

# The New Economy...The Right Place and The Right Time for FM!

ABRAFAC Congress  
October 19, 2011



# Today's Economic Reality

***“We heard about the recession but have chosen not to participate”***



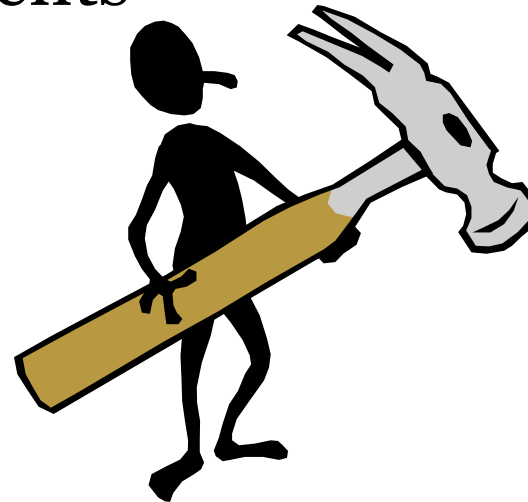
- Part of business cycle
- Helps “reset” economy (re-calibrate what’s important)
- Opportunity for elevated stature for the facilities organization
- Companies are looking for efficiencies
- New operational opportunities

# Maximizing Value from your Company's Real Estate Holdings

- Lengthening their life expectancy
- Optimizing the usefulness of your facilities e.g. Alternative Workplace Strategies
- Sub-leasing unoccupied facilities

# Improve your Operations and Maintenance team performance

- Review/revise maintenance schedules
- Preventative & Predictive Maintenance
- Conduct staffing analysis being alert for inefficiencies and opportunities
- Reward team members for productivity improvement achievements



# Decrease expenses through effective management

- ❖ Better contract governance
  - Early extensions for investment or savings
  - Revise scope of work by adjusting service levels-  
APPA
  - Re-negotiate or re-bid
  - Look for creative alternatives-challenge your team



## Efficiency Improvements

- Look for waste and inefficiency
- Review current overhead opportunities to cross train
- Business case for expenses (modified zero based budgeting)
- Cost/benefit analysis
- ROI-12, 24, 36
- Process innovation

# Practical Expense Reductions

## ❖ Utilities Management

- Pay Attention to usage and behavior
- Review and analyze utility bills
- Optimize BAS/EMS
- Re-commissioning of systems
- Energy Audits



# Enhance the company's image

- ❖ Facility appearance-image
- ❖ Sustainability activities
  - Corporate Sustainability Statement
    - Marketing externally
    - Internal pride/ownership



# So now what?

- ❖ Consistently communicate what you have accomplished and what value you bring to the organization
- ❖ Sing your own praises or no one else will!
- ❖ Share what you have done with others by participating in benchmarking groups to learn and improve even more!

True value of the Professional  
Facility Manager “*New Economy*”  
*or not...*

***We can always operate our  
facilities better!***

Teena Shouse, CFM, IFMA Fellow  
Associate

Facility Engineering Associates, P.C.  
Teena.shouse@feapc.com