

## Providing Leadership For Campus Growth



Linda Daniels, Vice Chancellor for Facilities at the Board of Regents, giving the keynote address at the opening breakfast.

By Bill Halabi, Georgia Institute of Technology.

“ **Providing Leadership For Campus Growth**” That was the theme for this year’s GAPPA 20th Annual Meeting and Trade Show. It was extremely successful with many educational sessions. There were 78 vendor’s booths. The seminars covered topics such as energy conservation , fume hood testing, construction techniques, building commissioning, GSFIC procedures, and many more. We had some great motivational speakers such as Ms. Linda Daniels, Vice Chancellor for Facilities at the Board of Regents, Brooks Coleman, from Georgia House of Representative, and Ms. Lander Medlin, the Executive Vice President for APPA, the Association of Higher Education Facilities Officers. Ms Daniels Opening Breakfast remarks were full of appreciation for the work that most of the facilities staff do. She explained how appreciative she was to us for keeping the good spirit and for working on our staff morale despite the tough economic conditions and budget reductions that we have experienced. Below are excerpts from her notes. She

said that she wants to thank us for:

- Cleaning soap suds from fountains.
- Having to ask Faculty members to move their cars so backhoe can dig holes.
- Our quick response when a squirrel invade an electric substation
- Taking out a bat out of the building.
- Dealing with irate Professors.
- Getting the budget done on a short notice
- Cleaning when it is not our job.
- Dealing with students’ feelings.
- Helping students with keys that fell down the elevator shaft.
- Noise in the wall
- Dealing with students with roommate with obnoxious smell.
- Being expected to give advance warning when a storm is affecting the power supply.
- Dealing with Professors who ask to re-orient the roof to be aligned with the universe.
- Always being blamed if the job turns out badly.

The speech was humorous and it was appreciated by the audience as it addressed requests we all have had to deal with on our campuses.

# GAPPA 2003

## The Five Qualities Of A Successful Person

By Bill Halabi, Georgia Institute of Technology.

One of the most memorable speeches was given by Georgia House representative Brooks Coleman. He gave a very entertaining and motivational speech. He stressed the fact that the world is changing and that we have to change with it. He said that "Roy Rogers" is his hero. He said that in order to succeed in life and be a good citizen, you must have five qualities. The first quality is **attitude**. You have to have a positive attitude. Your positive attitude is more important to succeed than ability. The second quality is the **belief**. You must believe in yourself, your goals, country, and God. The third quality is **commitment**. You must commit the time and energy to get the job done. Along with commitment goes the **communication**. He stressed that there is a problem with communication in America today. He feels that Email is bad because it lacks the personal touch. Listening is part of communication. We as parents need



Representative Brooks Coleman posing for a picture with "Roy Rogers" and Lee Richey, President of GAPPA

to listen and communicate with our children. We need to give twice as much love and twice less money. The fourth quality is called the P's and Q's. It is "**Pride and Quality**." We must be proud of everything we do and do it with quality in mind. We must take pride in the way we work, the way we dress, and everything

we do. Representative Coleman assured the audience that he believes that America is going to be the best country in the next ten to fifteen years. "Of course, Pride and Quality without a

### Make your Dream come true

name is no good" he explained. He said you must keep your **name clean**. This is the fifth quality. Make sure your name is spotless when you give it



to your children.

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## The First GAPPA Board, 1983



# GAPPA NEWS

## GAPPA President's Corner

By Lee Richey/ Kennesaw State University

Often times it is during times of adversity and difficulty that true leadership shines through. Our campuses are challenged in several ways during this point in our history. While campus enrollment and perhaps the physical plant grows, fiscal resources are shrinking. How to provide better services with less resources while maintaining high staff morale is the ultimate challenge for all of us.

First - keep a positive, upbeat attitude. Sometimes this is difficult with the day-to-day problems, but Facilities/Plant departmental staff, as well as the campus at large, will follow our lead. The challenge is to maintain and instill this same mind-set in others. Don't take

things so seriously – allow yourself (and others) to step back and laugh at your own mistakes/goof-ups sometimes.

Second - train ourselves and others by learning better methods and procedures to do our jobs. Attend GAPPA workshops, APPA Institute and other sessions/classes which provide vital updated information on our business arena.

