



Summer 2003

An organization of planning, development, operations, &amp; maintenance officials

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## Conference Attendees "Reap the Rewards"

Overland Park, Kansas was the place to be June 21-25 as NASFA conference attendees enjoyed an educational program with excellent presenters at the Sheraton Overland Park Hotel for the 16<sup>th</sup> Annual Conference and Trade Show.

Kansas Host state representatives Joe Fritton, Gary Grimes, and Barbara Schilling welcomed the attendees with opening remarks while NASFA 2002-03 President Tom Sandretto gave way to the first session. Mitch Holthus, "The Voice of the Kansas City Chiefs" began Monday's general session with humor and wit by relating facilities maintenance practices with "Going Back to School...and Getting all F's."

The conference could not have proven so successful without the generous contributions from our sponsors: George Butler Associates, Inc., Heery International, Holder Construction, MAXIMUS, Inc., Sempra Energy

Solutions, and Zurich North America Insurance.

Exhibitors included: 3D/I, Adams Consulting Group, Applied Management Engineering, ARCHIBUS, Inc., Butler Manufacturing Company, Carter Goble Lee Companies,



Einhorn Yaffee Prescott Architecture & Engineering, Enloe Enterprise LLC, FAMIS Software, Inc., FirstPoint Energy, George Butler Associates, Inc., Heery International, Interface Flooring Systems, ISES Corporation, MAXIMUS, Inc., Neogard, RatingSource, Inc., Sempra Energy Solutions, U.S. Environmental Protection Agency, VFA,

Inc., and Zurich North America Construction.

Sessions covered a range of topics, from alternative project delivery, strategic facility planning services, improving homeland security and preventing building vulnerability, mold prevention, securing funds for facilities renewal, to commercial carpet maintenance and ways to define a "responsible bidder." All aspects of facilities, such as real estate, natural resources, and transportation had educational sessions available.

For more information, such as conference presentations or attendance lists, visit the "meeting" page on the NASFA Web site.

The 17th Annual Conference & Resource Expo will "Sail for Success" in Norfolk, Virginia, June 26 - 30, 2004.

## Selby L. Lucero Elected 2003-04 NASFA President



The National Association of State Facilities Administrators (NASFA), elected Selby Lucero as its 2003-04

President. Lucero is a registered New Mexico architect and is currently the Deputy Director of the Property Control Division, General Services Department.

Prior to his current position Selby served as the Deputy Director of the Building Services Division (BSD) for eleven years. With more than 22 years in the facilities administration field, Selby has experience in design

administration, construction inspection, facilities and leasing management, capital outlay requests, construction cost estimation, and building maintenance. Under Selby's direction in 2003, BSD received recognition from Quality New Mexico for their quality improvement program.

## From the President's Desk



Selby Lucero,  
2003-04  
President,  
New Mexico  
and Tom San-  
dretto,  
2002-03  
President,  
Vermont

I extend my sincere thanks to all participants and to Mitch Holthus, our keynote speaker for the success of the 16<sup>th</sup> Annual NASFA Annual Conference and Trade Show in Overland Park, Kansas. I also wish to say "gracias" to Tom Sandretto, for the great leadership he provided NASFA as our past president. Every attendee, exhibitor, sponsor, presenter and NASFA deserves praise for a great job! In addition, the Host State of Kansas deserves praise for making us all feel at home! I trust that each of you were able to "Reap the Rewards!"

### NASFA As A Tool

We all face challenges in our home states with our operating budgets. This challenge however, makes it even more essential that professional organizations such as NASFA emerge as a tool for state facilities managers to utilize and rely upon to address the issues we face. The 2003 conference incorporated sessions of extreme relevance to our day-to-day operations. These sessions provide concepts that can be used to improve how we manage our facilities. Consider the immense holdings of both

state owned and leased properties. Our customers rely on our services in order to perform their programmatic functions. Our stakeholders deserve our best efforts managing their facilities, as well. *NASFA as a Tool* can help with your challenges and help you to provide excellent service to your customers and stakeholders.

