



# SpotLight on Maintenance

OPFMA Newsletter - Connecting Knowledge with Public Facilities' Needs!  
Summer 2015

## 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 - **September 2015**  
Publication Terms & Deadline  
Submit Material to be Published  
Before - **September 01, 2015**

### OPFMA 2015 Second Quarter

By Alexandra Schneider, OPFMA Administrator/ CEO

The OPFMA Conference Committee working closely with the Administration is in the process of finalizing the OPFMA 2015 Conference (27) workshop schedule. Upon completion workshop schedule will be posted on our website, and conference printed brochures will be mailed.

Attendee registration already started – and it is double than that in 2014 thus far. Attendee and Exhibitor registration forms are posted on the OPFMA website – to register early visit: [www.OPFMA.COM](http://www.OPFMA.COM)

As always, all OPFMA educational events are organized with the goal of serving OPFMA Membership's interests and needs. Your thoughts and opinions are important to us so please feel free to contact us by phone or the simplest way via [www.opfma.com](http://www.opfma.com) and click on "Contact Us" – We always respond in a timely manner.

Since March 2015 the OPFMA Board met twice and focused our efforts to developing a new educational seminar series on one of the top topics in 2015 - Energy Efficiency and Sustainability.

We expect to have a robust seminar series ready by late fall.

To initiate you on the series topics we start with:

#### **Energy Efficiency and Sustainability**

*Introductory Seminar*

**"Saving You Money While Saving Our Environment"**

**JULY 23, 2015 – Dayton**

#### **There is Still Time to Register!**

Get your Registration Form directly from:

[www.opfma.org](http://www.opfma.org)

### OPFMA 2015 Conference & Annual Trade Show

**Oct 26<sup>th</sup> & Oct 27<sup>th</sup>**

Attendee Registration Started!

**Early Bird Registration deadline  
August 1<sup>st</sup> 2015**



**Location: Columbus Crowne Plaza Hotel**

### OPFMA 2015 Trade Show

**90% of Booths Already Sold!**

**Still time to register**

Booths are available on a "first-come/ first-served" basis based on payment!

### OPFMA 2015 Conference Sponsors

**Noble Americas Energy Solutions**

**AEP Ohio**

**Allied Environmental Services**

**Lifetime Learning LLC**

**The Gordian Group**

**SealMaster**

**We greatly appreciate your support!**

The OPFMA Board went yet through another change since March 2015 – due to new job requirements a couple of Trustees needed to resign. **We are looking for active OPFMA members in good standing who are willing to commit time and volunteer their talents and knowledge to OPFMA!**

**If you are interested – please contact us!**

We wish Steve Heitz, Maintenance Supervisor, Wapakoneta City Schools and Dean Sandwich, Director of Business Affairs, Oregon City Schools the best of success in their new endeavors.

**OPFMA 2015 Board  
&  
Standing Committees**

**OPFMA Executive Committee - Update**

*President*      [Glen Vernick](#)  
*Vice-President* [Carl Roxbury](#)  
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**OPFMA Standing Committees**

Marketing & Membership - Chair - [Constantin Draganoiu](#)  
 Nominating Committee - Chair- [John Beckemeyer](#)  
 Governance Committee - Chair - [Wayne King](#)  
 Conference Committee - Chair - [Carl Roxbury](#)  
*Conference Committee includes all OPFMA Trustees and welcomes  
 Other OPFMA members & volunteers - just Contact us!*

**OPFMA New Members –  
Welcome Aboard!**

**Individual Member**

**Tod White** - [Columbus City Schools](#) - Maintenance

**Institutional Member**

**C-Tec** - [Stephanie Priestnal](#) - Director of District Services

**Corporate Associate Member**

**PSP Operations, Inc.** – [Sevpro of Columbus](#) – [Ken Parker](#) – President

**Cincinnati Floor Company** – [Dan Tynan](#) - Regional Sales Rep

**ABM Building Solutions** – [Mark Zappe](#), General Manager

**Purchasing Electricity: Don't be left in the lurch**

*By Dee Chambless, Director of Commodities Sales, Noble Americas Energy Solutions LLC*

With the advent of electricity de-regulation, consumers enjoy more options, better customer service and a lower rate than with the traditional utility or utility affiliates. Try to remember your first cell phone versus the iPhone? The same comparison can be drawn about what competition has given us here in Ohio with regard to electricity prices and services.

