

# **Sightlines LLC**

## **Facilities MB&A Presentation**

### **Indiana University of Pennsylvania**

*November 16, 2010*

Sightlines



University of Illinois at Champaign  
The University of Maine  
University of Maine at Augusta  
University of Maine at Farmington  
University of Maine at Machias  
University of Maine at Presque Isle  
University of Maine at Fort Kent  
University of Maryland  
University of Massachusetts Amherst  
University of Massachusetts Boston  
University of Massachusetts Dartmouth  
University of Massachusetts Lowell  
University of Michigan  
University of Minnesota  
University of Missouri  
University of Missouri - Kansas City  
University of Missouri - St. Louis  
University of New Hampshire  
University of New Haven  
University of Notre Dame  
University of Oregon  
University of Pennsylvania  
University of Portland  
University of Redlands  
The University of Rhode Island, Narragansett Bay  
The University of Rhode Island, Feinstein Provident  
The University of Rhode Island, Kingston  
University of Rochester  
University of San Diego  
University of San Francisco  
University of St. Thomas (TX)  
University of Southern Maine  
University of Toledo  
University of Vermont  
Upper Iowa University  
Utica College  
Vassar College  
Virginia Commonwealth University  
Virginia Department of General Services  
Wagner College  
Wellesley College  
Wesleyan University  
West Chester University of Pennsylvania  
West Virginia University  
Western Oregon University  
Wheaton College (MA)

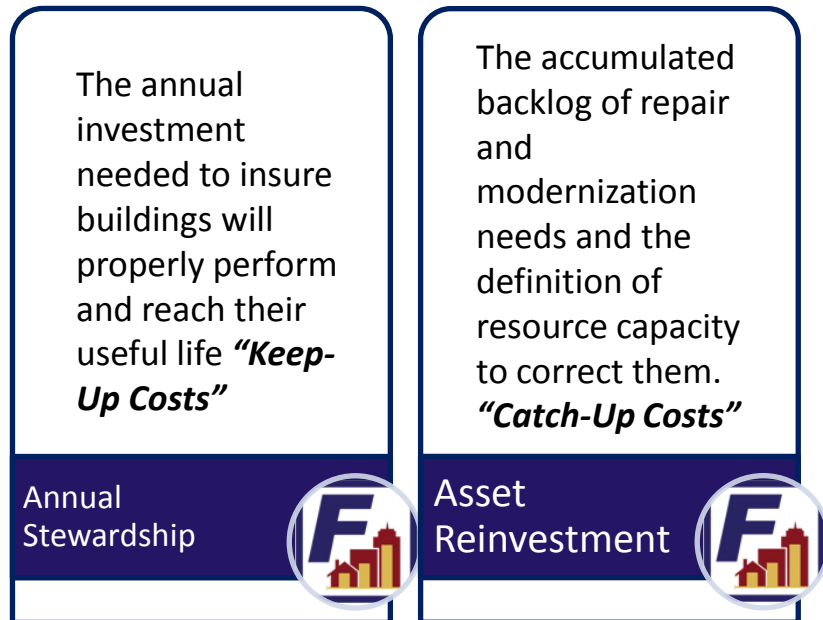
# A vocabulary for measurement

The Return on Physical Assets – ROPA<sup>SM</sup>

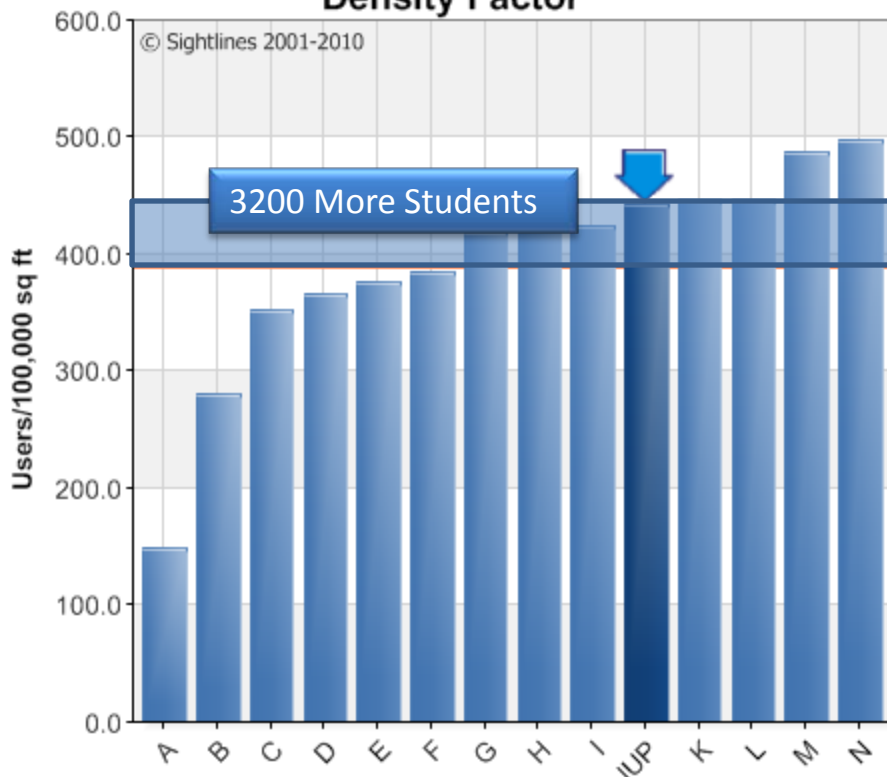
Sightlines  
© Sightlines 2010

## Developed a tool based on:

- Common vocabulary
- Consistent analytical methodology
- Credibility through benchmarking



## Density Factor

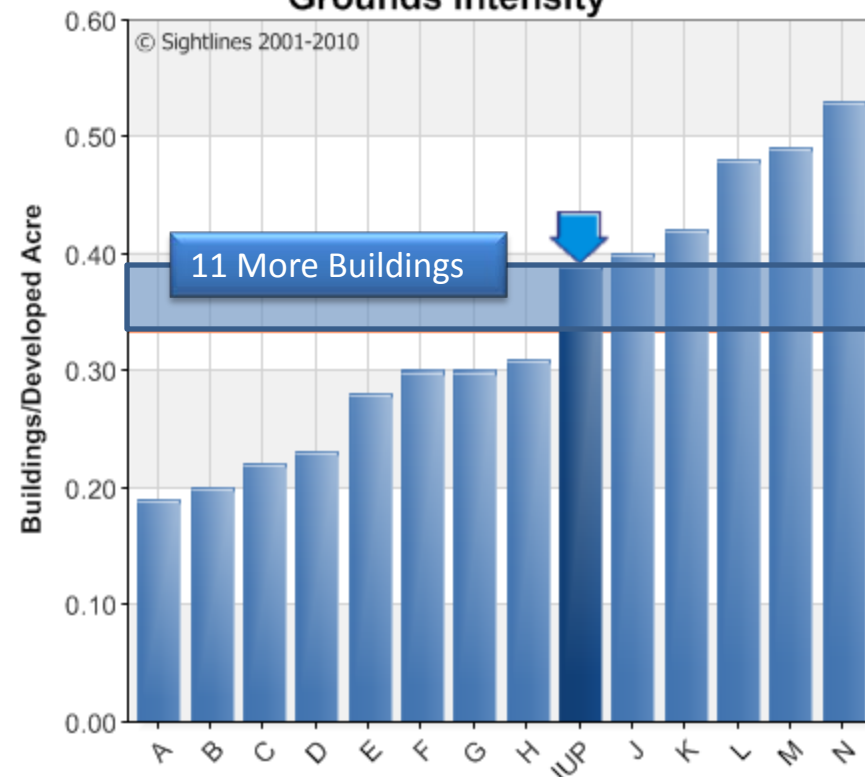


Institutions Ordered By: Density Factor

### Density Impacts –

- Wear & Tear of Space
- Custodial Staffing & Supervision
- Custodial Materials Spending
- Cleanliness Scores

## Grounds Intensity



Institutions Ordered By: Grounds Intensity

### Grounds Intensity Impacts –

- Grounds Staffing & Supervision
- Grounds Materials Spending

## I. Age isn't New vs. Old, it's Auxiliary vs. E&G

Though IUP has seen significant rejuvenation, it has not been split equally between E&G and Auxiliary spaces.

## II. Growing younger requires more stewardship

The capital profile must complement the age profile in order to protect your recent investments.

## III. Changing daily operations

Strategic operating changes have taken place in the current (FY11) and recent (FY09-10) fiscal years.

## IV. School Dude becomes fully implemented

Utilizing School Dude's PM module will foster the implementation, tracking, and reporting planned, preventative, and 'proactive' work.

## I. Age isn't New vs. Old, it's Auxiliary vs. E&G

Though IUP has seen significant rejuvenation, it has not been split equally between E&G and Auxiliary spaces.

## II. Growing younger requires more stewardship

The capital profile must complement the age profile in order to protect your recent investments.

## III. Changing daily operations

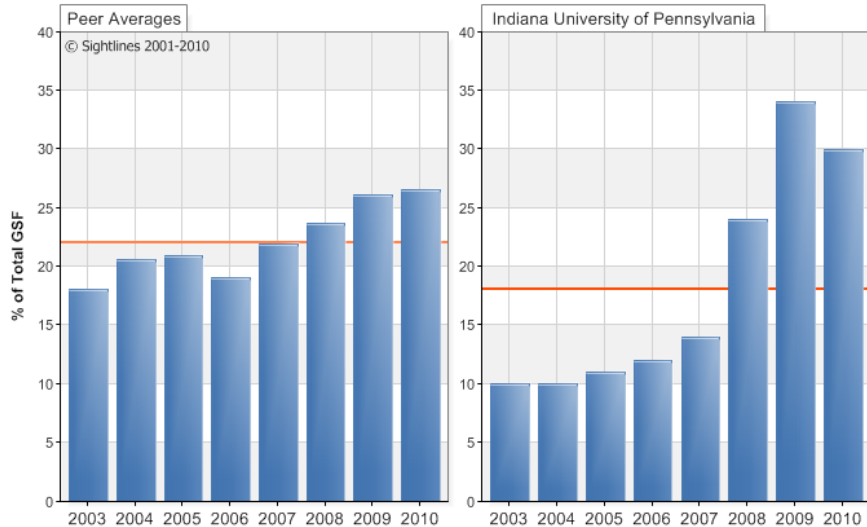
Strategic operating changes have taken place in the current (FY11) and recent (FY09-10) fiscal years.

## IV. School Dude becomes fully implemented

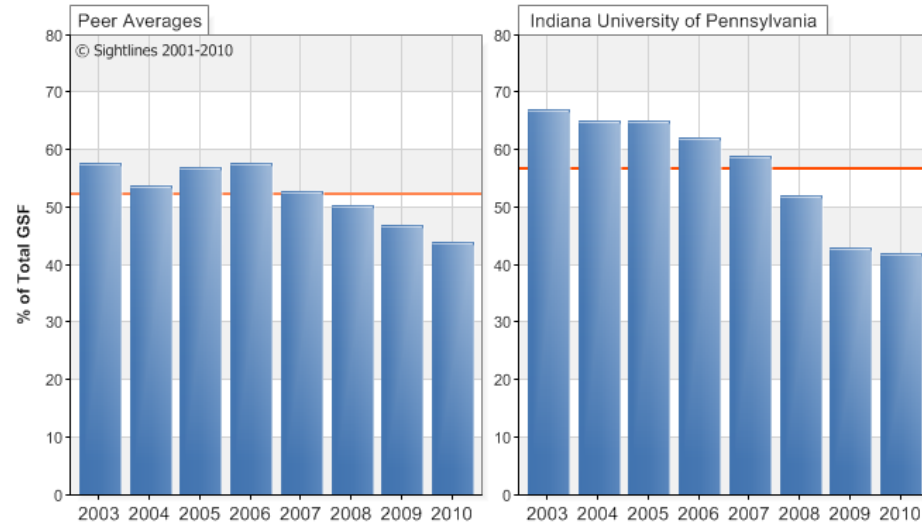
Utilizing School Dude's PM module will foster the implementation, tracking, and reporting planned, preventative, and 'proactive' work.