### Solutions Exchange

The presentation of relevant topics at the annual and regional conferences along with the electronic listserv makes NASFA a tremendous catalyst for *Solutions Exchange*. I extend the opportunity to share in this wealth of *Solutions Exchange*. To take advantage of this opportunity, become involved in NASFA and all it offers to you! Participation in committees and attend the various conferences offered to you during the year. Utilize the services available to you as a member. The electronic listserv allows you to quickly poll the members and gain solutions to your issues. This service alone has been deemed by many to be well worth the price of membership.

### Bring NASFA Home

If we can create local organizations in our home states, patterned after and associated with NASFA, more state facilities administrators can share in the values of this professional organization. *Bring NASFA Home* to those not yet familiar with the organization. I ask all members to undertake, nurture and make this concept grow! In each of our states, agencies may perform separate facilities management services. Our state capitals, public schools, corrections, universities, national guard, human services, state parks, museums, and department of transportation cabinets may all be performing separate day to day management of state facilities. Considering the aftermath of 9-11 for example, we need to come

together as an industry in order to become a more agile, solutions-based group. As NASFA members, we need to challenge ourselves to *Bring NASFA Home* and make this concept a reality.

I look forward to being your NASFA President for the next year. In New Mexico we have found involvement in NASFA extremely beneficial. I extend a welcome to anyone interested in joining this fine professional organization and welcome back all who are familiar with NASFA and have been part of the organization in the past. Thank you for the honor and the privilege.

To contact Selby, call (505) 827-2438 or email him at [selby.lucero@state.nm.us](mailto:selby.lucero@state.nm.us).



## NASFA 2003-04 Executive Committee

Executive committee members gather at the annual conference. Front Row, from left: Vice President - Great Plains, Ken Fougeron (NE); Vice President - East, Laurel LaFramboise (VT); 2003-04 President, Selby Lucero (NM); Back Row, from left: President Elect, Cliff Steger (TN); Vice

President - West, Bob Bipert (WA); Secretary/Treasurer, Don Manes (AR); Past President, Tom Sandretto (VT). Not pictured: Vice President - Southeast, Walt Fairchild (GA); and Vice Presidents At-Large, Steve Alston (CA); and Ron Wright (IL).

## ASHRAE Hosts Workshop on Building Protection Standards, Codes

Since terrorist attacks have been few but disastrous to date, it is not clear what building owners and managers should do to prepare.

"Buildings are already designed for natural incidents, such as earthquakes, winds and floods, and accidental incidents, such as fires," James E. Hill, Ph.D., said. "We need to know how much more is needed. What additional costs are justified? What role could standards and codes play?"

These questions were addressed in a two-day

workshop organized by The Infrastructure Security Partnership (TISP). ASHRAE is the lead organization for the workshop planning committee and invited participants from TISP member organizations and those outside TISP with relevant roles and responsibilities. Gary Larson (State of Washington) was a presenter for

the Panel Discussion of Issues Regarding Regulations for New and Existing Buildings in the Public Sector representing NASFA. Roy Wilson, NASFA's TISP representative and Principal at George Butler Associates also attended the workshop as a participant.

For more information, contact Jodi Dunlop at 404.636.8400.

## 2003 Innovations Award Winners Recognized

The 2003 NASFA Innovations Program, sponsored by VFA, Inc. was formally recognized during the awards banquet at the 16th Annual Conference and Trade Show in Overland Park, Kansas. A total of 14 programs were submitted for the 2003 NASFA Innovations Awards.

New Mexico's General Services Department's *Quality Improvement Program* was the winner of the Operations and Maintenance category and named the overall 2003 Innovations Winner. The *Quality Improvement Program* addressed two problems: the need to improve customer service and financial accountability of the division. Despite being a service organization, prior to 1998 no customer satisfaction measures were used to manage the division or were costs benchmarked to measure proper use of funds. The Accountability in Government Act passed in 1999 states the following

purpose: "To provide for more cost effective and responsive government services by using the state budget process and defined outputs, outcomes and performance measures to annually evaluate the performance of state government programs."