We all agree electric competition is better than when there was only one choice for electricity; a monopoly called the local utility. Surprisingly, we often see consumers who fought hard for electricity de-regulation end up purchasing from the utility 'affiliate' -- with a pricing product that is eerily similar the price they had before de-regulation.

Now that Ohio has been successfully deregulated for several years, most consumers have moved way beyond the old 'utility mentality'. All this is good news for schools. However, there is more to purchasing electricity than just picking the lowest price just before the current contract ends. The cost of electricity is significant enough to warrant taking time to understand the market.

So how to begin? Below are the four questions that even the savviest of consumers struggle with as they evaluate their energy decisions.

1. [How do I know when to buy?](#)
2. [How do I know how much to buy?](#)
3. [How do I know for what term or how long to buy?](#)

And most importantly, after all is said and done:

4. [Did I get a good deal?](#)

In this article, we will answer the question of *when to buy*.

Purchasing electricity is an ongoing process. Prices change with the market, demand and weather as well with political and regulatory changes. Knowing where electricity prices are well in advance of your contract expiration can save your school district significant budget dollars. Planning in advance is key to getting the best price.

*Don't be left in the lurch by taking bids on a random day just prior to the expiration of your current electric agreement. If the market is up on that day you'll be stuck with the highest price for the term of your agreement. Don't take pot luck – know the market well before you buy.*

To demonstrate this, let's assume School A and School B both have contracts that begin in July 2014. School A started keeping track of the electric market in July of 2013 by receiving price updates from his supplier. Seeing a price dip in the market in September, School A took bids and locked in a one year fixed price starting that started in July 2014. Because they had planned ahead, they were able to complete the bidding process quickly while the market was still cooperating.

On the other hand, School B realized in June that their contract was expiring soon and quickly took three bids. They took the lowest price of the three bids and bought a fixed price for one year – which, as it turns out, was *at the top of the market*.

Clearly, School A, with very little additional effort on their part, got the better price.

## Investigating Solar Power for Your Building

By Patty Spangler, PE, CEM, Limbach Co.

Many building owners explore photovoltaic (PV) arrays, or 'solar panels', as part of LEED certification and energy efficiency strategies. Solar energy has many merits as a clean, reliable and renewable source of power. There are several points an owner should evaluate when considering proposals for a PV array. In our observation, some solar offerings can exaggerate their economic value to the owner, require lengthy contracts, and offset future energy savings opportunities. Owners should thoughtfully consider the impact of solar power on their energy usage and costs before they commit to an installation.

### Analyze the proposed cost savings.

Solar power cannot fully take the place of power from the electric utility. Solar can only be harvested and used when the sun is shining. The electric utility continues to supply power during nights and overcast days, when solar is not available. The utility's bills are based on both usage (the cumulative power use through the month) and demand (the highest power draw at any one time during the month). As a rule-of-thumb, demand charges are 35%-40% of the electric bill before solar is installed. While solar power will reduce the usage portion of the bill, it will not reduce demand. It is likely the PV array will be unable to harvest at least one time each month. The building will draw its power from the utility at that time and register demand for the month. When the utility's demand component is properly considered, the cost savings from solar power may be much less than expected.

### Embrace energy-efficient practices.

The use of solar power may discourage good energy practices. We have observed many instances when buildings' electric usage actually increased after the addition of PV arrays. Building occupants might incorrectly believe the solar power is 'free' and relax their habits accordingly. Instead, the most certain way to reduce energy costs is to reduce the building's overall electric usage. This can be accomplished by encouraging energy-efficient behaviors all the way to investing in an energy conservation project. To maximize cost savings, the owner should look to minimize the building's electric use first. We recommend the building earn Energy Star® certification before considering renewable sources. In other words, *the efficiency should go 'in' before the solar goes 'on'*.