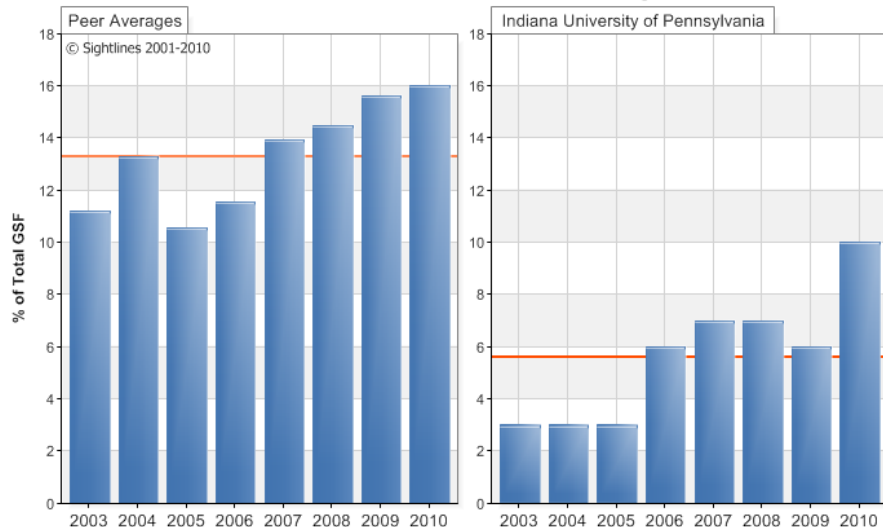
## % of Space Under 10 - Renovation Age



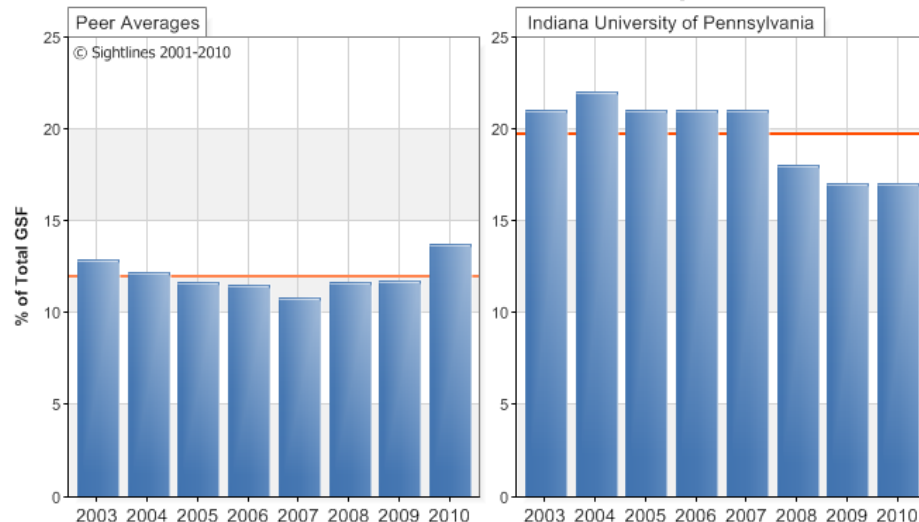
## % of Space 25 to 50 - Renovation Age



## % of Space 10 to 25 - Renovation Age



## % of Space Over 50 - Renovation Age

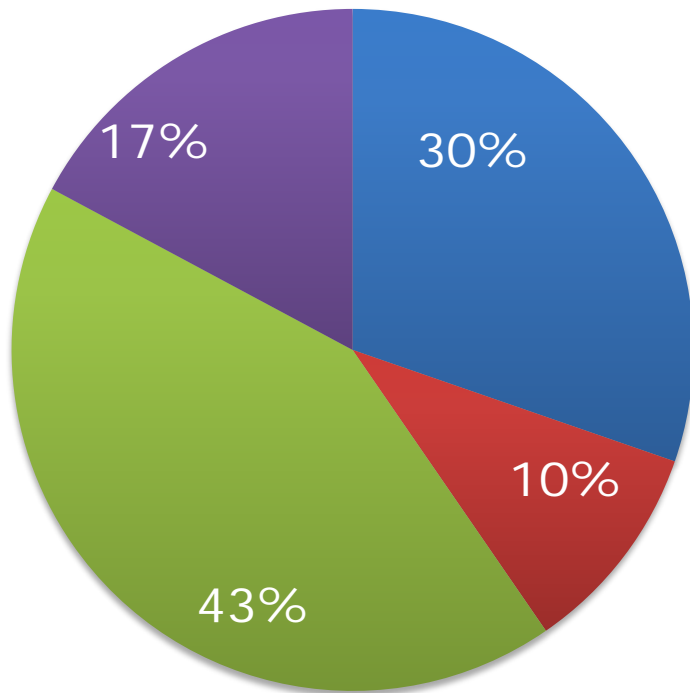


# Age profile in context with peers

40% of campus space is less than 25 years of age

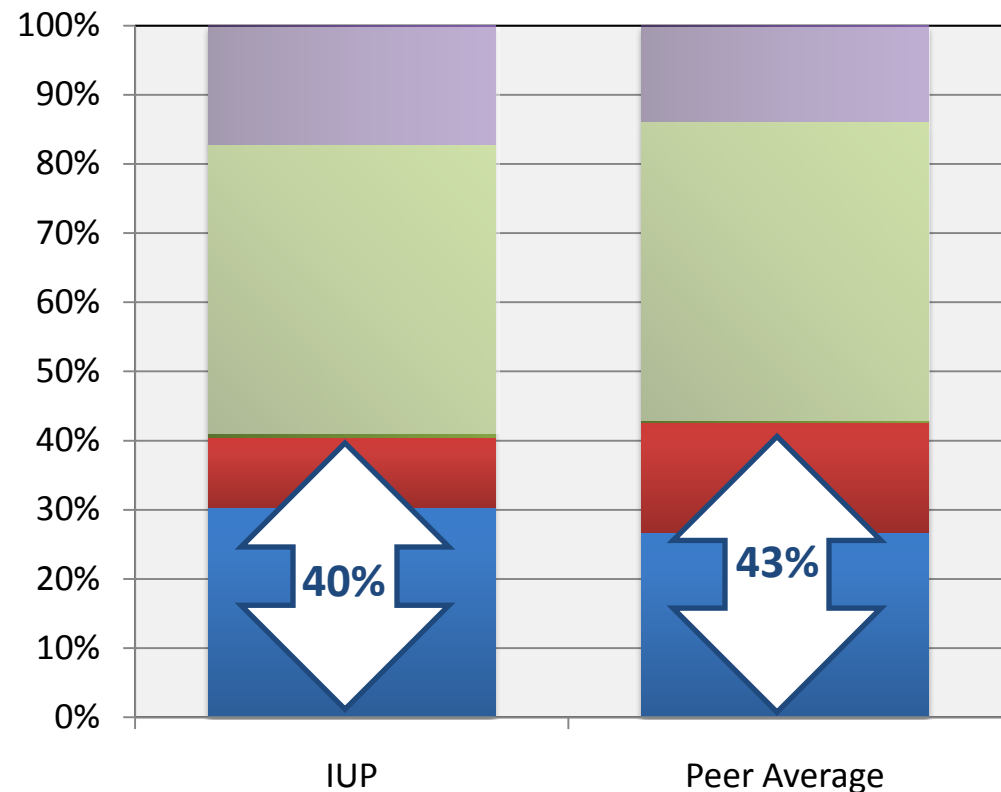
Sightlines  
© Sightlines 2010

## Campus Renovated Age Profile



■ Under 10 Years ■ 10 - 25 Years  
■ 25 - 50 Years ■ Over 50 Years

## Campus Age Profile v. Peers



■ Under 10 Years  
■ 25 to 50 Years

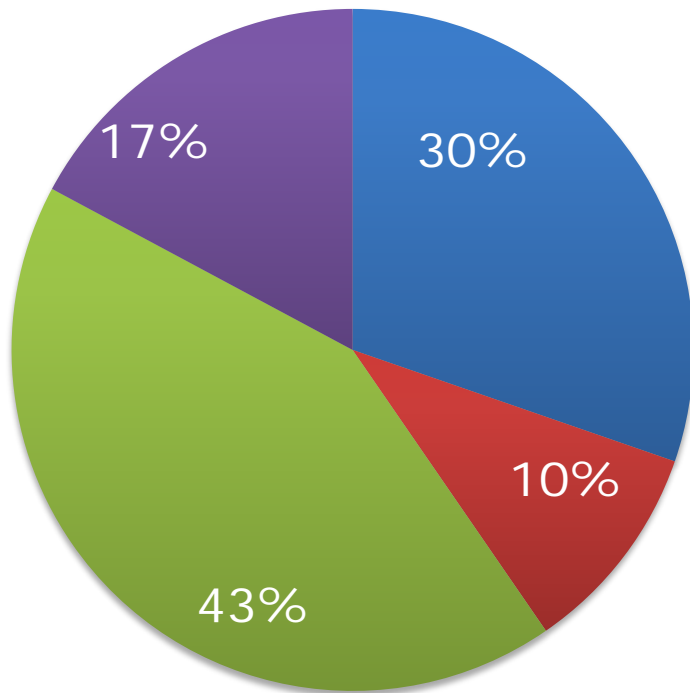
■ 10 to 25 Years  
■ Over 50 Years

# Splitting out IUP's Age Profile

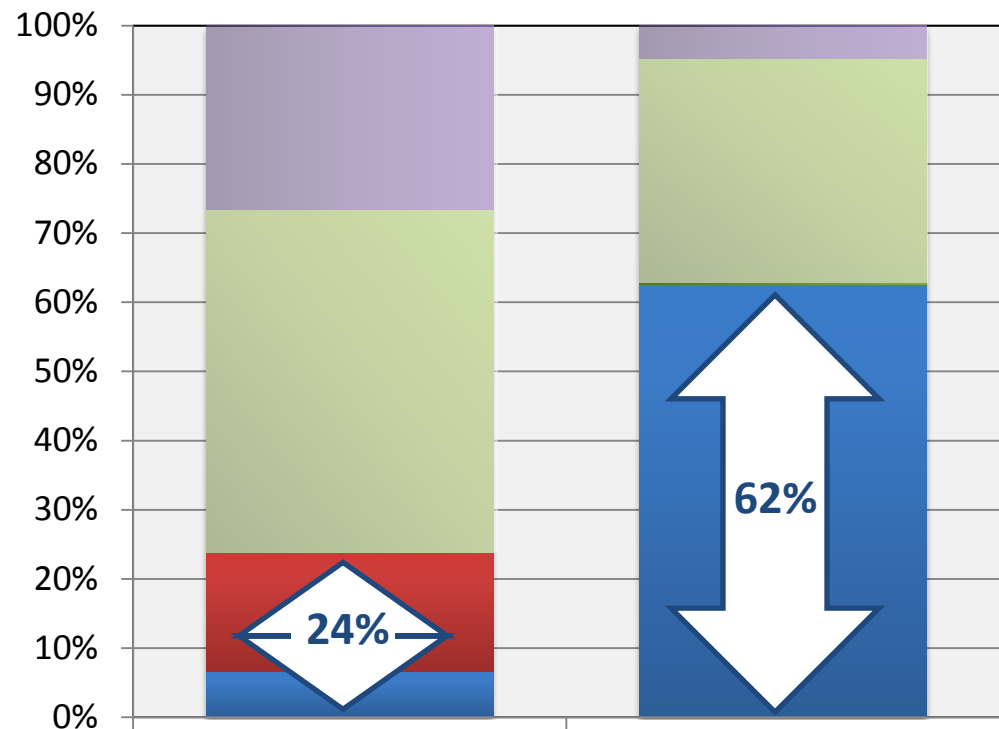
40% of campus space is less than 25 years of age

Sightlines  
© Sightlines 2010

## Campus Renovated Age Profile



## E&G vs. Auxiliary



■ Under 10 Years ■ 10 - 25 Years  
■ 25 - 50 Years ■ Over 50 Years

■ Under 10 Years  
■ 25 to 50 Years

■ 10 to 25 Years  
■ Over 50 Years



## I. Age isn't New vs. Old, it's Auxiliary vs. E&G

Though IUP has seen significant rejuvenation, it has not been split equally between E&G and Auxiliary spaces.

## II. Growing younger requires more stewardship

The capital profile must complement the age profile in order to protect your recent investments.

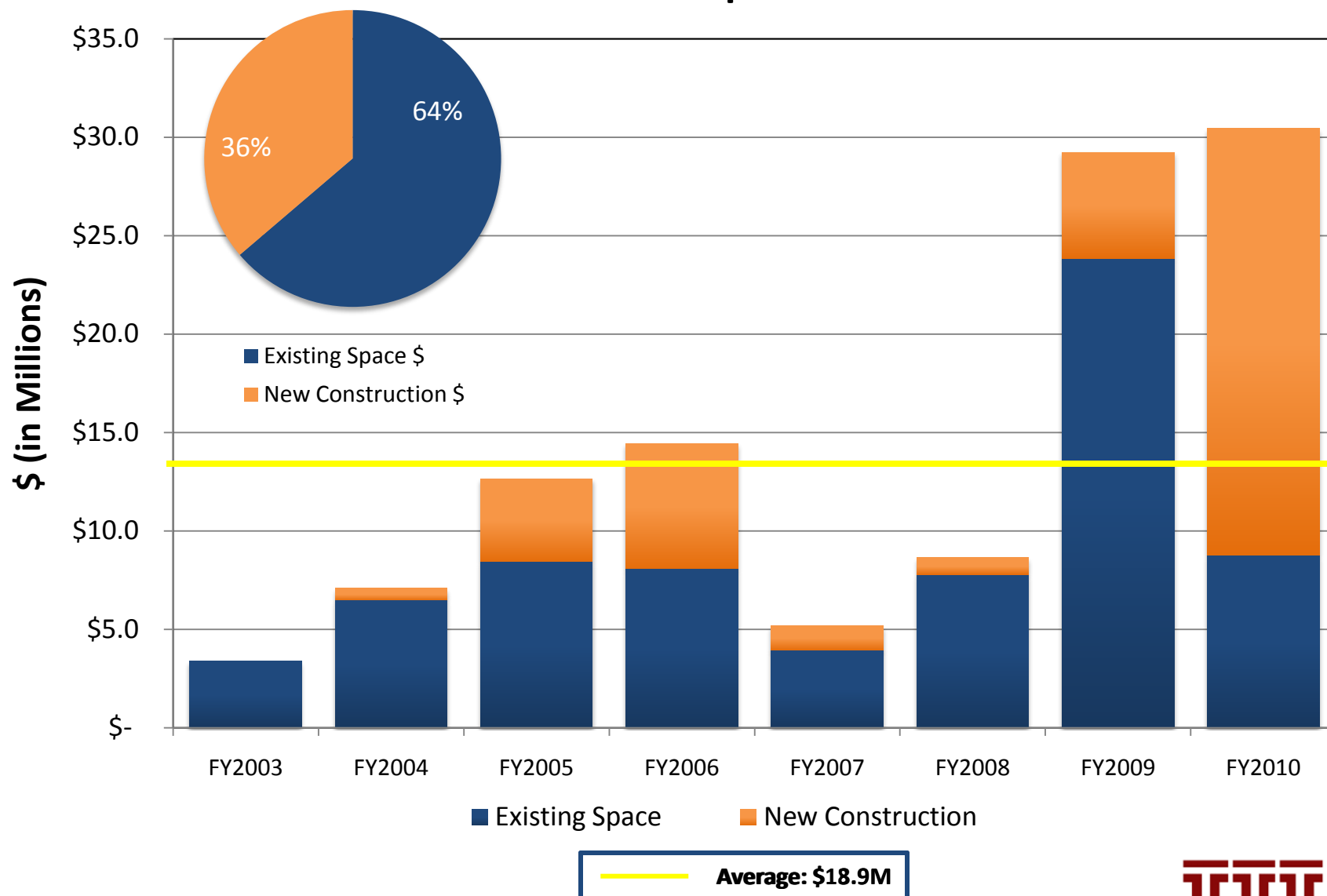
## III. Changing daily operations

Strategic operating changes have taken place in the current (FY11) and recent (FY09-10) fiscal years.

