

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...



KEYNOTE TOPIC

Creating Healthy Facilities

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

A decorative graphic on the left side of the slide, consisting of a network of thin, light green lines and small circles, resembling a circuit board or a stylized tree structure.

STARTING WITH *WHY*

WHY DO YOU COME TO WORK?

The background is a solid green color. In the four corners, there are decorative white line art elements that resemble circuit board traces or neural network connections. These lines are of varying lengths and angles, some ending in small circles.

EVERYONE KNOWS
WHAT THEY DO &
MANY KNOW *HOW*...

But the real question is:

WHY

GETTING TO *WHY*

There is a Path...

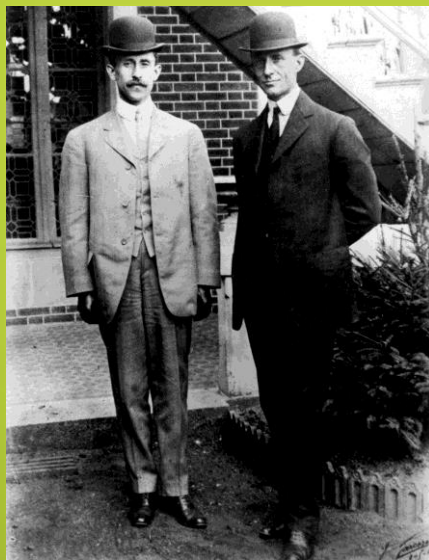


STARTING WITH WHY

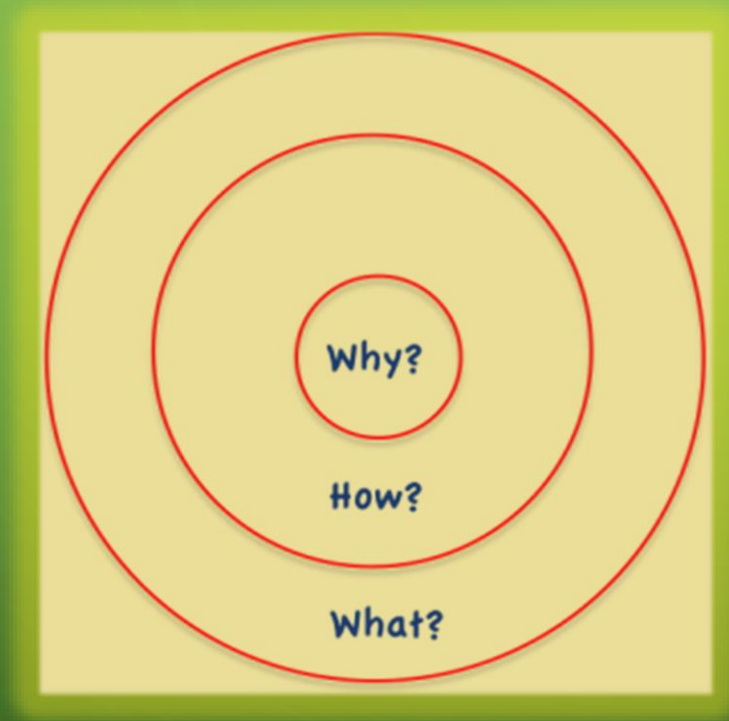
Why do we maintain facilities?

...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

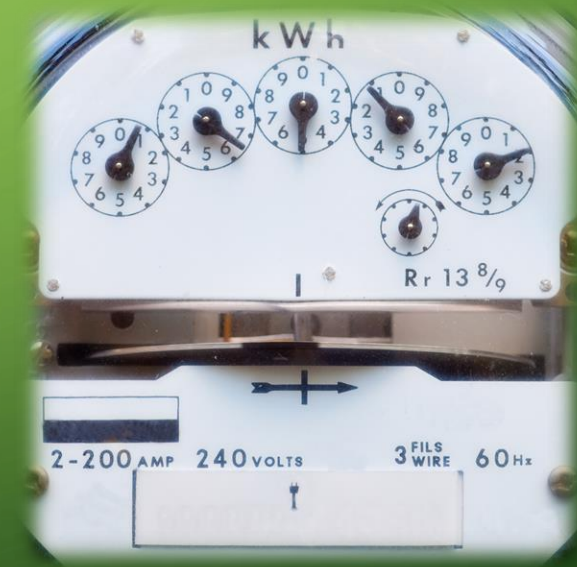


- ✓ Why?
- ✓ How?
- ✓ What?

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.

START WITH WHY – THEN ANSWER **WHO**

‘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



WHO

‘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

IAQ

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 (PIDS) HELP

Photoionization detectors (PIDs) can detect three major IAQ contaminants:

1. Microbial VOCs (mVOCs)
2. VOCs in tobacco smoke
3. Other VOCs

PIDS

[PIDS are] “reliable, affordable, accurate and instantaneous.”

They measure VOCs so sources can be found and fixed.

SHARE LIST OF DETECTABLE VOCs

PID PHOTO



LEADING WITH WHY, **WHO**

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

[Audience *Participation*]

STAYING ON TARGET



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THANK YOU

Allen Rathey, President

Winning Environments, LLC

The Healthy Facilities Institute (HFI)

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