Third - provide encouragement to your staff. Most of them take pride in their work and are depressed when they are not given enough time or resources to complete a task to their own high standards. Oftentimes, they are maxed

out, and just need a pat-on-the-back or word of encouragement. Is there any way you can show your sincere appreciation by rewarding your staff with a cook-out or special recognition by your President at special events?

Fourth - Develop a sense of history. Remember that you and your staff are “building a cathedral” – NOT just “laying bricks”. Your institution will likely still be alive and well, many years after you and your staff are gone – leave your mark and plenty of road maps for those who will follow you. Set a great example then take time to mentor and encourage future leaders within your own organization so that your heritage will live on after you have retired.

## The Challenges For Schools/“The Perfect Storm”

By: Bill Halabi, Georgia Institute Of Technology.

Ms. Lander Medlin, the executive Vice President for APPA, gave the closing breakfast speech. She said that there are many issues that trouble our schools today. Our bosses are concerned about those issues; Therefore, we should also be concerned because we should see it from their perspectives. Our bosses are concerned about homeland security, increase in tuitions, diversity of students, scientific research, and collegiate athletics. All of those are a source of revenue for our schools. She stressed that we are concerned about our kids being able to attend college.

**Universities are not on the top of the list of our leaders. They are the target of cut back.**

Information technology is changing

and high school is not enough anymore. A person can earn one to three million dollars more if he or she has a college degree. The issue is being competitive globally. We need to train ourselves, she said. Our national priorities are Medicare, K-12, Correction, then universities. Universities are not on the top of the list of our leaders. They are the target of cut back. She added that we have increasing enrollment along with decreases in funding. More students are coming to us less prepared. That costs dollars. Our states are squeezing our institutions. We are receiving less donations while we are trying to be #1. All of that cost money. All of that is creating a “**perfect Storm.**”

How are the institutions handling the problem? They are increasing tuitions and trying to be creative by cutting back on travel and lowering the funding for maintenance on new buildings.

Ms. Medlin said that Georgia is doing a

lot better than other states.

What can we do about it? she asks. Know your responsibilities, identify what you can and can't do. Don't

**Streamline your operation and consider outsourcing**

mess with life safety. Streamline your operation and consider outsourcing. Consider the service frequencies and

**let's train our supervisors**

your preventive maintenance schedule. You may want to lease instead of own. Also you can rearrange the schedule of classrooms. Think about the public private relationship and consider the community collaboration and outreach. We can no longer be in the ivory tower. She said that every obstacle can create opportunity

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# GAPPA 2003



Right: 2003 GAPPA Board of Directors:  
 First row L to R: Dick Mellet, Don Alexander, Harvey Shumpert, Lee Richey, Joe White.  
 2nd row L to R: Phil Norrell, Clay Adamson, AntonKashiri, Dave Groseclose, David Sims, Bob Bell, Rod King.  
 3rd row L to R: Bob Hascall, Jim Graham, Russell Vulo, Travis Weatherly (not pictured.)



Bob Hascall of Emory University is giving away door prizes.



Lee Richey of Kennesaw State University chats with Michelle Goff of East Georgia College.

Rod King of ALC Controls Conduct the very popular event, "The Auction"



A color copy of this newsletter is available on the web: [WWW.GAPPA.ORG](http://WWW.GAPPA.ORG)



Don Alexander of Georgia Tech is chatting with Bill Kruger of Calloway Engineered Systems.



Below: Mike Leasure, Ga Tech; Don Alexander, Ga Tech; and Andrew Dynek, Newcomb & Boyd. They presented a paper on Energy Conservation Measures to Reduce Budgets.



The Ladies of GAPPA in the lobby waiting for the next event.