### Review the contract.

Solar arrays are typically installed and owned by a third party, who sells the solar power to the building owner at a contracted price. A Power Purchase Agreement between the owner and the third-party solar provider governs the array's operation and the purchasing requirements of the solar power. It also governs insurance and maintenance obligations. The owner should review any Power Purchase Agreement to understand his responsibilities and any resulting cost implications.

### Consider the effects of excess solar generation.

In most cases, the owner is obligated to purchase all of the power harvested by the PV array, even if the building cannot use it. For example, the array may generate a large amount of electricity on a sunny Sunday morning, when the building is closed and using little power. In that instance, the excess power will flow to the electric utility for re-sale to other customers *after the owner purchases the excess power from the solar provider at full price*. The electric utility will reimburse the owner for the excess power at a reduced rate. The size of any proposed solar array should be carefully evaluated to minimize the owner's financial exposure from exported excess power.

### Understand the legal implications.

Once a PV array is sized and installed on a building, the owner should monitor the net solar production each year. If the array generates more electricity than the building uses annually, the owner could be considered an electric 'Net Generator' and obligated to comply with the same laws as large-scale generation plants. These include the rules and regulations of FERC, PUCO, DOT, IRS and numerous other agencies. The owner should review the language in any solar Power Purchase Agreement to protect his building from this occurrence.

### Evaluate the long-term perspective.

Finally, the owner must evaluate solar power for the long term. Power Purchase Agreements are very lengthy, typically 20-25 years. The solar provider will install the largest possible array, typically 80% of the building's existing electric usage, to capitalize their investment. To avoid becoming a 'Net Generator', the owner must carefully manage the building's electric usage for the next 20-25 years. Over that period, a lot can happen in any building to decrease electric usage organically, such as a decline in occupants, installation of efficient lighting, or decreased use of desktop workstations and central printers. If the electric usage drops to approximately the array size, this could create a situation where the owner must scale back efficiency measures and energy-friendly practices, unnecessarily inflating electric usage and costs.

Solar power is a clean, renewable source of energy. It is one of many factors to be considered for LEED certification or sustainable building design. Under the right conditions, solar can provide a building owner with a secure and affordable supply of power for the long term. As with any building component, it is important to understand the impact of solar power before committing to its installation.

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Purchasing Electricity: Don't be left in the lurch

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The question now is -- how do you 'watch the electric market' without spending an inordinate amount of time?

Simply ask your current supplier to provide you with daily, weekly or monthly price updates via email. Unless you ask, your supplier may not know you are interested in this service.

Electricity price updates are usually simple, visual charts that show the specific time period you are interested in.

For example, in the case above the time frame for the fixed price was July 2014 – July 2015. It takes only a few seconds to pop open an email, see the price and note whether it is up or down. You can request that each update show you the history of the pricing via a chart similar to the one above.

Electricity and natural gas are two of the most volatile commodities on the market. The process of procuring electricity affects a significant portion of your annual budgets.

Planning in advance, understanding where the market is and being able to act quickly can save your school substantial amounts of money.



**Editor's Note:**

For more details or if you have questions – contact Dee Chambless via e-mail at [DChambless@noblesolutions.com](mailto:DChambless@noblesolutions.com) or call (713) 204-3478

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## Sustainability and Education

By Dean M. Bortz MA, CSI, CDT

Sustainability seems to have burst upon the facilities operations and management scene, as it has across the globe. Computers are the norm, not the exception, and it seems complexity is the new "normal."

Technology has provided new means and methods to attain system efficiencies and facility performance, yet the concepts are not new.

Education and training helps to guide us in dealing with this new "normal." The late 1980's introduced the first "green" measuring stick with Green Globes, (Now the Green Building Institute or GBI) The Department of Energy (DoE) promoted its EnergyStar® rating for home appliances in the early 1990's.

