

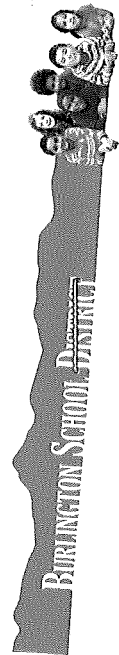
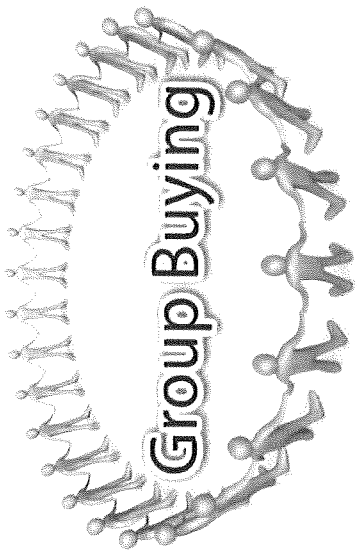
Saving money on supplies is not the only notable FMDA achievement. We are also very proud of the number of "value-added" benefits we are able to provide, such as:

Professional Development:

We have made available to FMDA members, and their staff, training sessions teaching proper floor care procedures. Training for individual schools is available upon request. Free online training that demonstrates proper cleaning techniques and procedures for restrooms, hard floors, carpets, classrooms and offices are also available to our members. These online training videos are a very useful training tool for both current and, especially, for new employees. We plan on offering more training options in the coming year.

Facility Software:

The FMDA members have a work loading software systems that has been made available to them at no cost. This system offers a number of valuable functions including the ability to: create work orders, calculate the number of custodial staff schools should have based on building size and dynamic, track work to be completed on a daily, weekly, monthly and annual basis, and forecast preventative maintenance needs



Marty Spaulding

Director of Property Services

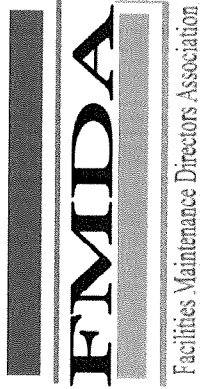
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Facilities Maintenance Directors Association

What is the FMDA?

We are a group of school facility representatives who have consolidated and gone out to bid on services and supplies as one unified group to maximize our buying power.

The FMDA buyers group currently has 115 members participating in the consortium made up of public k-12 schools, private k-12 schools, colleges and municipalities spread throughout Vermont as well as some areas of New Hampshire.

Why are we doing this?

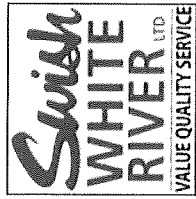
We feel that all schools should pay the same price for the products they use regardless of size or volume. The strength and commitment of a unified group of school districts has much greater purchasing power than an individual school could ever hope to achieve on their own.

The FMDA currently has two contracts in place that are available to participating members:

Custodial Supplies

The FMDA recently awarded the 2014/2015 bid to **Swish Kenco**. The FMDA members as a group currently purchase over a million dollars' worth of custodial supplies a year.

Any school participating in the FMDA Custodial Supplies Group Purchasing Program is required to purchase a minimum of 87% of their custodial supplies from the primary vendor.



Liquid Fuels

The FMDA has partnered with **Competitive Energy Services (CES)** to form a liquid fuels procurement consortium. CES is an independent energy consulting firm that advises educational, industrial, commercial, institutional and municipal clients in managing and consulting fuel and energy costs in a competitive market place.

CES will assist members with the strategic sourcing and hedging of a variety of liquid fuels; including heating oil, propane, diesel and unleaded gas. CES now represents more than one million gallons of fuel oil, for both municipal and educational clients, as part of the FMDA Fuel Procurement Consortium.



What is on the horizon?

We are currently developing Requests for Proposals and preparing to go out to bid as a group for the coming 2014/2015 school year on Copy Paper, HVAC Filters and Light Bulbs.

What is the cost to join?

There is no cost to join the FMDA. The association is completely funded by rebates from vendors based on total group purchases.

The FMDA is 100% voluntary; we want the schools in our group to want to be part of this group because they envision the same goals.

How does a school join?

If your school is interested in participating in the FMDA group purchasing program, please contact Marty Spaulding at (802) 851-1394 mbspaulding@luhs18.org.

MEMBERS MAY CHOOSE TO PARTICIPATE IN ONE OR ALL PROGRAMS MADE AVAILABLE BY THE FMDA

What have we been able to achieve?
The primary achievement of the FMDA has been the considerable cost savings we have been able to realize through our group purchasing. In some cases schools have realized a 40% to 50% saving. Most schools see about 20%-30% savings.

What is our vision for the future?

We envision a day when we are expanding our group purchasing efforts from 115 schools to every school in Vermont. And we also welcome the opportunity for other states to participate such as New Hampshire and Maine. We feel that group purchasing can expand to include many other items and services that all schools share as a common interest. We have incredible buying power potential as a unified group.