## IV. School Dude becomes fully implemented

Utilizing School Dude's PM module will foster the implementation, tracking, and reporting planned, preventative, and 'proactive' work.

## IUP's Total Capital Investment

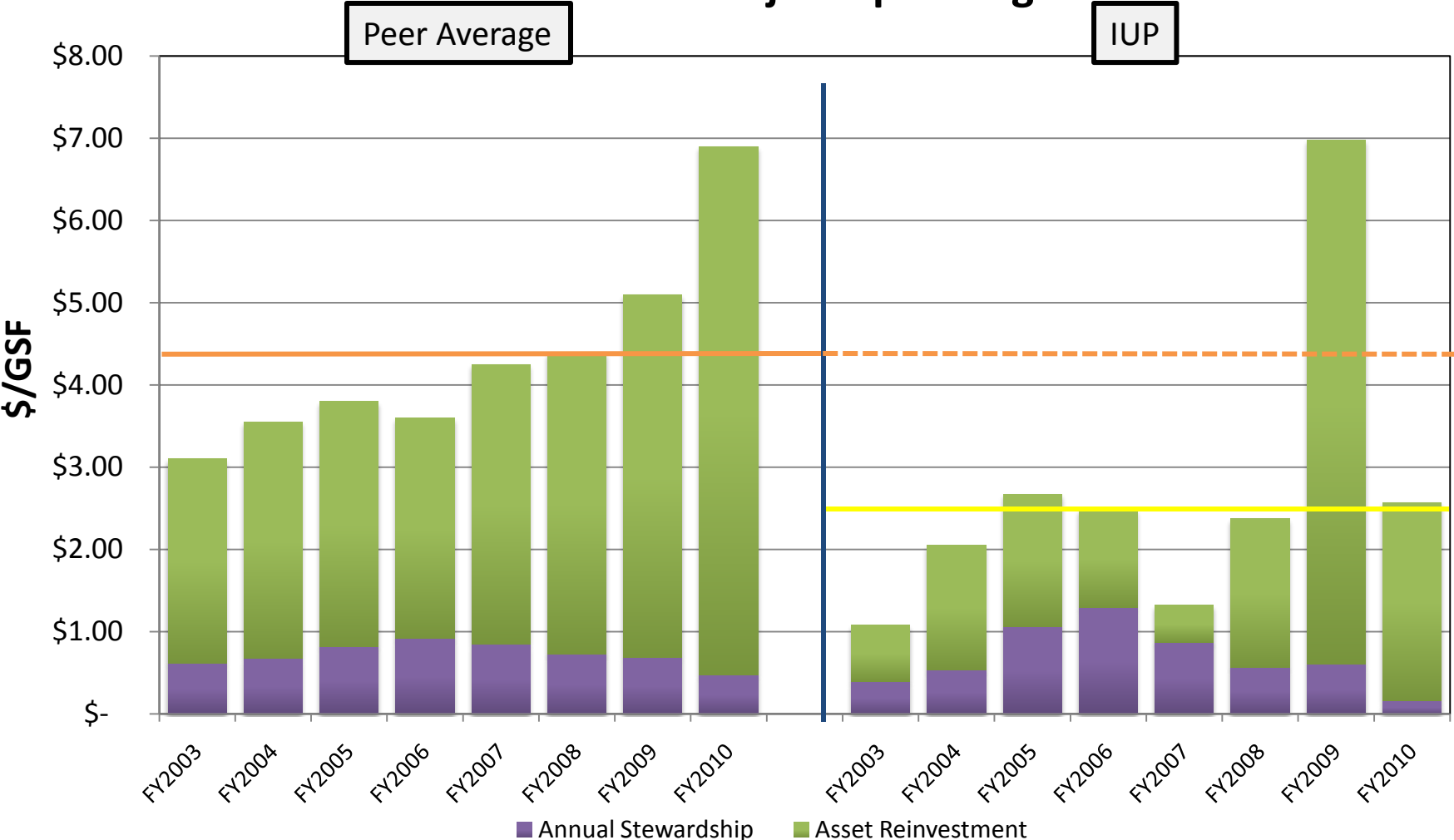


# Spending less into existing facilities

Averaging \$2.69/GSF



## Total Project Spending

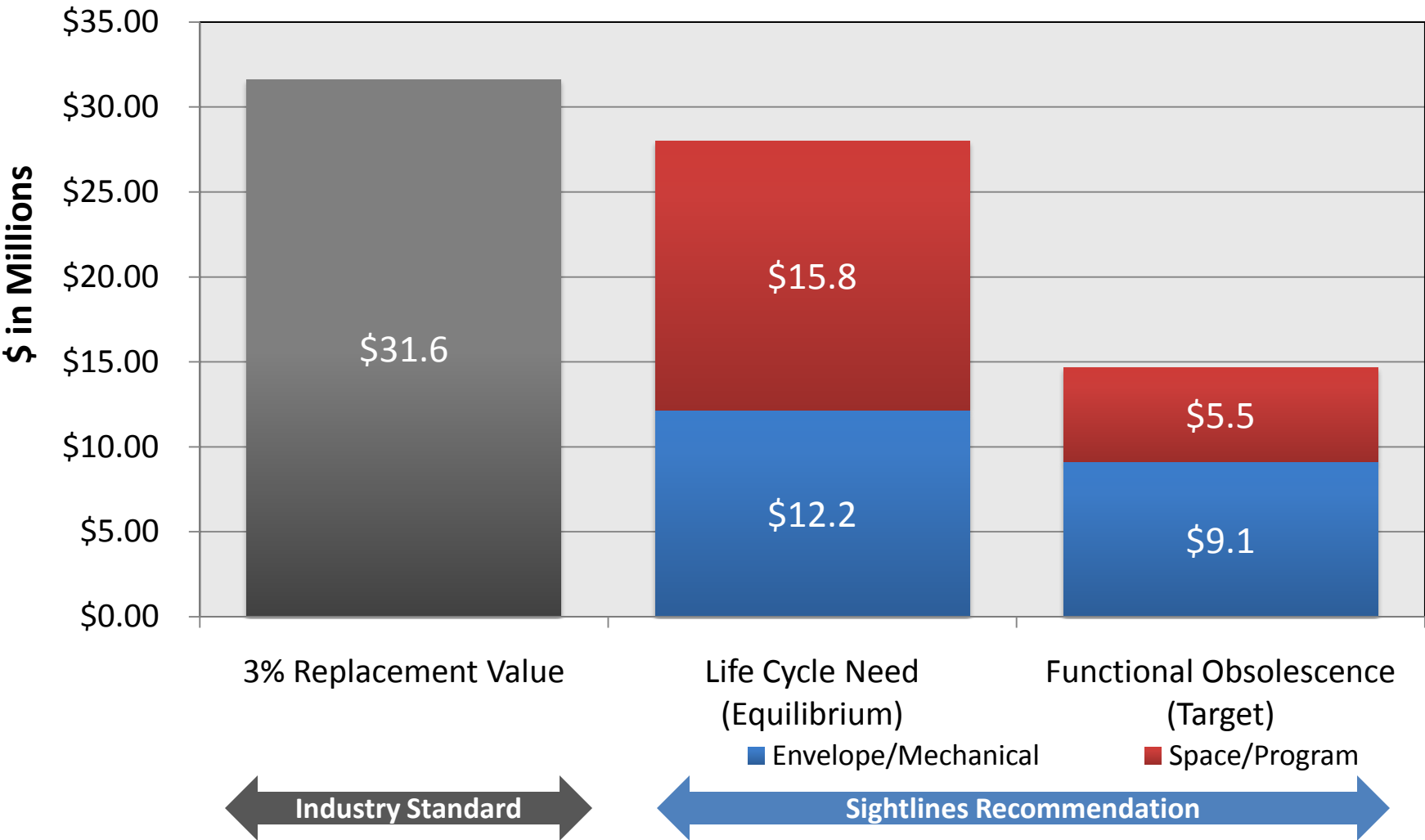


**Peers' Longitudinal Average: \$0.32/GSF**

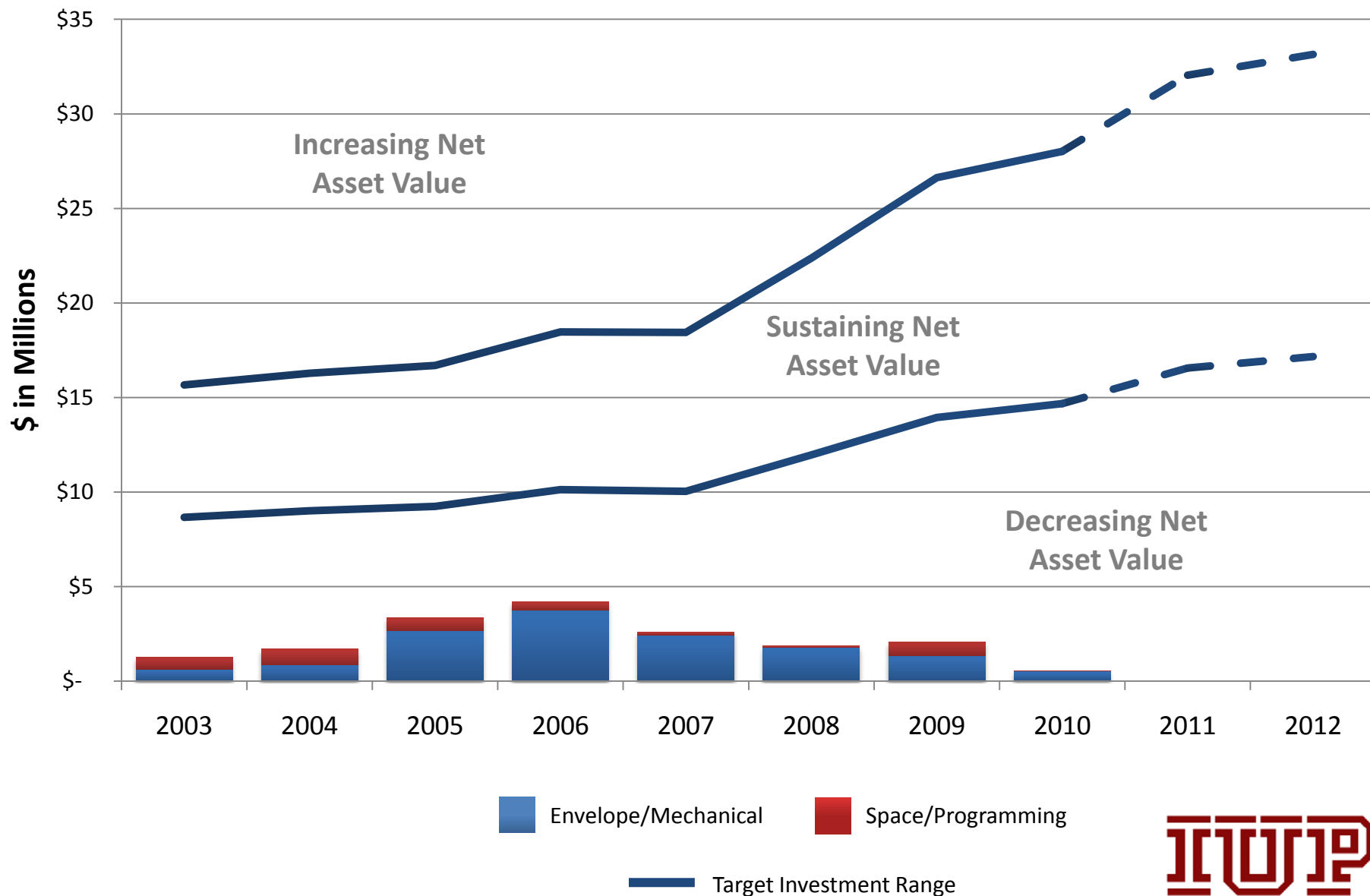
**IUP's Longitudinal Average: \$0.69/GSF**



