INTRODUCTION

1. Greetings and Thanks to the WSU Plant Operations Support Consortium Team for putting on this stellar Educational and Networking event.

2. Special Thanks for the Hospitality of the Enzian Inn Team and for enabling us to enjoy this Beautiful Facility set in a Beautiful Mountain Location.

3. Now, as the President of Winning Environments, LLC, I would like to Recognize the Enzian Inn Facilities Staff, represented by Mark Carlos, with a 7-year tenure, who oversees facilities at the Enzian and other notable hotels.
ELEVATED FACILITIES AWARD
ELEVATED FACILITIES

✓ Leavenworth Elevation - 1,166 feet
✓ Cascade Mtns - 5,000-8,000 feet
ELEVATED FACILITIES

✓ Mountains exist to be climbed!
✓ It’s a journey not a destination.
✓ You can rise
   *higher*...
Why promoting and enabling health—both of people and planet—is a key reason “Why” Facility Professionals should come to work, and answering the question of “Who” we are helping deepens our shared commitment. Coffee anyone?
DRINK DEEP OR TASTE NOT

“A little learning is a dangerous thing;

Drink deep, or taste not the Pierian spring:

There shallow draughts intoxicate the brain,

And drinking largely sobers us again.”

—Alexander Pope
STARTING WITH WHY

WHY DO YOU COME TO WORK?
EVERYONE KNOWS WHAT THEY DO & MANY KNOW HOW...

But the real question is: WHY
GETTING TO WHY

There is a Path...
STARTING WITH WHY

Why do we maintain facilities?

...Play Simon Sinek video, “How Great Leaders Inspire Action” (from 2009 TED Event @ Puget Sound, WA)
POWERFUL WHY EXAMPLES
THE GOLDEN CIRCLE IN PLANT OPERATIONS

Why?
How?
What?
STARTING WITH WHY

Do you come to work to:

• Build, Renovate, or Clean Facilities?
• Control Costs?
• Drive Operational Excellence?
• Reduce Energy?
• Maintain HVAC?
STARTING WITH WHY

Do you come to work to:

A. Improve Facilities?

or

B. Improve Environments for Learning, Working?
LEADING WITH WHY

Likely Both...

‘The whole is greater than the sum of the parts.’

- Aristotle
A BETTER WHY?

• Making Learning Environments Better.
• Honoring Great Students, Facilities Professionals.
• Building People, not Things.
• Keeping People Safe, Empowered, “Healthy”.
WHEN WHY GOES AWRY

Walgreens Motto:
“The Intersection of Happy & Healthy”
WHEN WHY GOES AWRY

Walgreens in practice...

Selling Cigarettes
WHEN WHY GOES AWRY

Walgreens in practice...

& Smoking Cessation
INSPIRING WITH WHY

If we want to be inspired and to inspire others, we must find our REAL why.
INSPIRING WITH WHY

• Are we inspired?
• Do we inspire others?
INSPIRING WITH WHY

‘With discipline, any leader can inspire others, both inside and outside their organization, to advance [clear] ideas and vision.

We can all learn to lead.’

- Simon Sinek
TRAITS OF ‘WHY LEADERS’

✓ Clarity.
✓ Discipline.
✓ Consistency.
‘Great organizations build their core ideology by defining & reinforcing Who they serve and the customer problem they solve in the marketplace.’

- Lex Sisney

PASS OUT “WHY” NOTE SHEETS & PENS
START WITH WHY – THEN ANSWER WHO

✓ What is Your Why?
✓ Your Who?

AS WE MOVE THRU THE REMAINING SLIDES...PLEASE WRITE DOWN YOUR ANSWERS CLEARLY, YOUR NAME, & ENTER OUR DRAWING FOR A $25 STARBUCKS GIFT CARD
‘A business doesn’t exist to promote its beliefs. It exists to produce results for its customers (Who or whom it serves). Understanding who your customer really is and the problem or pain they seek to solve is what differentiates you…’ (Lex Sisney)
LEADING WITH WHY... & WHO
WHY, WHO, HOW, WHAT

• How will you express your Why?
• WHAT WILL YOU DO?
HAVE THE LIGHTS COME ON?

• Tunable LED Lighting Systems reduce energy use and enhance human performance by simulating natural light indoors?

humancentriclighting.org
We take in:

30lbs of Air, 8lbs of water, 4lbs of food.

Air is a main source of exposure.
WE ARE INDOOR CREATURES

95% of our time is indoors in tight bldgs.

Indoor air pollutants include (in alpha. order):

1. Carbon Monoxide
2. Formaldehyde
3. Microbial contaminants (mold, dust mites, etc.)
4. Second-hand tobacco smoke
5. Volatile organic compounds (VOCs)
TOP 3 WAYS TO IMPROVE IAQ

The top 3 ways to improve IAQ are:

1. Source Elimination
2. Ventilation
3. Air Cleaning

(EPA)
Photoionization detectors (PID) can detect three major IAQ contaminants:

1. Microbial VOCs (mVOCs)
2. VOCs in tobacco smoke
3. Other VOCs
[PIDS are] “reliable, affordable, accurate and instantaneous.”

They measure VOCs so sources can be found and fixed.

**SHARE LIST OF DETECTABLE VOCS**
LEADING WITH WHY, **WHO**

- What is *Your* Why?
- *Your* Who?
- Share Examples from the Audience…

[Audience Participation]
STAYING ON TARGET
THANK YOU

Allen Rathey, President
Winning Environments, LLC
The Healthy Facilities Institute (HFI)

www.healthyfacilitiesinstitute.com

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