



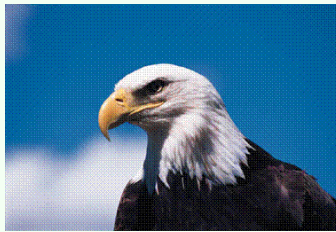
SpotLight on Maintenance

OPFMA Newsletter - Connecting Knowledge with Public Facilities' Needs!
Winter 2013

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Ohio Public Facilities Maintenance Association

OPFMA is a not for profit 501(c) (3) independent educational trade organization



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Editor's Note:

Next Edition - **MAR 2014**
Deadline to submit your articles **MAR 1st, 2014.**
Follow the Publication Terms on page 8 .

OPFMA – 2013 in Retrospect

By Alexandra Schneider, OPFMA Administrator/CEO

As the year ends in a few days, we evaluate our efforts' outcome and make plans for next year! 2013 was the greatest year for OPFMA and we are grateful to our membership for the steady, tireless support and participation in OPFMA educational events.

OPFMA Membership is steadily growing every year. As OPFMA Chapters become more active and expand across Ohio, OPFMA membership growth will be even more significant!

The 2013 Annual Conference exceeded our projection and a new record was established that surpassed the OPFMA 2012 conference record by nearly 30%!

Attendees' evaluation of OPFMA conference is our compass and inspiration - and it's our pleasure to publish the 2013 Conference Attendee Evaluation! See table below.

The OPFMA Board and Administration expresses appreciation to Attendees and Exhibitors for their enthusiastic response to the 2013 Conference and Trade Show, as well as valuing our Conference Sponsors' generous support!

2014 brings changes and new developments that we would like to share with the OPFMA Membership. The time has come to pass OPFMA leadership baton!

Many thanks and appreciation to Ron Atkins, OPFMA outgoing President, for the long term dedication to OPFMA, for his leadership and devoted support especially for the OPFMA Annual Conferences over the years, which Ron confessed, will continue to support!

We welcome the new OPFMA President, John Wolf, of Columbiana County Board of DD, and wish him success on leading OPFMA in a new direction into unexplored educational fields.

OPFMA 2013 in retrospect can't be concluded without sharing with the membership that OPFMA established another new record in 2013 this one is the Building Operator Certification training that surpassed the 2012 record by 15%!

We regret to inform you that 2013 is the last year that OPFMA is permitted to organize and offer the training. OPFMA continues to provide training for the last two BOK series in progress: Dayton Series, Sep 2013 - Mar 2014, and Columbus Series, Dec 2013 - Jun 2014.

Starting with 2014 - please direct all the BOC training inquiries to MEEA www.mwalliance.org

A Happy and Healthy New Year to All!



Conference 2013	Excellent	Good	Fair	Poor
Conference Overall	72%	28%		
Conference Meeting Rm.	37%	52%	11%	
Meal Quality	65%	33%	2%	
Hotel Rooms	61%	36%	3%	
Registration Packets	65%	35%		
Session Content	54%	44%	1%	
Instructor / Presenters	58%	41%	1%	
Trade Show	59%	38%	3%	

Three Common Mistakes in Price Proposal Review

By Rick Pettit, The Gordian Group

Anyone who has been in the construction industry for any amount of time has heard the phrase, “Measure Twice, Cut Once.” The meaning behind the idiom is that thorough planning and preparation will lead to a better outcome. There are a lot of moving parts to any type of repair, renovation or alteration project, and Facility Managers must keep an eye to make sure all parts of the project are moving ahead as planned and without issues.

While repairs and maintenance are ongoing occurrences and can feel never-ending, the procurement process shouldn't be. Schools and universities, cities, counties and state departments employ IQC in accordance with ORC 153 and ORC 123 to fast-track the procurement of repair, maintenance and construction projects. This process, also referred to as Indefinite Quantity Construction (IQC) has been made available through cooperative purchasing in Ohio and the process has proven to save effort, time and cost, while delivery high quality construction work by local contractors. The IQC process is an indefinite delivery, indefinite quantity procurement method that enables Facility Managers to complete large numbers of their repair, renovation and alteration projects with a single, competitively-bid contract.