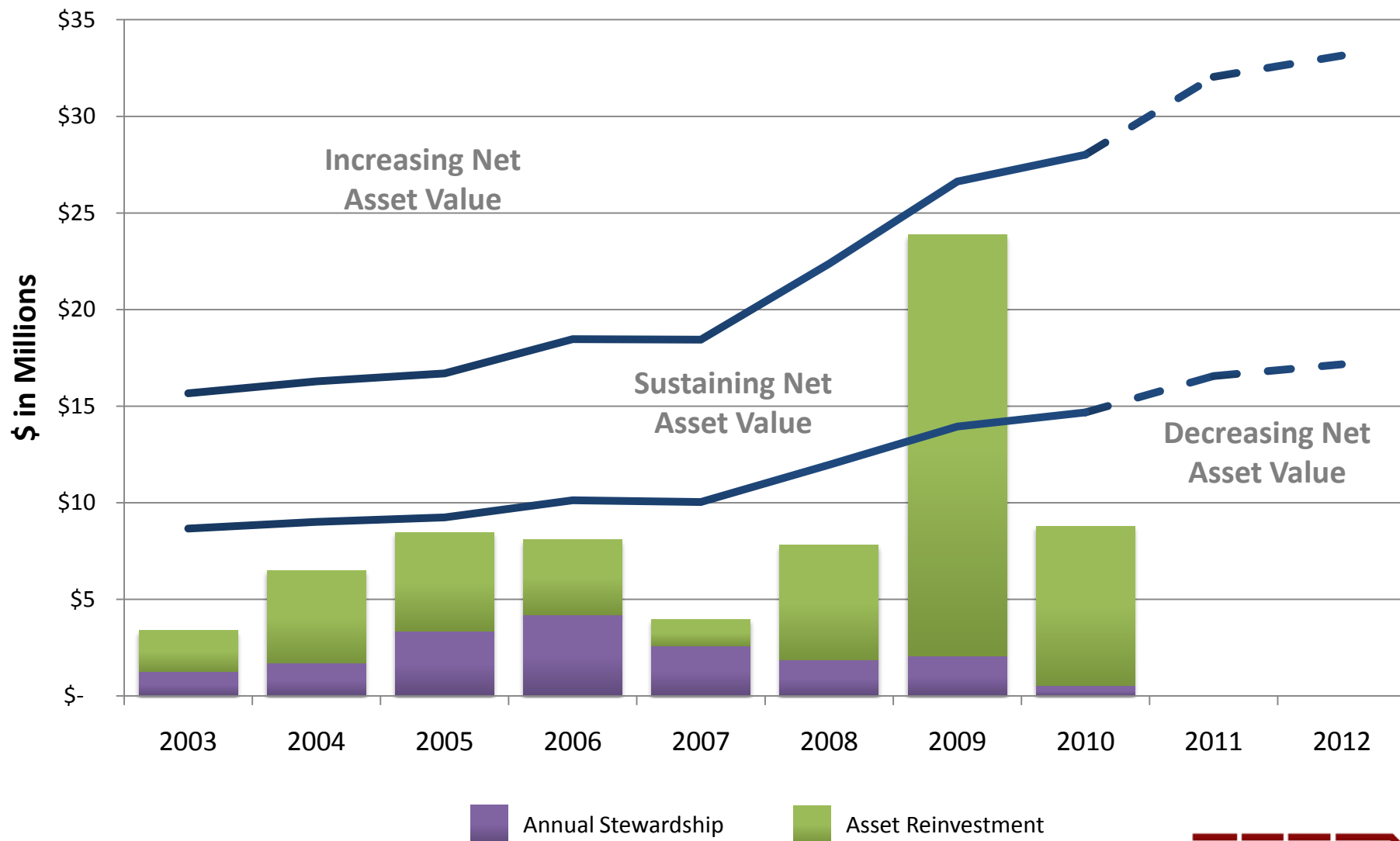
## FY2010 Stewardship Targets



# “Chasing a moving target”



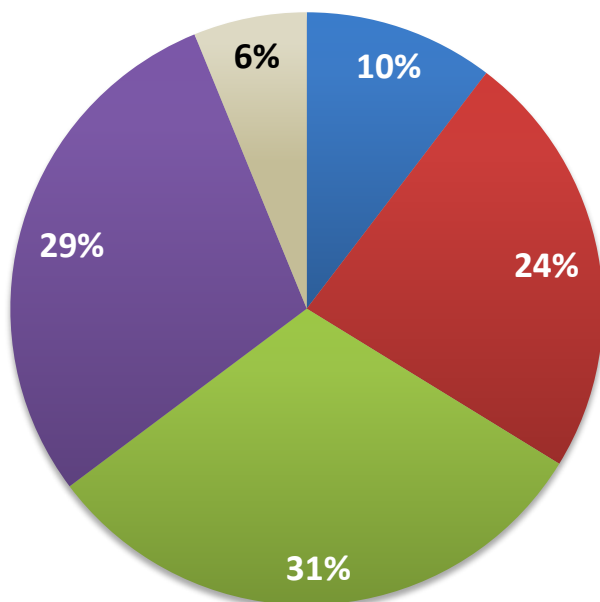
# “Chasing a moving target”





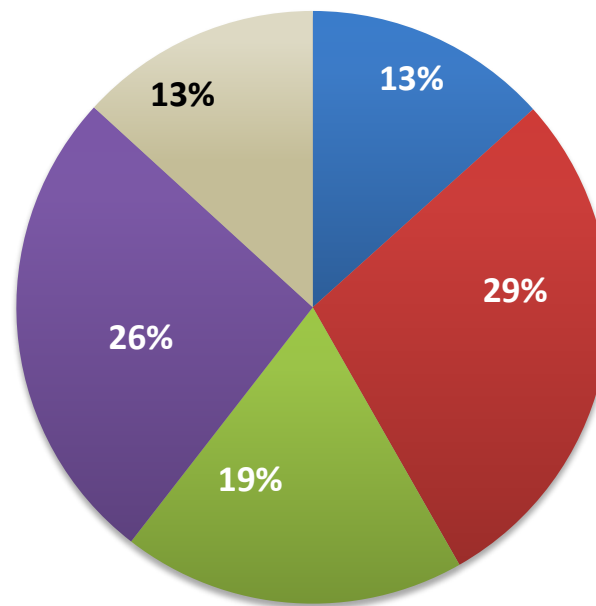
## Historical Mix of Project Spending – FY03-FY10

Indiana



**Average \$/GSF Investment**  
\$2.69

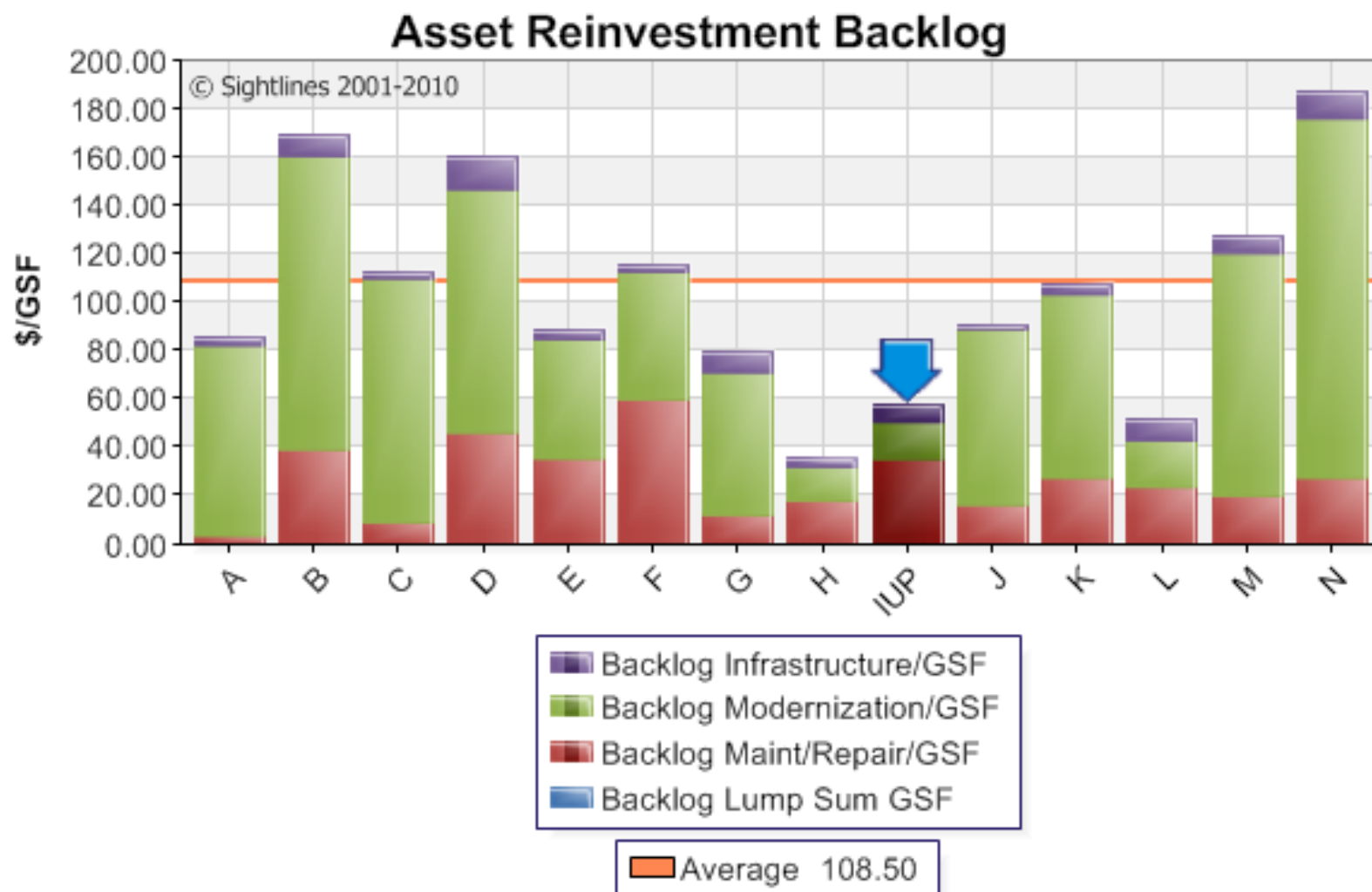
Peer Average



**Average \$/GSF Investment**  
\$4.34

■ Bldg. Envelope  
■ Infrastructure  
■ Code

■ Bldg. Systems  
■ Space



Institutions Ordered By: Tech Rating

## I. Age isn't New vs. Old, it's Auxiliary vs. E&G

Though IUP has seen significant rejuvenation, it has not been split equally between E&G and Auxiliary spaces.

## II. Growing younger requires more stewardship

The capital profile must complement the age profile in order to protect your recent investments.

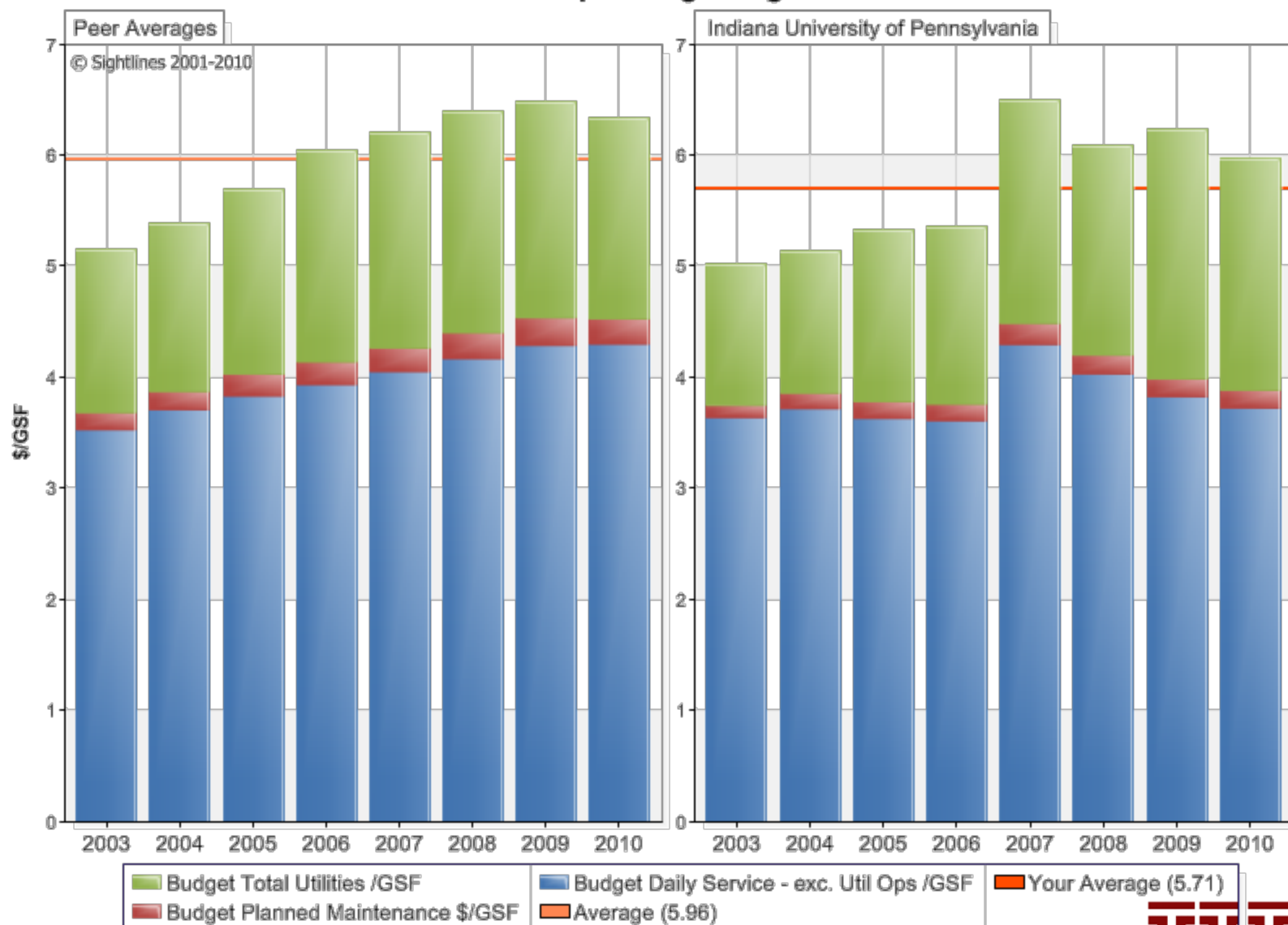
## III. Changing daily operations

Strategic changes have taken place in the current (FY11) and recent (FY09-10) fiscal years increasing effectiveness and results.