Leadership in Energy and Environmental Design (LEED) was first introduced in 1998 by the US Green Building Council, and has swept across the land. New buildings now had an avenue to commission and audit the entire facility, rather than a system or machine.

The LEED-EB program for existing buildings illustrates how the USGBC is finally addressing "low hanging fruit." This holistic approach of including operations and maintenance seems to be a new concept to many design professionals and contractors.

Yet, I found that facilities personnel seem to have an innate understanding of life cycle costing and value engineering through programs such as BOC (Building Operator Certification program), facilities personnel build upon their on-the-job experiences, prior licensing, training, and horizons are expanded to be better equipped to deal with this holistic facility approach, which is at the heart of sustainability concepts.

Who among us could ever afford to throw away materials we can use? It is often more economical to recycle, repair or re-use than to purchase new fixtures and equipment. Learning how to apply the

baseline data available is basic to being efficient and effective.

Software tools such as BEES (Building for Environmental and Economic Sustainability) and FEMP (Federal Energy Management Program) are available and little or no cost online to allow facilities personnel to "score" themselves without outside consultant time and expense.

Thermal imaging permits fact based decisions on facilities maintenance. EnergyStar® has expanded to include many building materials and fixtures, wood and fabric products are put through their paces to gain certification as "green" by organizations testing claims by manufacturers for recycled content and volatile organic content (VOC).

Organizing and managing data through the use of CSI MasterFormat® or Building Integration Modeling (BIM) is more prevalent and provides information critical to facility operations and maintenance.

Colleges and universities, as well as groups too numerous to mention, offer courses for alternate energy technicians, sustainability, design and energy strategies, water and waste stream management and beyond.

Educators are working to provide course content that is current and applicable to facilities personnel. Thoughtful inquiry based upon factual data is crucial to providing sustainable alternatives to the inefficiencies and un-economical choices of the past.

Education, experience and efficiency have merged into a superhighway of information and choices for facilities operations and management. Gaining new knowledge to meet current and future sustainability challenges is essential for all personnel to achieve excellence.

## To Justify Energy Projects, Focus on Long Term Results

By: Richard G. Lubinski, GEM, CM, CDSM, President, Think Energy Management, LLC

American businesses sometimes get so focused on the short-term they can lose focus on the big picture long-term success. Corporations that focus on monthly and quarterly profit alone can miss legitimate investment opportunities available through utility cost control. Some unknown person in corporate America decided years ago the simple paybacks for energy management projects had to be two years or less. With the banks paying less than 1 percent return on investment (i.e., interest), doesn't it make sense to consider an energy management project with a three-year simple payback, which offers a 33 percent 110I? To get top executives to buy into the value of energy efficiency, facility managers have to take a long-term perspective on energy projects. It may take time, but facility managers who take six proven steps can build a successful energy management strategy for the long haul.

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## To Justify Energy Projects, Focus on Long Term Results

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**1. Include IRR and NPV in project proposals.** Energy management investments need to be viewed the same as any other investments. Since simple payback is a very limited tool, most companies look at internal rate of return (IRR) and better yet the investment's net present value (NPV). Facility managers are missing a big opportunity if they do not include IRR and NPV calculations as part of every energy management project justification. While company CFOs will likely run their own calculations, a facility manager's preliminary analysis is incomplete if it only shows simple payback. The energy management project needs to compete with hundreds of other potential investment ideas presented to the company. Does the lighting retrofit or controls project offer better NPV than competing projects like buying more production equipment or expanded sales and marketing efforts? If facility managers think of their energy management projects as investments, they and their companies will be more successful

**2. Bundle energy projects.** There is a tendency to cherry pick the projects that have the best ROI and neglect the balance of the project or other projects. While line-item ROI is legitimate, so is the bundling of several energy conservation measures. Why not have the retrocommissioning, lighting, and controls projects help pay for the replacement chiller, boiler, or air-handling units? There can be a merger of standard ROI projects with capital projects to get more done. While replacing a 25-year-old chiller may not be popular, it becomes a necessity over time. If the chiller is replaced with premium efficiency chiller, then its ROI and NPV become more attractive as an investment. If the chiller replacement is bundled with other energy conservation measures, the combined package yields attractive investment return while also delivering lower energy cost, lower maintenance and repair cost, fewer performance issues, and better comfort.