Studies have found that the IQC process can save Facility Managers between 8-15% compared to traditional bidding methods over time. An essential part of the cost-saving benefits of the ezIQC process is the Price Proposal review, which provides a second set of eyes to review the Price Proposal, in addition to the Facility Manager.

When it comes to Price Proposal review, the keen eyes of Facility Managers must be even sharper to guard against common mistakes and help to save time and money on IQC repair and renovation projects. The Facility Manager must closely review the Price Proposal to determine that everything listed is appropriate to accomplish the scope of work. All discrepancies must be identified and resolved before the Price Proposal is approved and work commences.

Here are three common mistakes a Facility Manager may find during the Price Proposal review process.

Inappropriate Tasks

The first question a Facility Manager must ask when looking over a Price Proposal is: Do the tasks listed match the scope of work? Every single task listed in the Price Proposal must correlate with an item on the scope of work. Facility Managers must check to make sure no extraneous tasks are on the Price Proposal, and must check to make sure that the tasks that are listed are the most appropriate tasks. In addition, Facility Managers should identify any tasks that have been omitted from the Price Proposal.

Inappropriate Quantities

Another essential component of the Price Proposal is the quantity field alongside the task. While all tasks may be accurate, improper quantities will greatly affect the project cost and could raise red flags during an audit down the road. Inappropriate quantities can get into the Price Proposal a number of ways—through inattention to detail, inability, honest mistakes or intentional gouging. The contractor may feel pressure to include exaggerated quantities to inflate the Price Proposal. A careful review of the Price Proposal will help safeguard against inaccurate quantities.

Lack of Knowledgeable Review

With organizations tightening their budgets and using less personnel to perform more work, heavy workloads or a lack of expertise may hinder the ability to closely review Price Proposal. For added help and the peace of mind that comes with expert review, third party IQC consultants are available to perform these services.

When hiring a third-party consultant, keep the following questions in mind:

- ✓ Do they have a history of creating award-winning or audit-worthy programs?
- ✓ Are they experienced in conducting thorough Price Proposal reviews?
- ✓ Will they develop a unit price book that meets the Facility Manager's needs, complete with technical specifications?
- ✓ Are they performance-based, meaning they only get paid if they are successful?

A Facility Manager or IQC consultant that is meticulous in their review of the Price Proposal can guard against the common mistakes that lead to inaccuracy, and thereby establish a program that may save time and money on repair and renovation projects. Prevailing over these three common Price Proposal Review mistakes helps ensure that the right steps are being taken for each project.

Editor's Note:

Rick Pettit is the Senior Account Manager for the ezIQC Contract in Ohio. You may reach Rick at 614-306-5783 or E-mail to: r.pettit@TheGordianGroup.com.

GARDINER
Your High Performance Building Partner

OPFMA New Members – Welcome Aboard!

Individual Member

Wayne Young – Cory-Rawson Schools – B&G Supervisor
Scott Hribar - Fairport Harbor Bd of Education - Maint Coord
Duane Brodman - Riverdale Local Schools - Maintenance
Phil Donaldson - Eastwood Schools - Director of Operations
Jeremiah E. Smith - Lake Ridge Academy - Maint Supervisor
Dave Bortmas - Western Reserve Local Schools - Custodian
Brian W. Fox - Columbus City Schools - Dir of B&G
Mark Reed Sr. - East Liverpool CSD - Dir of B&G
Michael Milbrodt - Benton-Carroll-Salem LSs - Maintenance

Institutional I Member

Vantage Career Center - **David Young** - Maint Supervisor
Keystone LS District - **Michael Smith** - Maint Supervisor
Deer Park City Schools - **Tom Wright**-Facilities Supervisor

Corporate Associate Member

Oak Security Group LLC -
Aaron Conrad - Reg. Sales Manager

Get Involved in OPFMA Chapters – Check out our website for Chapters in your area: <http://www.opfma.org>

◆ BOCC Level-1 Graduates – Toledo ◆

April, 2013 – Oct, 2013

OPFMA praises all facilities for investing in their employees' training and giving them the opportunity to obtain the BOCC Certification!