## IV. School Dude becomes fully implemented

Utilizing School Dude's PM module will foster the implementation, tracking, and reporting planned, preventative, and 'proactive' work.

## Facilities Operating Budget Total

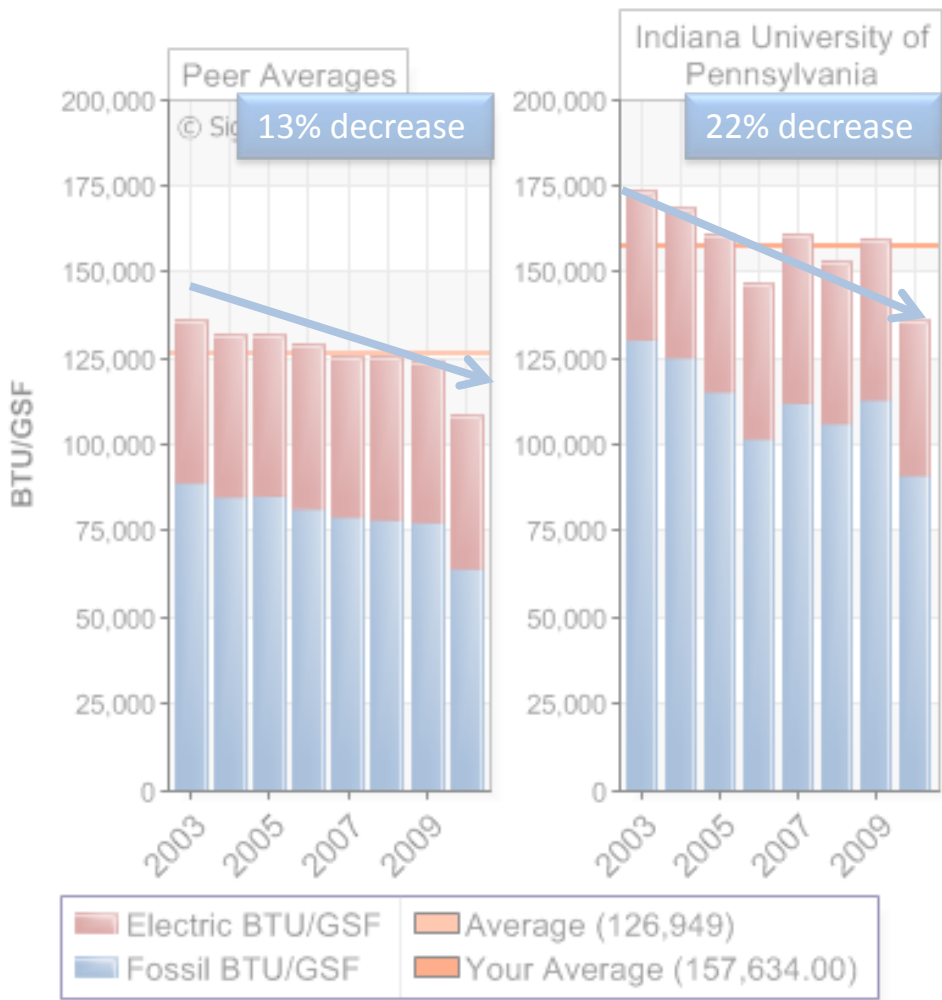


# Energy Consumption Decreasing

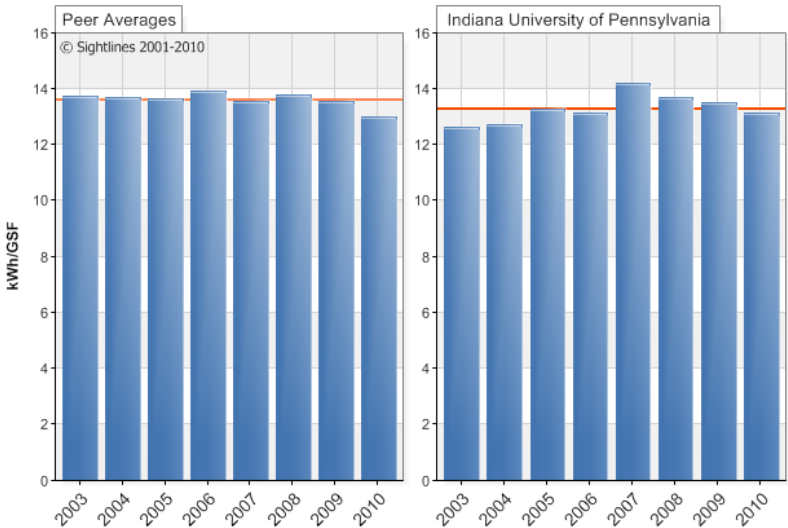
IUP has decreased 22% since 2003, while peers have only decreased 13%



