

## SBM Up-to-Date

# SBM Participates in HSD's Youth Transition Program

Graduating from high school and moving into the adult world can be a challenge for anyone, but for young people with disabilities it can be particularly daunting. For those teens, the Hillsboro Youth Transition Program is making a difference, and SBM is joining in the effort.

The Hillsboro Youth Transition Program (HYTP) is a unique job-training program operated through one of SBM's customers that works in partnership with the Department of Vocational Rehabilitation. The program assists students with mild disabilities in making a successful transition from school to post-high school employment or education.

"We were really excited to participate in this program and work with the students," said SBM Administrative Services Manager Paulina Linn who participates in organizing program participation for SBM. "It mentors the students to prepare them for when they go out into the working environment and it also helps us to find personnel for our staff."

SBM's partnership with HYTP began in March when a student working as a custodian through the program expressed interest in continuing the line of work, Linn said. SBM was contacted about supporting the program and was eager to participate, conducting an interview and hiring the prospect.

Cande Gonzales, former site manager at the customers' facilities, had the opportunity to work with the student noting, "The experience was a very good one."

"The young person provided a 'dried sponge' attitude and

was soaking up everything about the job," Gonzales said. "He expressed often how appreciative he was to have the job and for the opportunity to work with SBM."

In addition to supporting HYTP, SBM also participated in a local career fair for high school students in April. Nathan McMullen, a site manager in the area, was one of two team members who volunteered to staff the SBM booth and conduct mock interviews with the juniors and seniors. McMullen chose to participate in the event because it was an opportunity that he was never given as a student, he said.

"The kids seemed really appreciative of us being out there and it was neat to stop an interview that was going down hill and help them out," McMullen said.

In addition to conducting interviews with the high school students, McMullen also had to select a "potential hire" from the group he spoke with, he said. One student in particular stood out with his response to the common interview question, "Where do you see yourself in five years?"

"This student told me he was putting himself through school to become a mechanic, and the money he earned as a mechanic he was going to use to put himself through culinary school," McMullen said. "It was a real positive experience to meet someone that young with so much drive."

In the end, the student received McMullen's business card and encouragement to give him a call once he graduates if looking for employment opportunities—a connection that HYTP is looking to make happen.

“We recognize that a lot of times there isn’t a good connection between the school districts and the career world,” said Jenii Childs, Transition Specialist with HYTP. “We’re hoping through our program to help better prepare kids, and SBM has been really receptive, interested and engaged in building those relationships.”

To learn more about the Hillsboro Youth Transition Program, contact Jenii Childs with the Hillsboro Youth Transition Program at (503) 844-1763, or at [childsj@hds.k12.or.us](mailto:childsj@hds.k12.or.us).

## EMPLOYEE SPOTLIGHT: WAYNE RYAN

### SBM National Landscape Manager



**SBM: When did you join SBM?**

Ryan: In October 2009.

**SBM: You travel all over, where is home base?**

Ryan: The regional offices in Beaverton, OR, which is also only about 10 minutes from my home.

**SBM: How long have you been in the landscape industry?**

Ryan: For the last 20 years in one form or another. I owned a landscape design firm for 10 years and for another 10 years I have worked in the private sector selling and managing commercial, institutional and industrial landscape programs.

**SBM: What is the landscape division concentrating on for 2010?**

Ryan: An emphasis on cost savings for our current portfolio, the best price for new customers, safety and quality.

**SBM: Sounds like SBM’s key performance indicators.**

Ryan: Exactly.

**SBM: I really like the property inspection report (PIR) you have established.**

Ryan: Thanks. We use it during transitions, special projects and emergency responses. Pictures are taken both before and after those events and it always tells a great story of the improvements we make.

**SBM: Where did the idea come from for the PIR?**

Ryan: Through collecting and reporting data over the past few years. I found it was helpful to show pictures to a group of decision makers regarding their building’s exterior. It was my way of bringing the outside inside. A picture is worth a thousand words! From there it has evolved into a great tool and provides a reminder of our hard work.