OPFMA Board of Trustees and Administration Congratulates the Graduates!



Meet the BOCC Graduates:

Dollie Austin (Toledo Public Schools), **Frank Avalos** (Toledo Public Schools), **Sulaiman Bah** (Ohio Department of Transportation), **Matt Billouk** (Tiffin Developmental Center), **Jim Bishop** (Career & Tech Edu. Ctr.), **Jason Carbe** (Toledo Public Schools), **Steven Carpenter** (Oregon City Schools), **Fred Coogler** (Toledo Public Schools), **William Damron** (Maumee Valley Country Day School), **Sandra Hindman** (Toledo Public Schools), **Ann E. Hoag-Newbury** (Sylvania Schools), **Edward Holmes** (Toledo Public Schools), **Ethel Hierholzer** (Northwest Ohio Dev Ctr.), **Gerald Jones** (Toledo Public Schools), **Ron Kaufman** (The Ohio State University), **Frederick Meiers** (Toledo Public Schools), **Mike Milbrodt** (Benton-Carroll-Salem LSD), **Jeffery Mullins** (Toledo Public Schools), **Mark Mutchler** (Sylvania Schools), **Delores Newman** (Toledo Public Schools), **Joseph Norton** (Toledo Public Schools), **Nick Parsons** (Toledo Public Schools), **Mike Ray** (Toledo Public Schools), **William Reedy** (The Ohio State University), **Cynthia M. Reyna** (Sylvania Schools), **Cynthia Richardson** (Toledo Public Schools), **Terrance Roloff** (Penta Career Center), **Paul Sexton** (The Ohio State University), and **Naomi Smith** (Toledo Public Schools)

◆ **BOCC Level-1 Graduates – Cleveland** ◆

May, 2013 – Nov, 2013

OPFMA commends all facilities for investing in their employees' training and giving them the opportunity to obtain the BOCC Certification!

OPFMA Board of Trustees and Administration Congratulates the Graduates!



Meet the BOCC Graduates:

James Bischoff (Norwayne Local Schools), **Peter Bric** (Wellington Exempted Village Schools), **Keith Fetzer** (Dalton Local Schools), **Sean Frizzell** (Noble Correctional Institution), **Chuck Galloway** (Firelands Local School District), **Michael Gilligan** (Cleveland State University), **Aaron Hawk** (Minerva Local Schools), **Donald Jacopin** (Lorain City Schools), **James Lackner** (Summit Academy Management), **Steven Limbacher** (State Of Ohio DOT), **Steve McKee** (Warrensville Developmental Center), **Sandra Neale** (Brooklyn Board of Education), **Elyse Perry** (Jacco & Associates), **Michael Petrucelli** (Cleveland State University), **James Rigby** (Southern Local School District), **Jim Sheridan** (Youngstown Developmental Center), **David Simmons** (Summit Academy Management), **David Starcher** (Columbiana Career & Tech Ctr.), **Chris Syphrit** (Crestwood Local Schools), **Dion W. Vance** (Belpre City Schools), **Walter Ward** (Cleveland State University), **David Warner** (Noble Correctional Institution), and **Richard Wolf** (Nardon Hills City Schools)

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or visit us at www.ccgenergysolutions.com

OPFMA 2014 Conference
Oct 20th & 21st
Columbus - Crowne Plaza North Hotel

Exhibitors are Already Registering!
About 25% of 2014 Booths already reserved!

Early registration assures a better booth and a chance to be selected as a workshop presenter in 2014!

Visit OPFMA website to download 2014 OPFMA Conference Registration Form - <http://www.opfma.org/>

◆ BOCC Level-2 Graduates – Columbus ◆

Jun, 2013 – Nov, 2013

OPFMA commends all facilities for investing in their employees' training and giving them the opportunity to obtain the BOCC Certification!

OPFMA Board of Trustees and Administration Congratulates the Graduates!