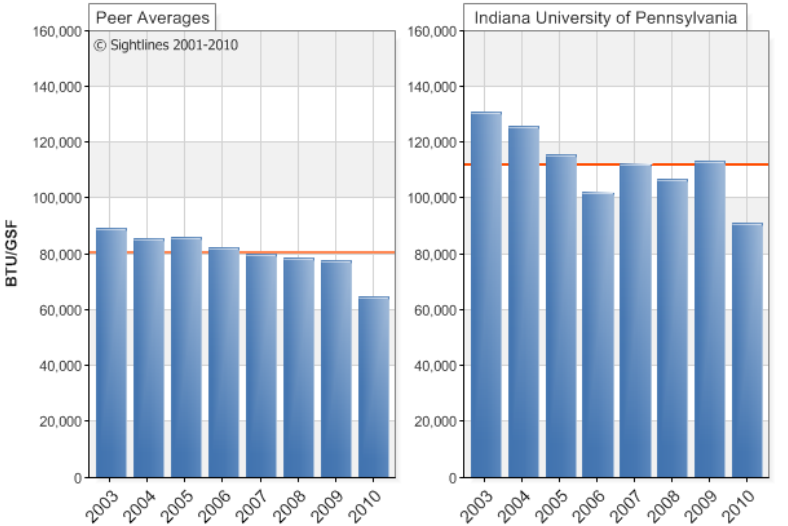
## Energy Consumption



## Electric Consumption



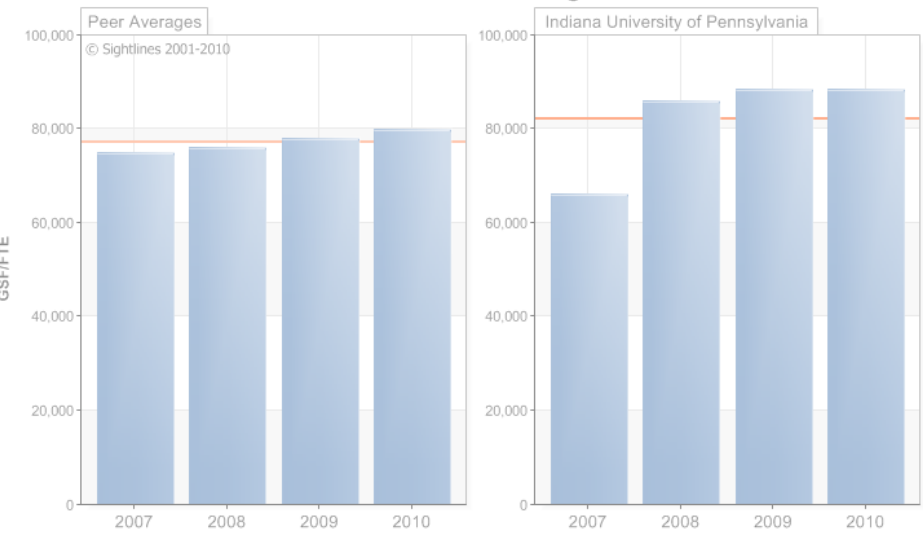
## Fossil Fuel Consumption



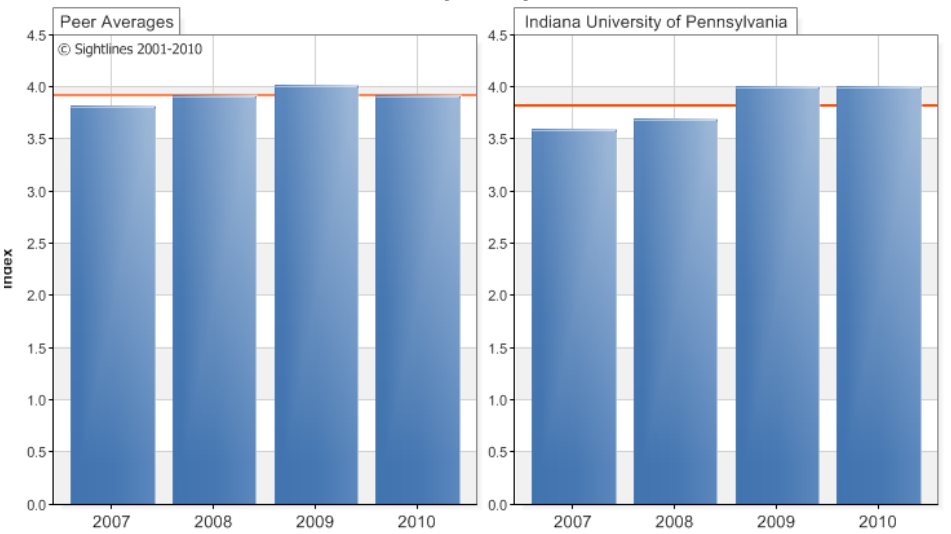
# Maintenance Performance



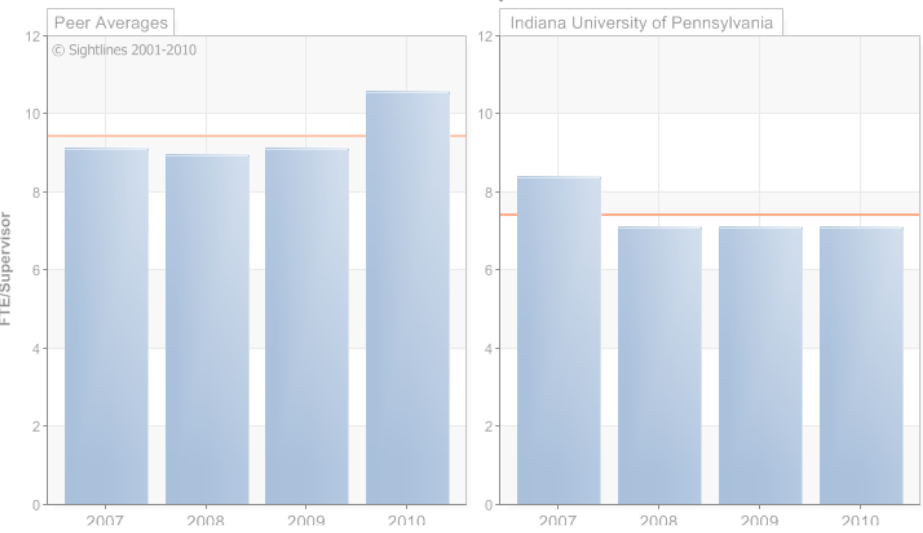
Maintenance Staffing



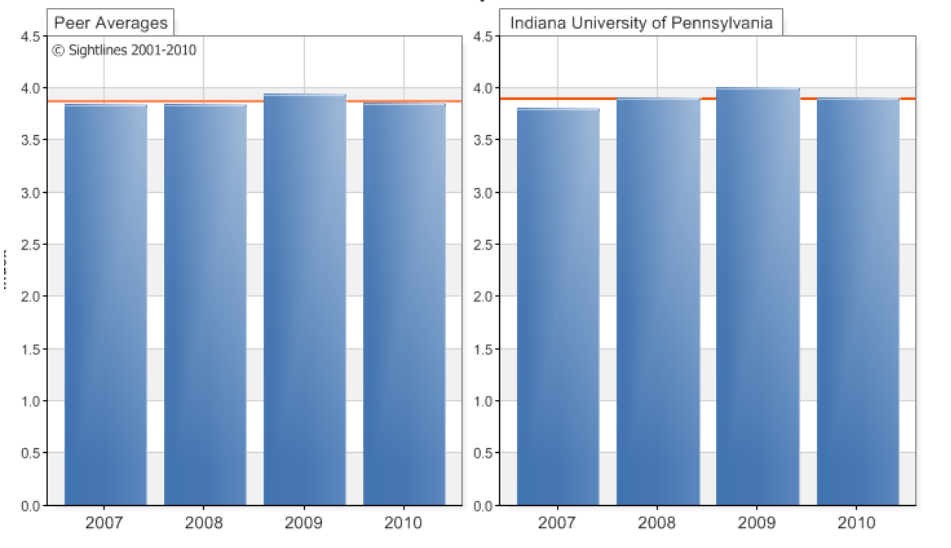
General Repair/Impression



Maintenance Supervision

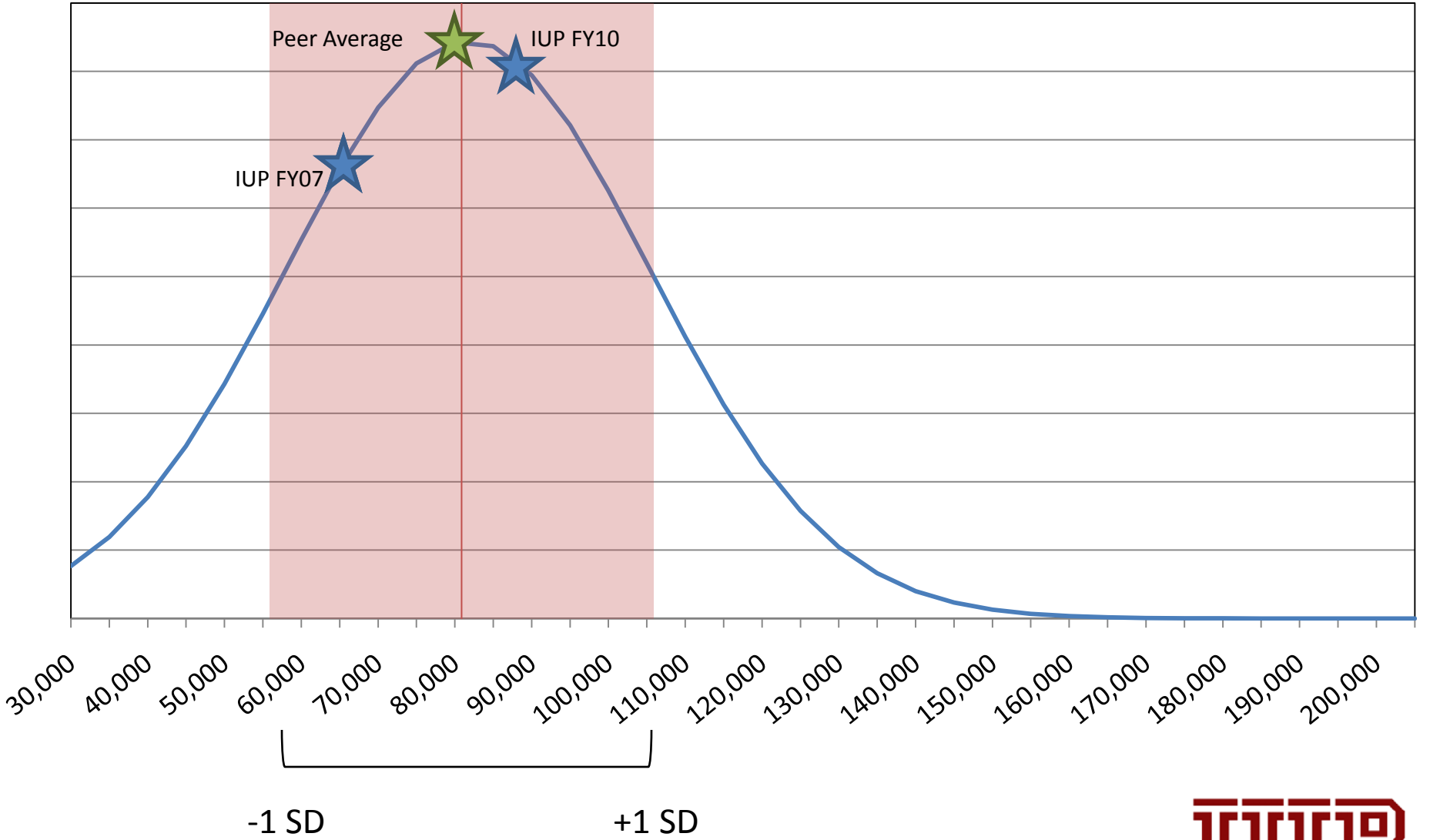


Exterior Inspection





Maintenance Coverage

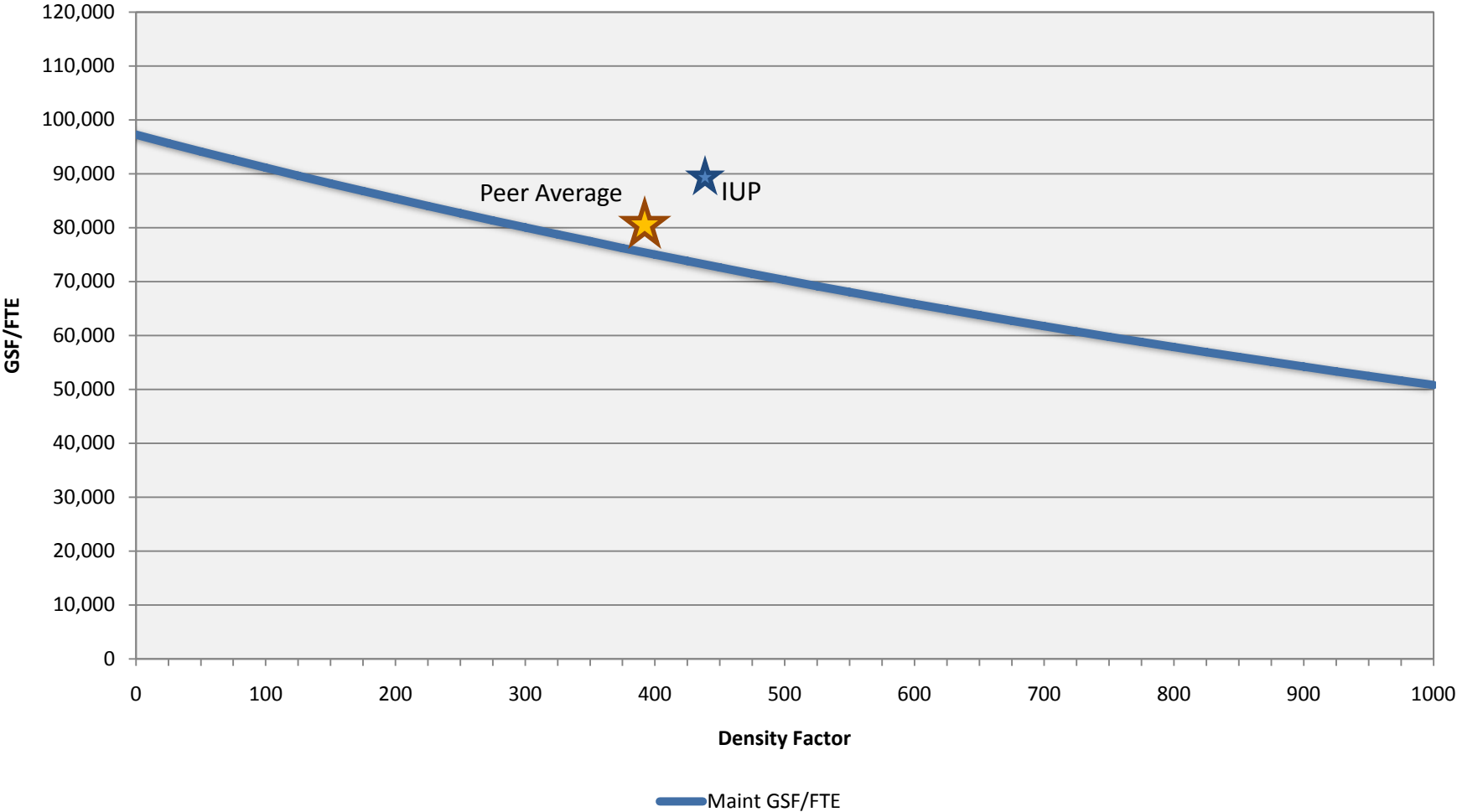


# Density Impacts Coverage

Database shows relationship between coverage and density



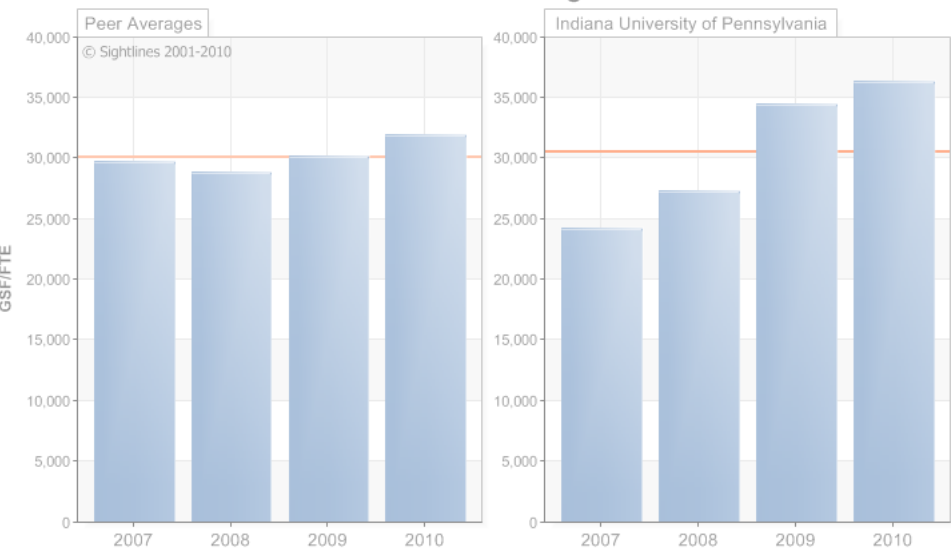
Database Correlation: Density Factor & Coverage Ratio