Energy savings estimates should be conservative. The reason: To be successful for the long term and get future energy projects funded, FMs need to meet or exceed projected energy savings levels

**3. Look for utility incentives.** Utility companies and state public service commissions acknowledge that energy efficiency generates multiple benefits for those directly involved and for the community in general. Lower average utility peak load results from energy management projects. The lower peak loads enable utility companies to extend the life of their generation assets and avoid future capital expenditures required only on peak load days. This rock solid logic of demand-side management has led state public service commissions to make it a regulatory requirement for utility companies.

Facility managers participate in this process by understanding demand-side management rebates.

These rebates reduce an energy management project's net investment and therefore improve its ROI and NPV. While a rebate may appear to be a gift from the utility company to help pay for an energy management project, it actually helps every ratepayer. Lower capital cost for the electric utility, natural gas utility, or water/ sewer authority results in lower rates for everyone. And while the energy management project provides ROI to the company it also helps the utility companies and its ratepayers.

**4. Look for large energy-saving opportunities.** Another consideration is the scale of the investment opportunity as it relates to the overall business. What will impress the CEO more: a \$1,000 project that saves \$1,000 per year (1 year simple pay-back period with 100 percent ROI) or a \$1,000,000 project that saves \$1,000,000 per year? Senior management is interested in projects that provide attractive ROI and will have a significant impact on the business. Therefore think big regarding energy management opportunities. Why settle for 5 percent utility savings when 50 percent utility savings may be possible?

**5. Focus on long-term cash flow.** What is the point of focusing on the payback period of an energy management project? The focus should be the net cost savings after the energy management project pays for itself. A cash-flow project should not only show the payback period but the long-term impact of reducing operating costs. Why not provide views of the cash flow over five, 10, 15, or even 20 years? What is the life-cycle cost of the project? If the effective life of a replacement chiller is 25 years, why not show the life-cycle cost of the old chiller compared to the new premium efficiency chiller over a period of years? If the replacement boiler life is 40 years, the analysis period should reflect the life of the investment.

While senior management might have some passing interest in kWh, therms, BTUs, etc., they are really focused on the dollars of the investment. Facility managers can conservatively show expected project cash flows without any provision for utility rate increases or even inflation. A second version of the same economic justification could include allowance for rate increases that affects the dollar value of the energy unit saved. Some other items than can be included in various views of the cash flow might be: operational savings, air conditioning savings, heating savings, maintenance savings, and maybe staff savings. Staff savings can be real but are often exaggerated in cash flow projections developed by parties in interest.

**6. Measure the project results.** Senior management expects conservative assumptions and expects that the project's performance will be measurable. Projections of energy savings in kWh, therms, and kilogallons of water/sewer should be conservative based on an accurate model of the impact of the energy efficiency project.

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## To Justify Energy Projects, Focus on Long Term Results

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Senior executives expect facility managers to measure the project results using utility bills, utility meter data, or submeter data. This process is called measurement and verification, or M&V. The idea is to report the actual energy savings compared to the projected savings

To be successful for the long term and get future energy projects funded, facility managers need to meet or exceed projected energy savings levels. Therefore energy savings estimates should be conservative. Those conservative savings projections should be reviewed and supported by an independent third party like a certified energy manager (CEM). Company investments and M&V should not depend upon an interested party such as the vendor making the proposal. If the energy consumption numbers are valid, then the dollar value of the energy savings will take care of itself. Any increases or decreases in energy unit values are separately reported, so the consumption and dollar value are both reported.