Meet the BOCC Graduates:

Alan A. Bacho (Sylvania Schools), Dennis Borton (Cuyahoga Falls City SD), John Charles (Cambridge Developmental Ctr.), Kenneth D. Cope (DAS/GSD Facility Mgmt.), William J. Courson (Ohio Facilities Construction Commission), Todd Forney (Olentangy Local Schools), Brian Fox (Columbus City Schools), Gregg Fox (The Ohio State University Lima), Gary Fries (Fostoria City Schools), Duane Gibson (Cleveland Metropolitan School District), Jacob J. Grau (Bucyrus City Schools), Scott Hammond (Firelands Regional Medical Center), Eric Hanna (DAS/GSD Facility Mgmt.), Ed Hutchison (Fairborn City Schools), Cole Jackson (Wayne County Schools Career Ctr), Pete Mason (Warren County Board of DD), Brian Mitchell (Marion City Schools), Marc Pescosolido (The Ohio State University Lima), Daniel R. Spence (Columbus City Schools), Ken Stegman (Indian Hill Schools), Michael Tharp (Fairfield Union Local School District), Robert Traut (Firelands Regional Medical Center), and Amy Wilson (DAS/GSD Facility Mgmt.)

Why Switch to LED Lighting?

By Jerry Neumann, Neu-Tech Energy Solutions

LED (Light Emitting Diodes) are the newest, most energy efficient lighting source available. Because of their tremendous efficiencies, the LED lighting technology is revolutionizing illumination as we know it. From the back lighting of your chargers and keyboards to the street lights outside of your home - LEDs are more and more rapidly being integrated into all facets of society.

Different than the traditional bulb, LEDs can be put into traditional fixtures and used like most other light bulbs. They are much more efficient than metal halides, high pressure sodium lamps, fluorescents and incandescent bulbs.

Top Reasons to Switch to LED Lights

1. **Save Up To 80% In Energy Cost:** Typical commercial parking lot 400 watt lamp draws 458W. A new LED replacement will only use about 100W. A 79% ENERGY SAVINGS.
2. **Potential skyrocketing electricity costs:** With the shutdown of many of the coal plants in our region there is no doubt that electricity costs will begin to skyrocket over the next few years
3. **Eliminate Lighting Maintenance For 10+ Years:** Typical HID lamps last about 10,000 to 20,000 Hours and degrade up to 27% in the first year alone. A new LED will last 100,000 Hours and depreciate only 1-2% per year.
4. **Less Stress on Maintenance department:** Maintenance budgets are constantly being adjusted downwards and maintenance people are asked to do more. Not worrying about changing light bulbs can eliminate much of the pressure on maintenance departments.
5. **New Fixtures not required.** Existing fixtures can now be retrofitted to LED's.
6. **Parking Lot Safety:** With the daylight white light of LED's, they provide a safer environment for the students and personnel.

Continues from page 6

LED Lighting Facts:

Safe for use...Unlike fluorescent bulbs, environmentally friendly LED lighting contains no mercury or other toxins making them safe to work around and dispose of.

Safe to light...LEDs do not emit ultra violet (UV) light, which means the light is less harsh on skin and clothes, and won't attract bugs. Easy on parchment, artwork, and sensitive materials, LEDs are ideal all kinds of applications such as parking lot lights, wall packs, par lights, flood lights and many more.

Cool to the touch...The LED bulb doesn't generate significant amounts of heat, which means they are cool to the touch and ideal for heat sensitive lighting arrangements. Inside applications are great for LED's as the cost to cool your buildings will decrease with new LED lighting.

Durable...Resistant to vibrations and shocks, LEDs are one of the most stable light sources available.

Best alternative...Regulations from the federal government that mandate the phasing out of hazardous tungsten (incandescent light bulbs) lighting starting in 2012. (2007 Energy Independence and Security Act)

Editor's Note: For more information call Jerry at (513)-702-3533 or Todd at (513)-325-1623
E-mail: info@retrofitted.net or visit: www.retrofitted.net



Deregulation: Providing Customers with Important Benefits and Risk Management Opportunities

By Dee Chambless, Noble Americas Energy Solutions

Since deregulation began over 10 years ago, electricity suppliers have been actively marketing electricity to commercial and industrial customers. Eligible customers range from the small commercial class to the large industrial to multi-site commercial customers.