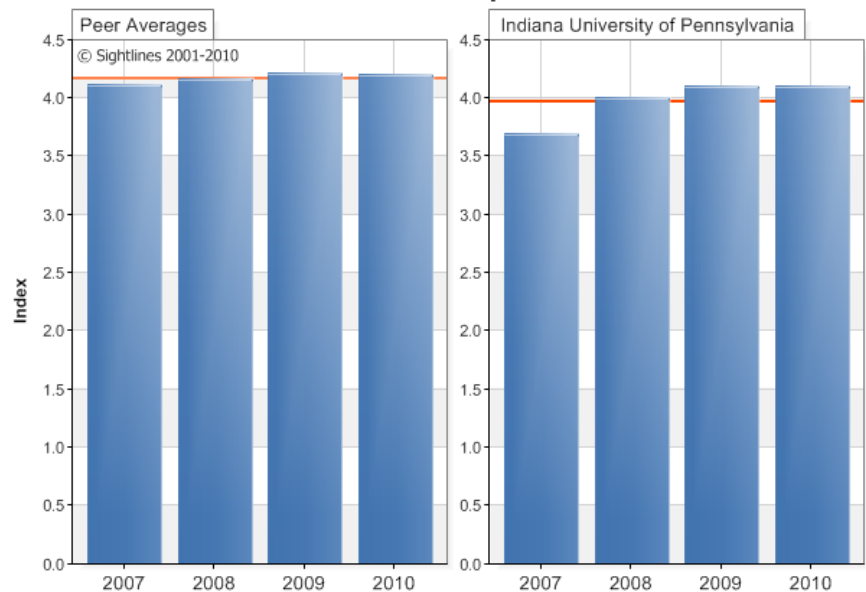
IUP Density Factor – 442



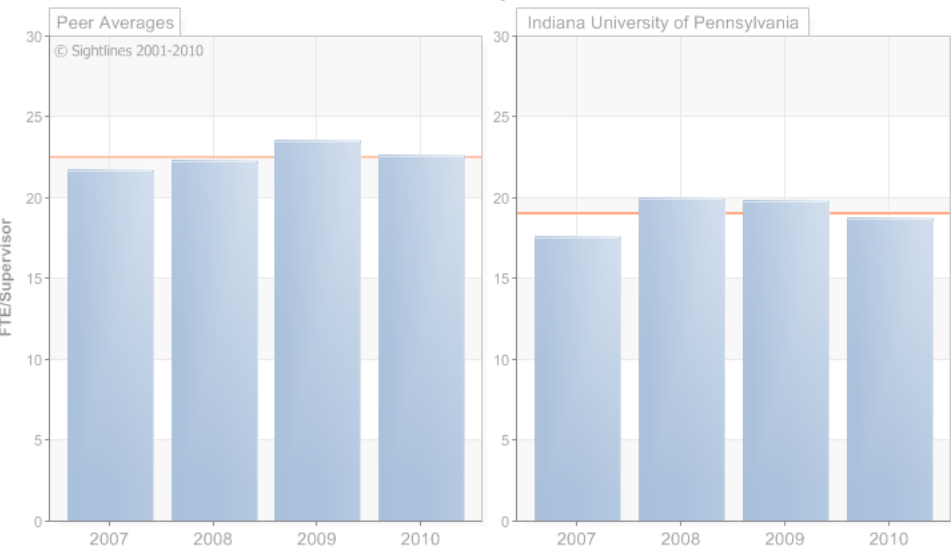
Custodial Staffing

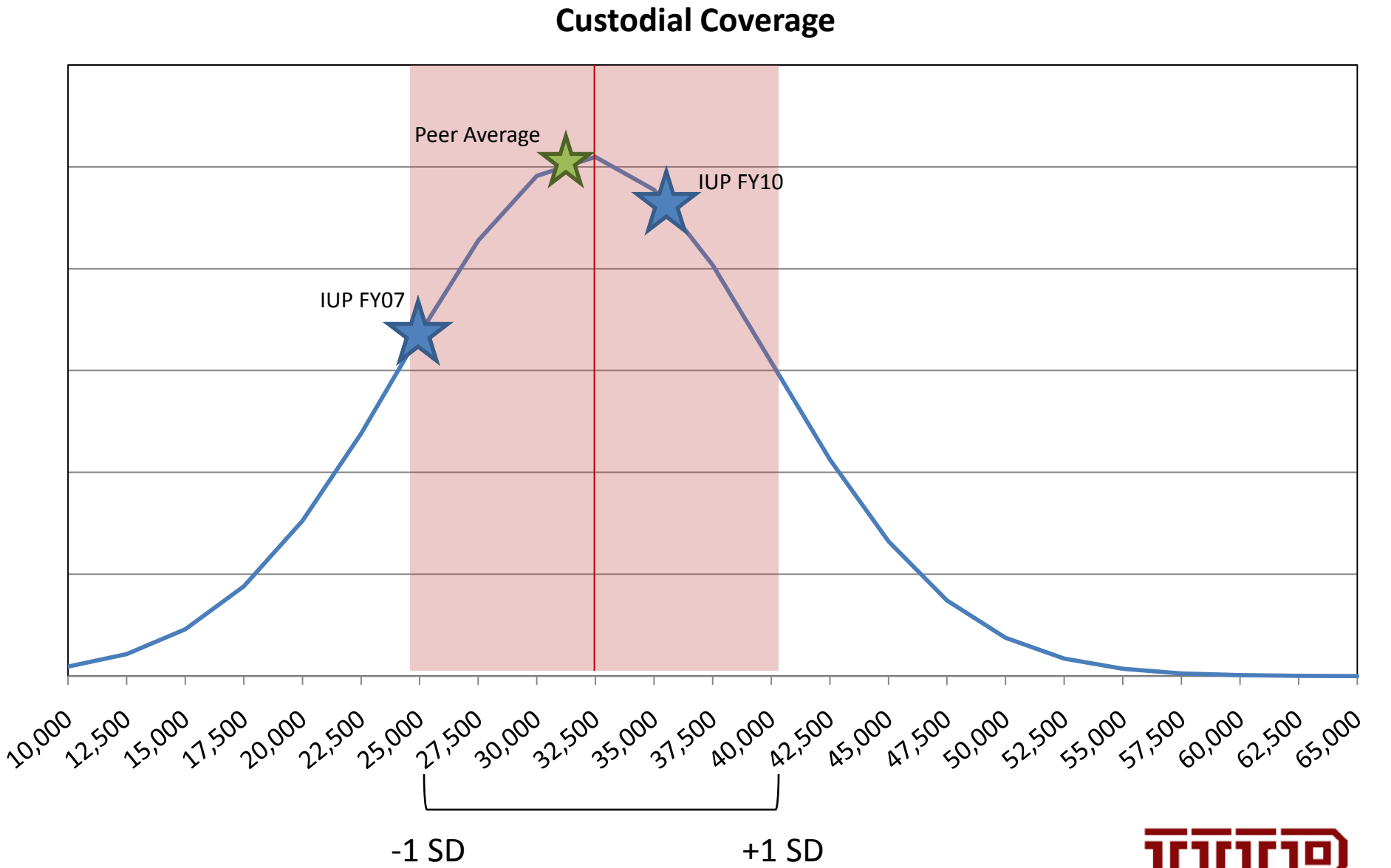


Cleanliness Inspection



Custodial Supervision





# Density Impacts Coverage

Database shows relationship between coverage and density



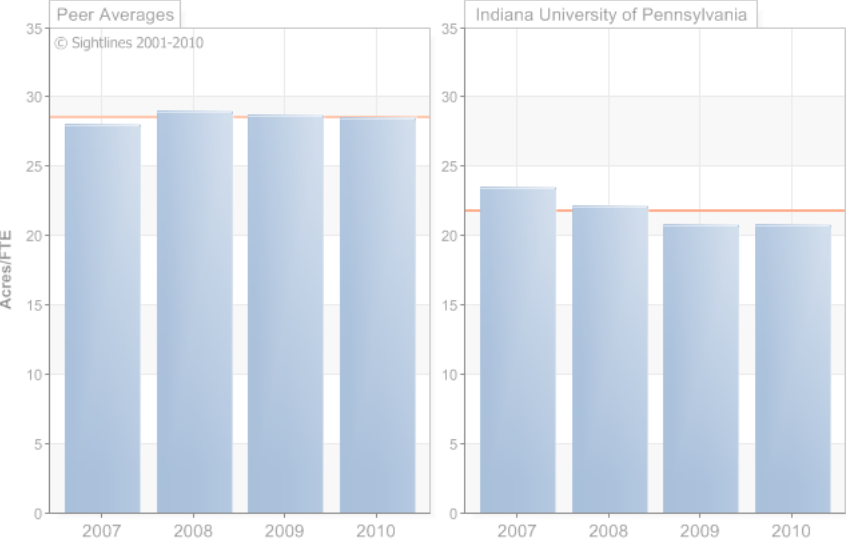
Database Correlation: Density Factor & Coverage Ratio



