

# Sustainable practices learned through SFP™ helped reduce expenses.



## The Situation

Jay Drew, CFM, SFP, has extensive facility management experience in the museum, real estate, construction—and most recently, legislative—industries. Drew is currently facility project manager for the Connecticut General Assembly in the Office of Legislative Management. He oversees 450,000 square feet of office and assembly space. Because his facilities do require a large amount of energy use, sustainability has become a top priority in recent years; especially now that energy-efficiency is becoming a government requirement.

## The Approach

With Drew's busy work schedule, the flexibility that the SFP program provided was essential. The online materials allowed him the opportunity to study any time a free moment arose—eliminating the need to carry around additional course content. Drew is also an advocate of the instructor-led classes, praising the logical manner in which the material is presented.

Through the SFP program, he gained the sustainability knowledge he needed to advance in his profession.

*“The SFP taught me to look at projects through the eyes of the decision-makers. You’ve got to prove that sustainability makes sense, not only environmentally, but financially. The SFP program shows you the best way to present your case to the C-suite—from theory, to design, to implementation.”*

## The Results

By earning the SFP, Drew earned credibility both as an individual and as a representative of his organization. Sustainability is one of the most important topics throughout the entire facility industry, and having an SFP on staff proves that the Connecticut General Assembly is serious about aligning their objectives with the triple bottom line.

Drew's company has now undertaken many sustainability initiatives, several of which have qualified for government rebates that have more than covered his expenses for materials.

*“By implementing the sustainable practices I learned about through the SFP program, my company has reduced operating costs by nearly US\$100,000 this year alone. When you have this kind of ROI, it's easy to get project approval.”*

*“Now is a great time for facility managers to shine, because we have the opportunity to make the largest impact in sustainability. The knowledge gained from the SFP program allows you to reduce costs, improve efficiency—and beyond that—create a culture of responsibility in your organization and your profession.”*

**Jay Drew, CFM, SFP**  
Facility Project Manager  
Connecticut General Assembly  
Office of Legislature Management

The IFMA SFP Credential Program™ provides you with practical instruction to enhance your sustainable FM skills and the tools to earn the SFP credential in one complete program. This convenient system combines learning modules available in print or electronic formats, interactive online study tools and final SFP assessments.

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