



## New Sponsorship Opportunity for Our Business Partners – Support APPA’s Body of Knowledge!

APPA is presently revising and updating the APPA Body of Knowledge (BOK) – known throughout the educational community as the single, most authoritative reference guide for the educational facilities professional. The upcoming fourth edition of the Body of Knowledge will be published in a digitized format. Online access to the BOK will allow 24/7 access to educational professionals world-wide who will read, as well as print, copies of this widely popular manual from the APPA website at [www.appa.org](http://www.appa.org).

***APPA is now providing an opportunity for members of APPA’s Business Partner Community to be recognized as corporate sponsors of the Body of Knowledge.***

As the foremost, core resource of its kind to the education facilities profession, the BOK serves as the foundation of learning for many of APPA’s programs and services, to include the curriculum of APPA’s widely popular Institute for Facilities Management, and as examination study material for the growing APPA professional certification programs.

The BOK is composed of four core competency areas:

- General Administration and Management
- Operations and Maintenance
- Energy, Utilities, and Environmental Stewardship
- Planning, Design, and Construction

### **Sponsorship Opportunity:**

We invite our business partners to sponsor one or more chapters in APPA’s Body of Knowledge. The sponsorship gives you significant recognition by APPA in many ways.

*Sponsorship opportunities are available as a one- or three-year commitment:*

#### ***1- Year Commitment: \$5,000 (per chapter)***

- *Company name and/or logo placed on each chapter your organization sponsors*
- *Company name and/or logo on APPA’s Body of Knowledge website pages and all related listings*
- *Company name and/or logo on electronic and print materials promoting the availability of the Body of Knowledge to both members and nonmembers of APPA*
- *Visibility within APPA’s online bookstore (within the BOK listings)*
- *Special recognition at APPA annual conference*
- *Recognition in Inside APPA, APPA’s e-newsletter, as well as APPA’s Facilities Manager magazine*
- *One year digital access to the entire BOK for your individual use*
- *2 points toward APPA Strategic Business Partner status*

#### ***3- Year Commitment: \$12,000 (per chapter)***

*All benefits of a one-year commitment, PLUS:*

- *Free ad placement in APPA’s popular New Products Supplement (published twice yearly)*
- *Additional two-year digital access to the entire BOK for your individual use*
- *Free ad in Inside APPA*
- *Additional 3 points toward APPA Strategic Business Partner status*

# APPA's Body of Knowledge Chapter List

Editor-in-Chief, Maggie Kinnaman

## Part 1 - General Administration and Management

**Jack Hug, APPA Fellow and Past APPA President**

- Building an Effective Workforce
- Change Management
- Communication
- Cost Accounting and Allocation
- Facilities Accounting Systems
- Information Management Technology
- Leadership-- **SOLD**
- Managing Ethically
- Organization
- Staff Development
- Strategic Role of Human Resources
- Strategy and Leadership

## Part 2 - Operations and Maintenance

**Gary Reynolds, APPA Fellow and Past APPA President, University of Colorado at Colorado Springs**

- Building Architectural and Structural Systems
- Building Control Systems
- Building Electrical Systems
- Building Fire Protection
- Building Interiors
- Building Mechanical Systems-- **SOLD**
- Campus Security
- Capital Renewal and Deferred Maintenance
- Custodial Services
- Elevator Systems
- Emergency Preparedness and Business Continuity
- Environmental Health and Safety
- Facilities Condition Assessment
- Facilities Maintenance and Operations
- Grounds Maintenance and Operations
- Recapitalization Management
- Solid Waste and Recycling
- Work Management Systems

## Part 3- Energy, Utilities, and Environmental Stewardship

**Darryl Boyce, Carleton University**

- Campus Utility Systems Master Planning
- Central Heating Plants
- Computerized Control and Monitoring Systems-- **SOLD**
- Cooling Systems & Thermal Energy Storage
- Data and Voice Distribution Systems
- District Heating & Cooling Distribution Systems Optimization
- Domestic and Fire Protection Water Supply & Distribution Systems
- Electrical Distribution Systems
- Energy Generation Alternatives
- Energy Management & Conservation-- **SOLD**
- Energy Supply Alternatives
- Roadmap for Campus Environmental Sustainability-- **SOLD**
- Sanitary Sewer and Storm Water Management

## Part 4 - Planning, Design, and Construction

**Bill Daigneau, APPA Fellow, University of Texas M.D. Anderson Cancer Center**

- Building Information Modeling
- Commissioning and Activation
- Construction Management
- Design Management
- In-house Design/Construction Services
- Infrastructure Planning
- Master Planning
- Programming
- Project Delivery
- Project Financing
- Project Organization and Management
- Real Estate
- Remodeling
- Site Development
- Space Planning and Administration
- Sustainability
- Value Management



## APPA Body of Knowledge (BOK) Sponsorship Application & Contract

***YES! WE WISH TO SPONSOR ONE OR MORE APPA BOK CHAPTERS!***

- 1- Year (\$5,000)  
 3-Year (\$12,000)

### Chapter Requests:

Chapter Name: \_\_\_\_\_

Chapter Name: \_\_\_\_\_

Chapter Name: \_\_\_\_\_

Chapter Name: \_\_\_\_\_

*Please print or type all information:*

COMPANY \_\_\_\_\_

CONTACT PERSON/TITLE \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP (+4) \_\_\_\_\_

TELEPHONE ( ) \_\_\_\_\_ FAX ( ) \_\_\_\_\_ E-MAIL \_\_\_\_\_

COMPANY WEBSITE \_\_\_\_\_

AUTHORIZED SIGNATURE \_\_\_\_\_

TITLE: \_\_\_\_\_ DATE: \_\_\_\_\_

### Payment: (Prepayment Required)

A check in the amount US \$ \_\_\_\_\_ is enclosed for sponsorship

We authorize APPA to charge the following credit card:  American Express  VISA  MasterCard

CREDIT CARD # \_\_\_\_\_ EXPIRATION DATE \_\_\_\_\_

NAME ON CARD \_\_\_\_\_ DOLLAR AMOUNT OF CHARGE \_\_\_\_\_

*By signing below, I agree that I have read and understand all terms and conditions of the contract stated herein.*

SIGNATURE: \_\_\_\_\_ TITLE: \_\_\_\_\_ DATE: \_\_\_\_\_

**Make checks payable to:** APPA

**Mail to:** APPA, 1643 Prince Street, Alexandria, VA 22314

**Tax ID Number:** #85-0211201

**For more information, contact:**

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