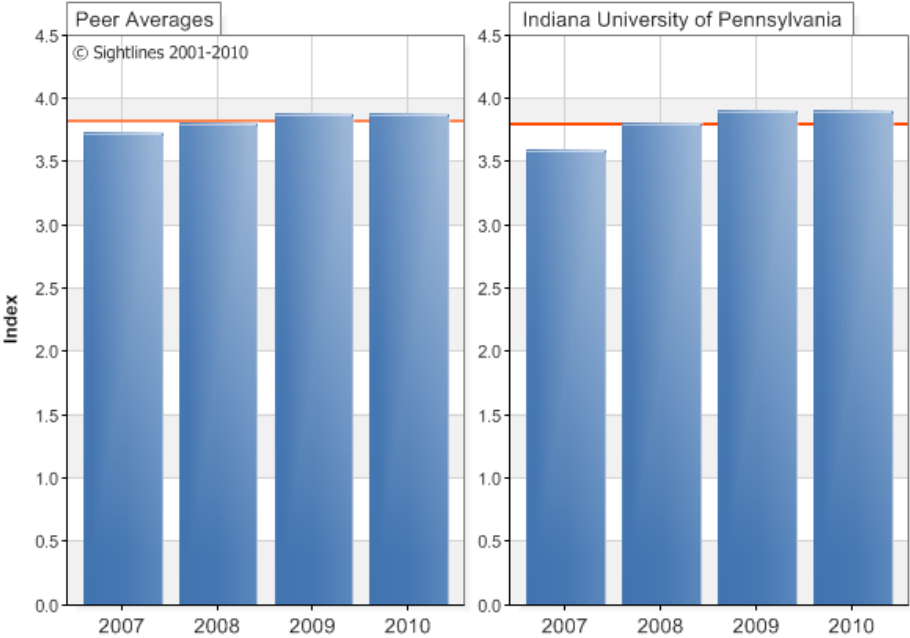
IUP Density Factor – 442



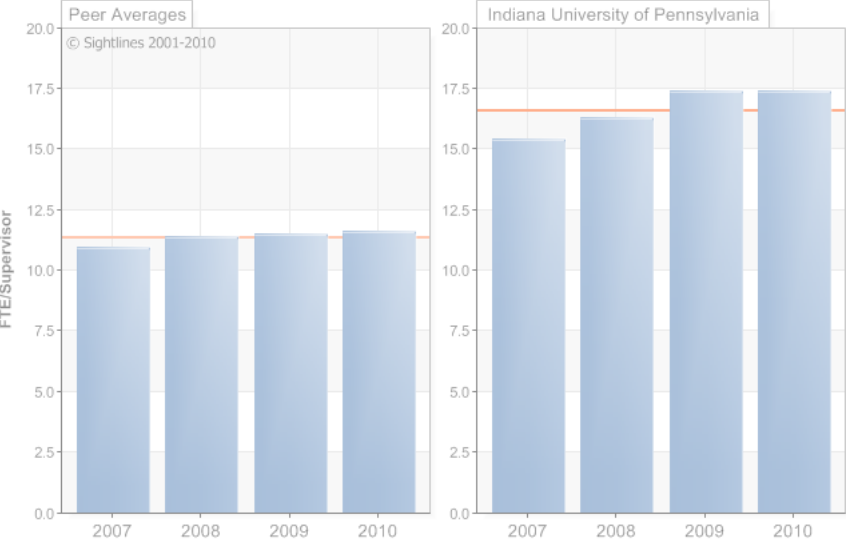
Grounds Staffing



Grounds Inspection

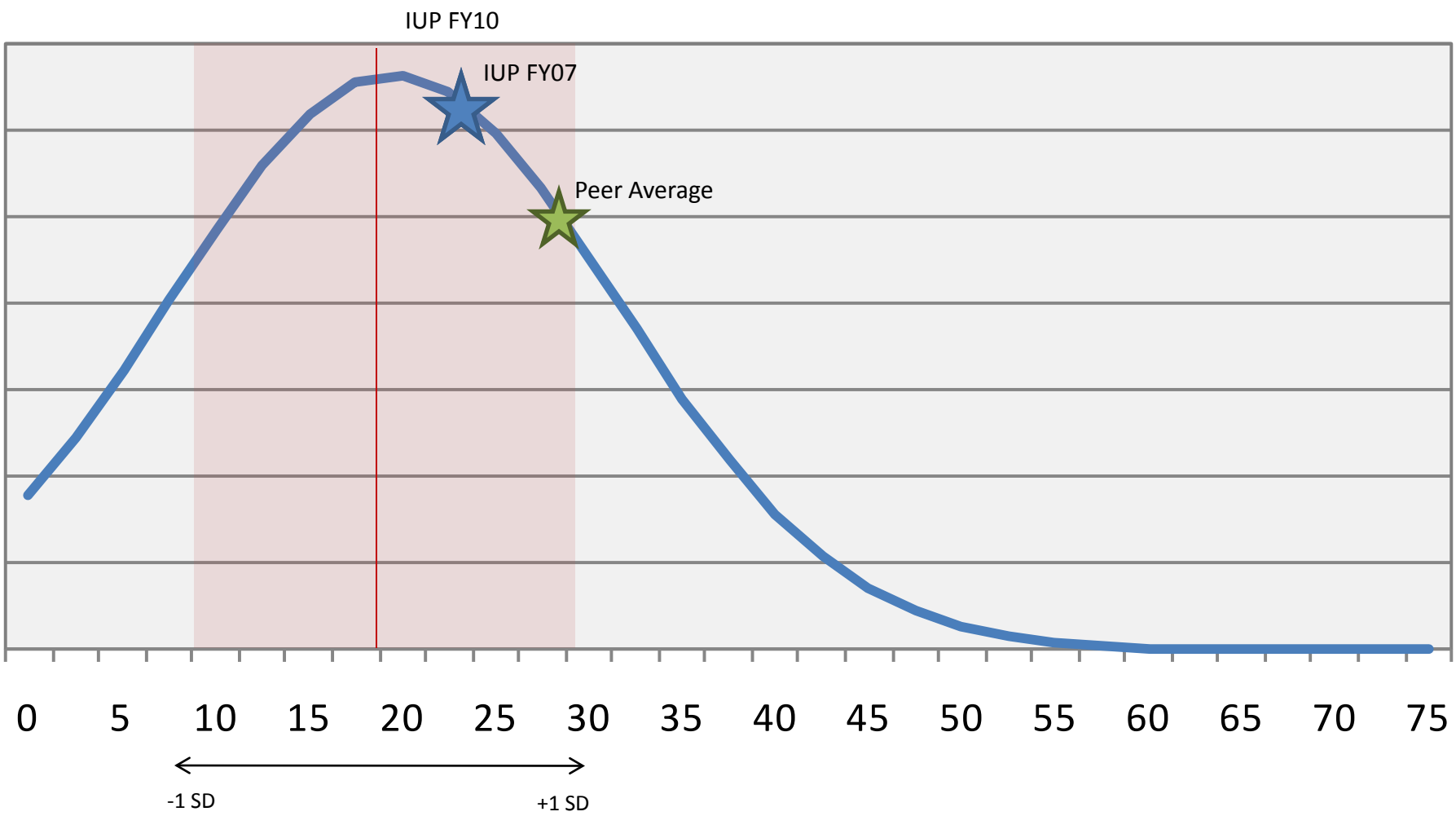


Grounds Supervision

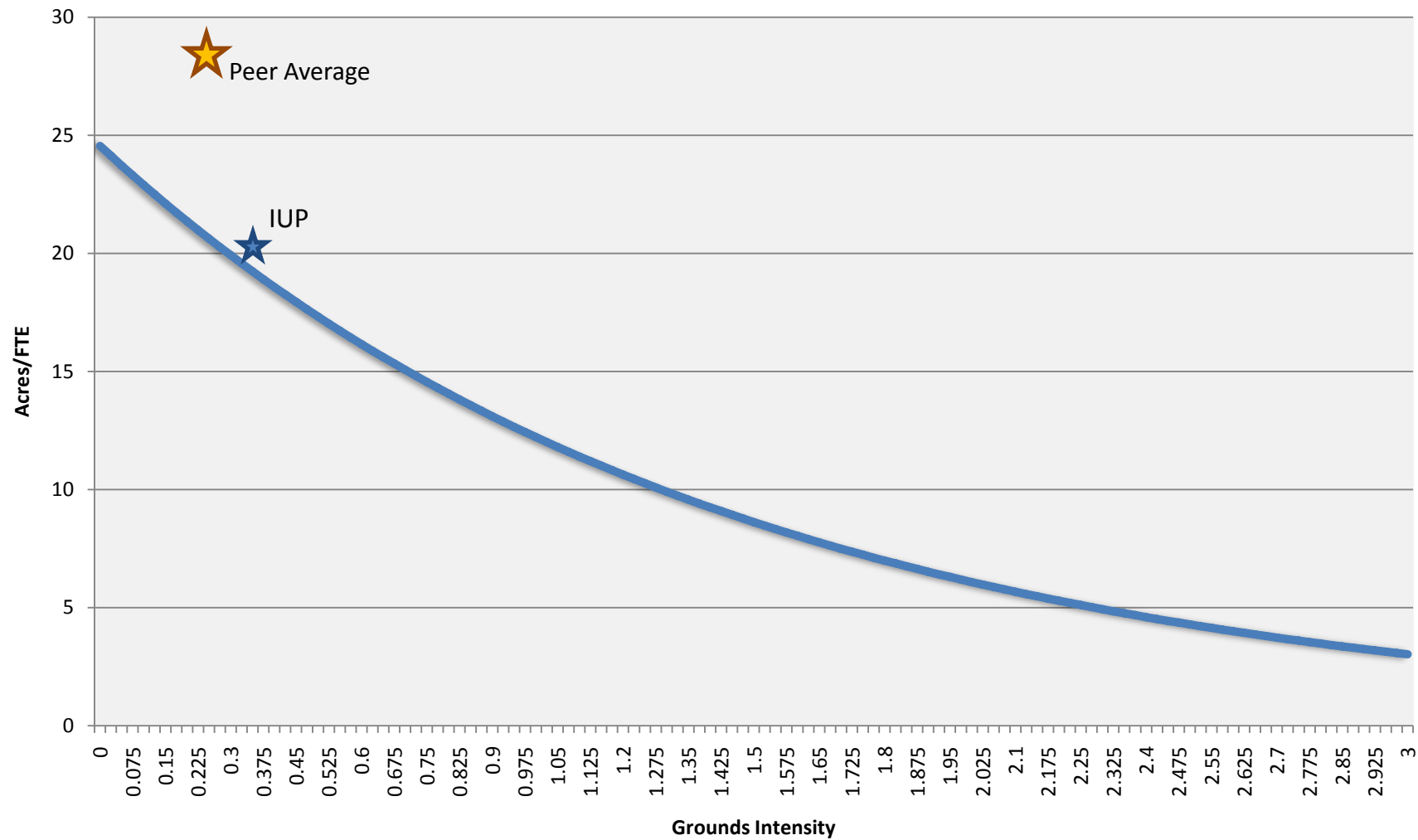




Database Distribution of Grounds Coverage



Correlation: Grounds Intensity & Grounds Acres/FTE



## I. Age isn't New vs. Old, it's Auxiliary vs. E&G

Though IUP has seen significant rejuvenation, it has not been split equally between E&G and Auxiliary spaces.

## II. Growing younger requires more stewardship

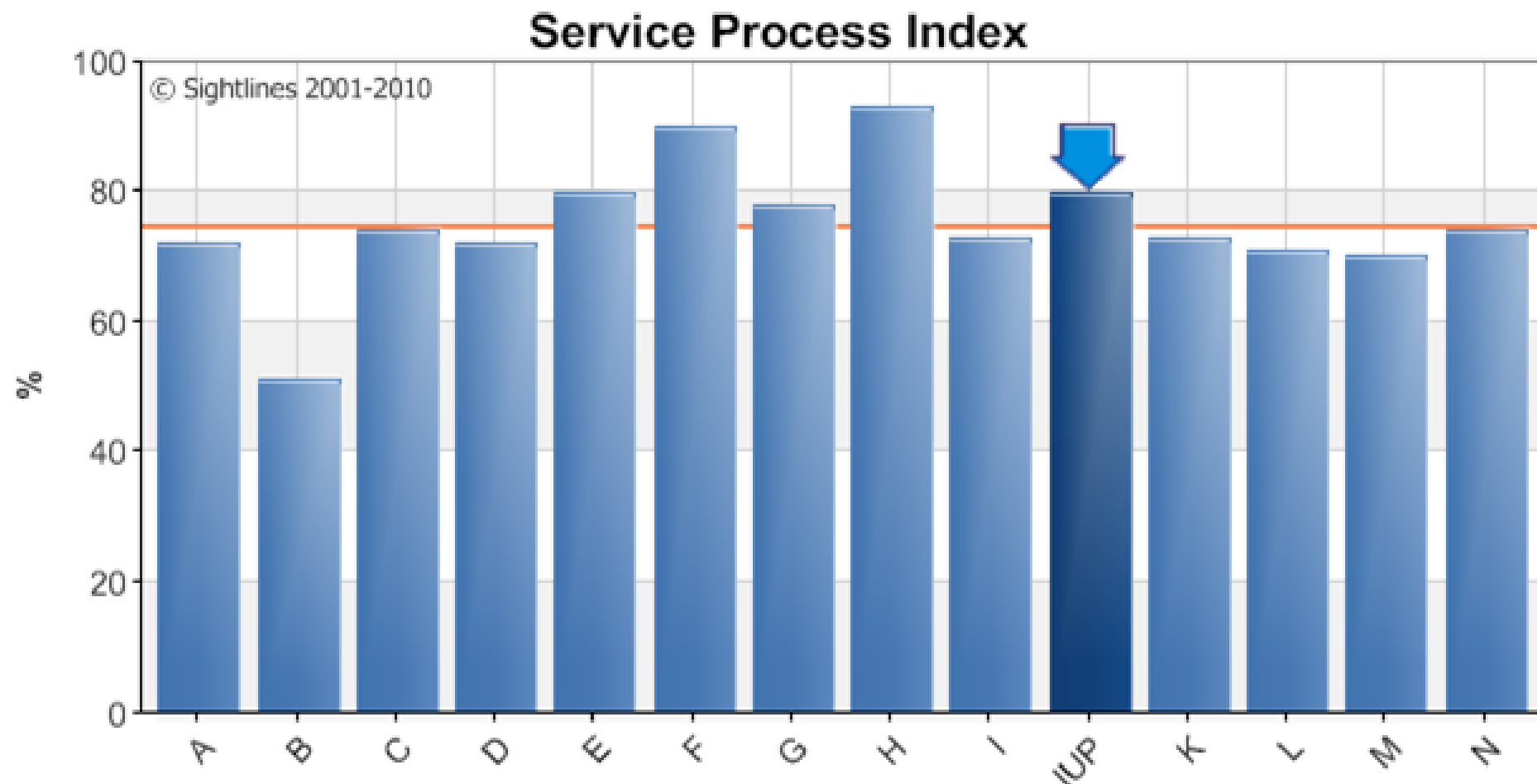
The capital profile must complement the age profile in order to protect your recent investments.

## III. Changing daily operations

Strategic operating changes have taken place in the current (FY11) and recent (FY09-10) fiscal years.

## IV. School Dude becomes fully implemented

Utilizing School Dude's PM module will foster the implementation, tracking, and reporting planned, preventative, and 'proactive' work.

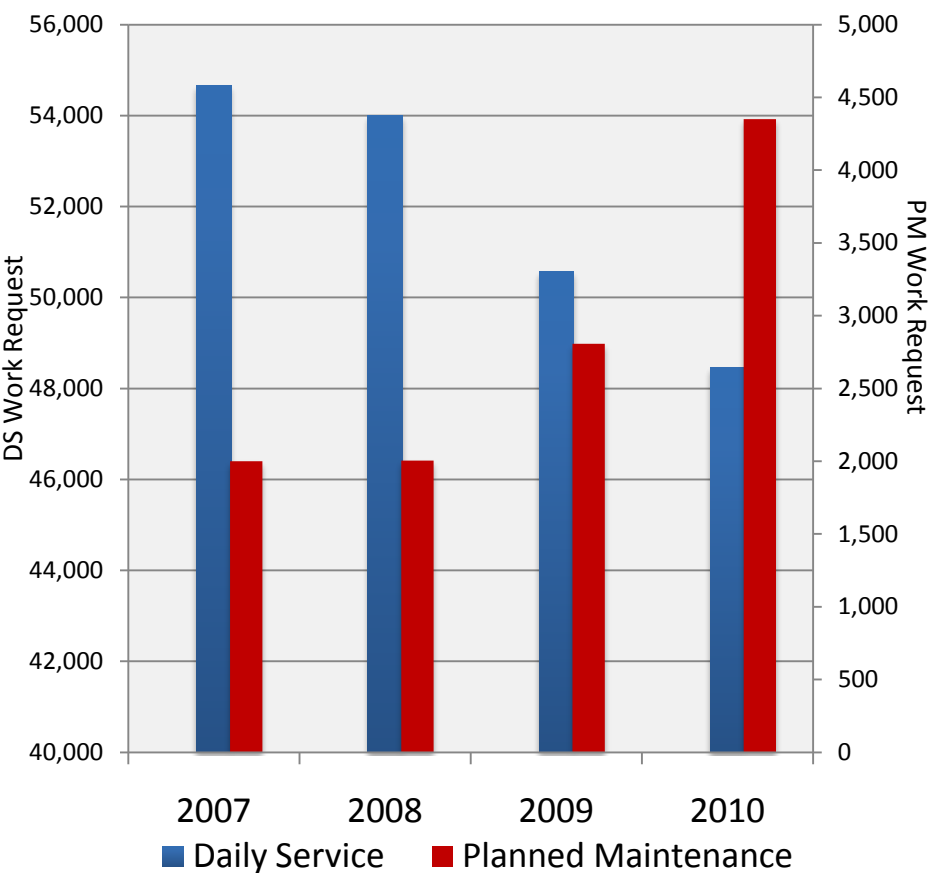


# School Dude Implementation

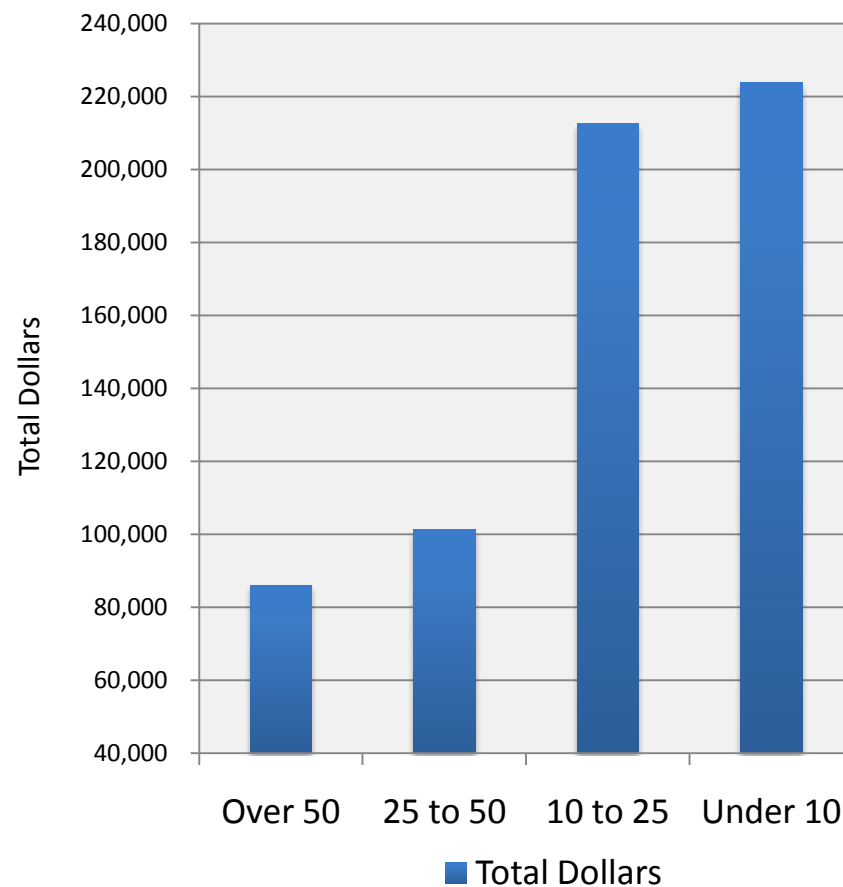
Closer tracking of PM & Dollars

Sightlines  
© Sightlines 2010

## Work Order Production (Example)



## PM Labor and Material Dollars (Example)



# Concluding Considerations





1. Protect your investments by stewarding your campus.
2. Monitor daily service operations 'post-change' to ensure the output meets or exceeds desired levels.
3. Fully utilize the planned/preventative tracking & reporting capabilities included in School Dude's PM Module.
4. Continue to gauge customer expectations and satisfaction levels with an update of the survey.

# Questions & Discussion