Deregulated states include California, Baja California (Mexico), Nevada, Oregon, Illinois, Ohio, Michigan, Texas, Delaware, District of Columbia, Maine, Massachusetts, New Jersey, New Hampshire, Pennsylvania, Connecticut, Maryland, New York and Rhode Island.

The Right to Choose

Arguably one of the biggest advantages of deregulation is *choice*. Under deregulation, customers have the ability to choose their own electricity provider. Whether a customer's motivation is finding the lowest price or finding better customer service, the control now resides with the customer.

Customers are no longer restricted to the local utility's state-governed, socialized tariff rates. Nor are they being held captive by the utility with no opportunity to negotiate the largest cost on their energy bill - the electricity itself!

Healthy competition always results in a renewed focus on customer satisfaction in order to win new business, not to mention maintaining existing clients. Increased competition among retail energy providers has forced companies to improve their customer service and products.

Savings Opportunities

When deregulation was first introduced, the focus was on

customer savings. This is, after all, why most customers switch from the utility in the first place.

Customers are inclined to look for the best overall value and this includes evaluating savings versus their current utility rates. In deregulated markets across the country, suppliers calculate savings for customers against the default utility tariffs on a regular basis.

The total dollar amounts have been significant! To date customers have saved millions and millions of dollars versus what they would have paid by staying with their local utility.

Product Selection

Utilities and their 'de-regulated affiliates' generally offer their customers a one-size-fits-all product. These products merely mimic the old utility tariff rates, perhaps to lull customers into a sense of security with a familiar looking logo and simple (albeit expensive) rate. The product offerings are usually limited to the same product they had with the utility in the first place -- a 100% Fixed Price.

With the onset of deregulation, customers can take advantage of a significant number of choices as far as product selection and terms including:

- Fixed or Index-Based Prices (Dow Jones, Intercontinental Exchange, etc.)
- Layered Structures (A Strategic Combination of Fixed and Index Prices)
- Load Following Products
- Hourly Settlements (to leverage low off peak pricing)
- Caps, Floors, Collars and Other Options
- Blend and Extend pricing
- Demand Response Products

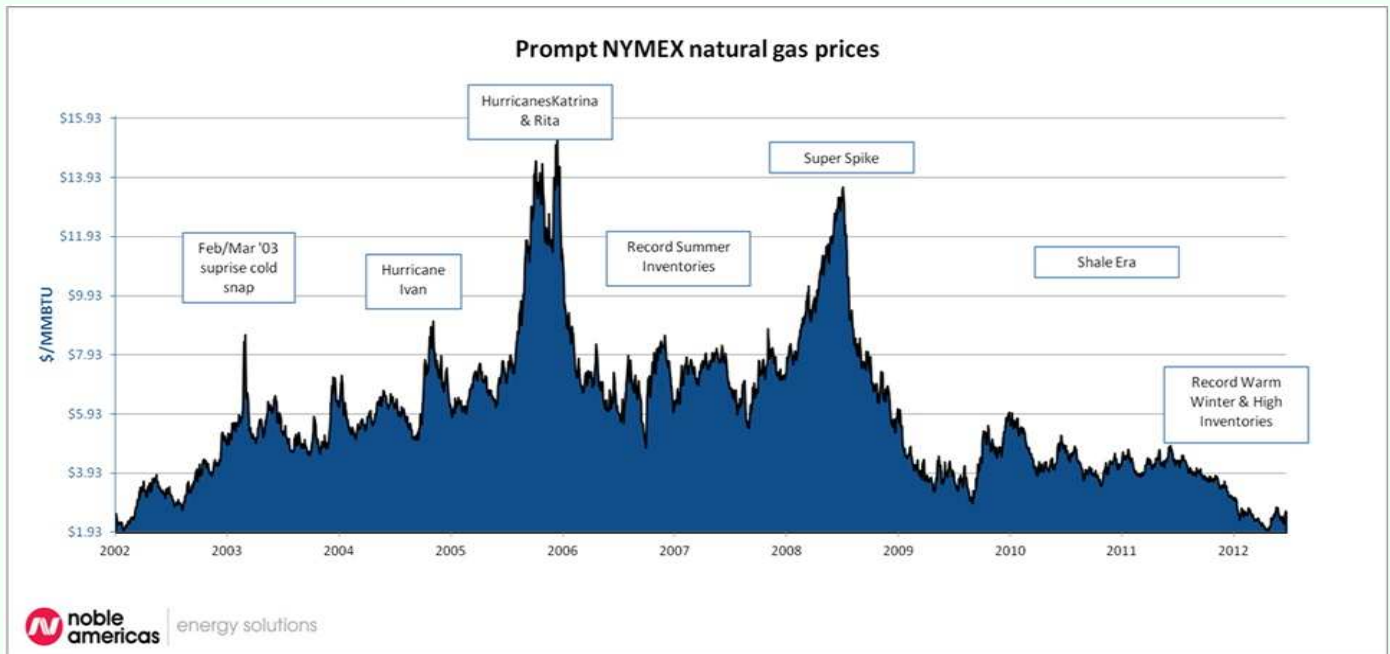
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Deregulation: Providing Customers with Important Benefits and Risk Management Opportunities