**SBM: I heard about the property inspection report that caught a large water leak at a customer’s site in California that had been going on for more than a year and costing the customer an additional \$25,000 in watering fees.**

**Have there been any other great saves since you came on?**

Ryan: The water leak catch was really due to a great partnership with our vendor. Recently we helped a customer in Arizona map out and plan which of the 700 acres of rock mulch would need to be refreshed. SBM devised a classification system to categorize the acres into levels of visibility in conjunction with our clients input. The highest visibility areas were flagged as receiving rock first. Then we measured the inches of refresh needed for all areas and calculated the initial high visibility order weight, which equaled over 710 tons. For continual tracking we also created a forecast model to help the customer budget for future refreshments. This new tool is now being used at several sites and can be adapted for any kind of landscape material. We have also created similar tools for bark mulch, plant inventory and weed management for large campuses. I am excited to get out and share these tools with our site managers and our customers!

**For more information regarding landscaping consulting at your site contact Wayne Ryan at [wryan@sbmcorp.com](mailto:wryan@sbmcorp.com).**

# SBM Receives Abbott's 2010 Supplier Excellence Award

SBM was honored to receive Abbott's 2010 Supplier Excellence Award in March. Chosen from more than 20,000 worldwide suppliers, winners were selected based on outstanding performance in supplying quality materials, equipment and services. SBM CEO Charles Somers (second from left) and Illinois Area Manager Troy Heffington (pictured second from right) accepted the award at the Abbott House in Illinois.



## Good Deeds Provide Relief for the Tennessee Flood Victims

The May Tennessee floods impacted hundreds of thousands of people, and with sites located within the Nashville area, it was inevitable that at least one SBM employee would be effected.

Maria DeBlanco, an SBM employee in the area, was the employee directly impacted by the flooding. Thankfully, her family was safe, but her home sustained serious damage.

Upon hearing the news, DeBlanco's fellow SBM employees in the area agreed to take up a collection for food and other necessities. And after assisting their fellow employee, "decided that there were so many others affected, including many they knew, that they wanted to do more to help," said Regina Stringfield, SBM Site Manager.

The employees joined together cleaning out their closets to make donations to the local Red Cross. Donations included adult and kid sized clothes, as well as household goods and appliances.

"There was so much to transport to the donation site that even my 12-year-old son couldn't ride along with me in the SUV," Stringfield said.

Site Manager Kate Dowdy heard about the damage DeBlanco's family sustained and decided to help too, Dowdy said. When paychecks were passed out a couple of weeks ago she included a flyer about the facts of DeBlanco's home and set up a large box for donations.

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The box is set to ship back to Nashville once it is full. A task that might not take too long, as SBM's business partners in Richmond have also been contributing to the donation box.

## CINTAS CENTER SPOTLIGHT:

# Confetti Clean-Up

SBM assumed control of the janitorial efforts for a college stadium on May 12, 2010 just in time for graduation season and the confetti clean-up.

Students, professors and families filled the 11,000-seat stadium on May 15 for the first graduation ceremony in the stadium's two and half week line-up of 25 school graduations. After diplomas are handed out and the grads begin their exit, tons of confetti is shot out of cannons in celebration. This is where SBM plays a key role in the ceremony process.

The clean-up effort requires a team of employees armed with equipment and supplies. The first clean-up took 90 minutes to suck up the confetti, plus extra time for seat-

ing-area sweeping of bottles, flyers and relining of trash barrels. Thankfully, the team now has the confetti clean-up down to 40 minutes and only needs an army of eight.

SBM Regional Manager Troy Hatcher notes, "the reduced turn around time is a necessity now because some days we have two graduations in one day with only 90 minutes in between exit and arrival."

When asked how important it is to get every last piece of confetti Hatcher says, "very, especially when high school rivals are back-to-back, we can't have blue and gold confetti showing up when the next school's colors are green and white."

