATION | FEDERAL EDUCATION | FACILITY MANAGEMENT

**HESS**  
 804 West Diamond Avenue, Suite 300  
 Gaithersburg, MD 20878  
 (T) 301.670.9000 (F) 9009 (W) [hessedu.com](http://hessedu.com)

We pioneered green maintenance for some  
of America's most demanding environments.

Imagine what we can do for  
your classrooms.



**Caltech NASA Jet Propulsion Laboratory. US Department of Agriculture.  
US Nuclear Regulatory Commission. And now Arizona State University.**

From battery-powered campus vehicles to Green Seal-certified cleaning supplies, Olympus is your assurance of not just the cleanest, but the greenest possible maintenance services. We prove ourselves every day on campuses, in offices, and in demanding high-technology environments across America. Let us show you how we can help meet your green goals. Call us at 888-LET-OLYMPUS.