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Risk Management

The energy industry has experienced very volatile wholesale prices. Between 2007 and 2012, we have seen the prompt NYMEX contract range from a high of \$13.58 to a low of \$1.91.



This extreme volatility has created opportunities for customers to develop risk management strategies. These strategies focus on reducing risk while maintaining some level of market participation in order to take advantage of dips in the market and recent low cost Index pricing.

The ability to layer in hedges and develop long-term purchasing goals is not possible under the utility rate structure in regulated markets. Customers in these regulated markets have very little control over how they purchase electricity and are subject to the utility tariff rates (and all pending rate increases). Deregulation changes all of this and gives customers more options.

Renewable Energy Options

Suppliers can also sell and buy REC's (Renewable Energy Credits), working with local renewable energy providers to negotiate bilateral contracts for state mandated renewable energy requirements. These benefits can be passed on directly to customers.

Demand Side Management

Deregulation has also paved the way for innovation and technology in the demand side management sector, assisting customers with demand side programs across the country. In addition, suppliers can help provide customers with critical data that tracks customer consumption and demand patterns down to the meter level. By working closely with customers to develop energy saving strategies - such as peak load shifting- suppliers help customers implement energy efficiency projects targeted at managing load profiles and reducing consumption.

Conclusion

Deregulation has truly benefited customers by giving them many options in an industry once governed by utility monopolies. Deregulation has created more efficient markets, helped customers' lower their overall energy spend and has forced load serving entities to achieve a higher level of customer awareness and satisfaction

Editor's Note: for more questions or more info contact Dee Chambless via e-mail: DChambless@noblesolutions.com

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**2014 Board Meetings
Schedule TBA**

Merry Christmas
to ALL & a
Healthy, Happy
New Year



For newsletters' archive visit
our website!

www.opfma.org

2014 OPFMA Board of Trustees & Contact Information

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A Note from the Editor:

Dear reader, OPFMA publishes the "SpotLight on Maintenance" for your benefit; for serving better your interests - your feedback is of a paramount importance!

Suggestions – Sharing Experiences – and Constructive Criticism are welcomed! Your contribution could help other readers simply by bringing in "SpotLight" topics and ideas that are of special interest to you!

Let Your Voice be Heard - Just drop a note at: editor@opfma.org or visit www.opfma.org and click on "Contact us" – I would be happy to bring your ideas and comments in The SpotLight!

Thank you,
Alex

Publication and Submission – Terms & Info

"Spotlight on Maintenance" is the official publication of the **Ohio Public Facilities Maintenance Association**, a 501(c) (3) not for profit organization for educational and professional development of public facilities maintenance employees.

It is published quarterly and distributed in the second half of the month of **March, June, September and December**.

A special edition would be added as events dictate.

All materials published are copyrighted. SpotLight on Maintenance Editor/publisher is Alexandra Schneider.

Deadline for articles and photos' submission is the 1st day of the month of publication.

All documents must be submitted in Word format and sent as an e-mail attachment.

All photos and ads must be in JPEG format and sent as an e-mail attachment.

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