Passage of this act has changed the way state government operates. The department used the *Quality Improvement Program* to make effective changes and improvements in response to the Accountability in Government Act. The legislature requires agencies to meet certain performance goals, based on approved measures, and the General Services Department has effectively met these goals.

Ohio's Department of Administration's *Performance Based Contract Program* won in the Design and Construction category. The program discussed how owner agencies often find it difficult to fund building improvements because of tight budgets. A performance-based contract allows owners an alternative funding mechanism,

using a third party to fund design/build project improvements through energy savings. Performance contract programs are used by other states but often share common challenges. The entire process is much more complex than a standard construction bid process and cannot be used for every facility. The program includes a profile of facilities that offer the highest probability of success using the performance based approach. Proposed improvements must thoroughly be analyzed prior to installation, since their actual performance is monitored over a ten-year period. The maintenance staff are enthusiastic participants in the project, and their vigilance in maintaining the equipment is crucial to the long-term success of the project.

The Washington Department of General Administration's *Creative Deal-Making--Assignment of Option to Purchase* was the winner in the real estate category. Washington believes in "creative dealmaking" using any legitimate tool to stretch and enhance

state resources, especially in the real estate market. The state currently leases approximately 10 million square feet of office space in large cities and small towns. With a declining market, the state has been able to reap some benefits. One creative deal – using an "option-to-purchase" clause – netted \$436,000 for the state's general fund from the sale of its purchase rights on two buildings on which it held leases. Selling the state's purchase rights to another buyer saved the buyer \$1 million in closing costs. The deal also allows the state to have future purchase rights for the buildings through a new lease that Washington negotiated.

The NASFA Innovations Award is an annual award program developed in 1993. It recognizes outstanding achievement by a state facility organization in establishing an innovative new program or improving an existing program that enhances efficiency and effectiveness in state government.

To view the submissions, visit the "members only" section on the Web site.

### 2003-04 NASFA Executive Committee

President	Selby Lucero (NM)
President Elect	Cliff Steger (TN)
Secretary/Treasurer	Don Manes (AR)
Past President	Tom Sandretto (VT)
Vice President - East	Laurel LaFramboise (VT)
Vice President - West	Robert Bippert (WA)
Vice President - Great Plains	Ken Fougeron (NE)
Vice President - Southeast	Walt Fairchild (GA)
Vice President At-Large	Steve Alston (CA)
Vice President At-Large	Ron Wright (IL)

### 2003-04 NASFA Communications Committee

Laurel LaFramboise (AR), Co-chair  
Greg Hall (AK), Co-chair  
Cindy Blanchard (FAMIS Software, Inc.)  
Christian Knight (VFA, Inc.)  
Amy Rosenfield (VFA, Inc.)  
John Schauwecker (AK)  
Eric-Jan Schmidt (VFA, Inc.)

Your ideas and topic suggestions for *State Facilities Quarterly* are welcome at all times and will be invaluable to other state facilities managers. Please send information about studies, new projects, legislation, etc. to the NASFA staff at [nasfa@nasfa.net](mailto:nasfa@nasfa.net).

### NASFA Staff:

**Marcia Stone**, Association Manager  
**Alecia Lohaus**, Editor



Formed in 1987, the National Association of State Facilities Administrators brings together state officials involved in the planning, development, operations and maintenance of state facilities. Any state is eligible for membership in NASFA. A prominent benefit of NASFA membership is that the membership is vested in the state, rather than an individual, and therefore all personnel involved in facilities administration and management may participate in the association. The membership dues can be split among several agencies, which lower the expense for each agency.

### National Association of State Facilities Administrators



2760 Research Park Dr.  
P.O. Box 11910  
Lexington, KY 40578-1910

859.244.8121  
Fax: 859.244.8001  
[nasfa@nasfa.net](mailto:nasfa@nasfa.net)

Non-Profit Org.  
U.S. POSTAGE  
PAID  
Lexington, KY  
40578  
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