Energy savings are real and measurable. This is the heart of the M&V of any energy savings project. Facility managers should avoid using vendor-generated cash-flow projections that add estimated operational savings to savings derived from a reduction in energy use. Again, estimated staff savings are often exaggerated in cash-flow projections by parties in interest.

Great care needs to be exercised about including operational savings and avoided capital cost as part of the projected cash flow. Some performance contracting proposals classify operational and capital cost avoidance as stipulated savings that is, savings that both parties agree in advance are real and therefore not part of the project's actual utility cost savings

Facility managers need expert energy and legal advice before entering into any long-term Energy Savings Performance Contract (ESPC) or other guaranteed energy savings agreement. Even a contract reference to the International Performance Measurement & Verification Protocol (IPMVP) does not automatically protect a company in this complicated long-term contract relationship

Regular M&V reporting of energy savings projects results is a part of the project and a part of its expense. Internally, management will be interested in seeing whether the facility manager's projection of cash flow is being achieved or not. If the vendor's projection of cash flow is used, it becomes the projection of the facility manager who promoted the project.

It is during M&V reporting that the facility manager begins to appreciate the value of conservative energy-saving assumptions.

Over time, some factors change, such as occupancy, hours of operation, production level, heating and cooling degree days, buildings or floors opening and closing, etc. Ideally the M&V data will reflect raw data with no adjustment factors. Another version of the same M&V report can include adjustments based on the building's traditional energy use pattern and its energy balance. For example, a 10 percent increase in cooling degree days does not increase the total electrical consumption by 10 percent because it has no impact on lighting, plug loads, and in general energy use by most motors. Again, the company's interests are best served if the M&V report is prepared or at least audited by an independent third party certified energy manager (GEM).

Energy management can produce real financial results. The Energy Star program has numerous examples of long-term energy management successes. Companies of all types are recognized for producing significant energy savings (cash savings) through the careful application of energy management improvements. Some companies are repeat Energy Star Partners of the Year because they consistently generate year over-year energy consumption savings and thereby contribute to profitability and long term financial health.

Ultimately, energy management projects are about the conservation of cash or company resources. Energy management can be part of a company's strategic plans by affecting the operating costs of its buildings while generating other benefits, such as better lighting, better comfort, and less downtime. Downtime avoidance could be worth more to the company than the energy savings for facilities like data centers, hospitals, and manufacturers.

Some local governments are requiring commercial office buildings to reveal their relative energy efficiency performance in terms of MMBTUs per square foot of space. The idea is to drive energy efficiency by showing tenants that they can save money if they choose a building with energy costs of only \$1.50 per square foot versus a building costing \$5 per square foot.

Business is becoming more competitive and smarter. Facility managers can use energy management projects to help their companies and their buildings be more successful by developing and investing for long term success. Buildings with higher net operating income (NOI) are literally worth more since buildings and business values are determined by a multiple of their NOI.

*Richard G. Lubinski, GEM, CM, CDSM, president of Think Energy Management LLC, an energy consulting firm. He can be reached at [rick@think-energy.net](mailto:rick@think-energy.net)*

**2015 Board Meeting****Schedule:**Feb 12<sup>th</sup>Mar 19<sup>th</sup>May 21<sup>st</sup>June 18<sup>th</sup>Sept 17<sup>th</sup>Dec 10<sup>th</sup>

*Board Meetings  
are held  
in Columbus*

**2015 Conference & Trade Show****Crowne Plaza Hotel****Oct 25<sup>th</sup> 5:00 pm****Conf. Committee meeting****Oct 26<sup>th</sup> & Oct 27<sup>th</sup>**

**Conference  
&  
Trade Show**

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our website!

**[www.opfma.org](http://www.opfma.org)**

**2015 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!** By simply bringing in "SpotLight" topics and ideas of interest to you could be beneficial to many other readers.

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

Thank you,  
Alexandra

**Publication and Submission – Terms & Requirements**

"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: Articles & Photos Submission is on the 1<sup>st</sup> Day of 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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