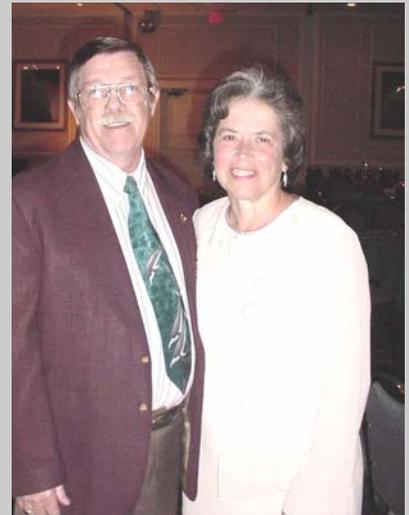
# GAPPA 2003



Mr. And Mrs. Harvey Shumpert



Mr. And Mrs. Lee Richey



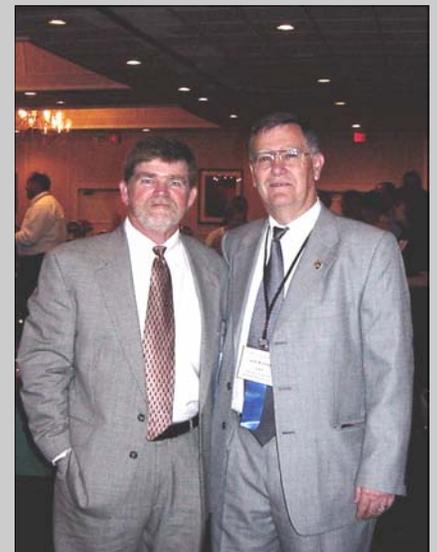
Mr. And Mrs. Don Alexander



Mr. And Mrs. Joe White



Mr. And Mrs. Reed



Mr. Travis Weatherly & Mr. Lee Richey

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# GAPPA Board

GAPPA board is elected to one, two, three and four year terms. Below is the list of our current board members. If you have any questions regarding GAPPA or a facility management issue, feel free to contact any of them. They have very broad experience and they are willing to share it with other members. If they don't have the answer, they can direct you to the right place.

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770-423-6222

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## Clay Adamson Retires

Lee Richey, GAPPA president presented Clay Adamson with a plaque honoring him for all the hard work during a retirement ceremony held on June 20, 2003 at Mercer University in Macon. Clay was a co-founder of GAPPA in 1983. Clay served in most offices in GAPPA and continuously supported GAPPA during the past 20 years.

Clay Adamson received his B.S. and M.S. in Landscape Architecture from UGA. He retired from Mercer University after 5 years of service as Associate

VP for Facilities. Prior to that, he served 30+ years in various positions within Facilities Management at the Medical College of Georgia and at the Board of Regents.

Clay is a lifetime member of GAPPA and we trust that he will continue to be part of our annual meeting. We all wish Clay a long and relaxed retirement. As Lee Richey said at the last GAPPA annual meeting, "Clay left a legacy on each campus he served - which will still be there long after he is gone."



Lee Richey is presenting the plaque to Clay

# Energy Management Bulletin

## The Energy Wolf is at the Door

By Wayne Robertson

“Electricity costs near 20-year highs” was the headline in USA Today in June. The story went on to say that retail electric prices may rise 4% this year nationwide. Here in Georgia our electric rates are lower than the national averages and have been declining but now Georgia’s biggest electric utility has filed for a rate increase; for a large university, power costs could rise by more than \$100,000. Natural Gas prices too are at very high levels and likely to remain so, according Fed chairman Alan Greenspan. Rising energy costs mean energy conservation is coming back in fashion, particularly for colleges and universities facing constrained budgets.

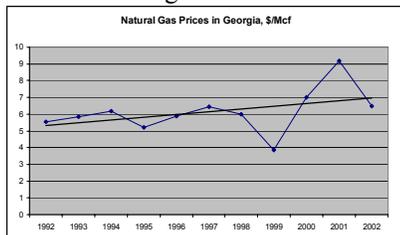


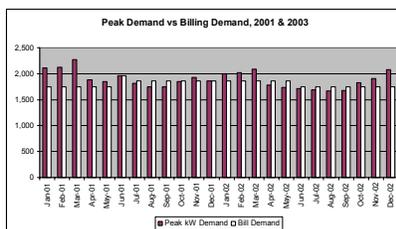
Figure 1

Investments in energy efficiency are among the best an Owner can make and now even more so. As *Energy User News* just said, “Conservation Always Reduces Cost...even in turbulent times.” There are two aspects to good energy management: managing energy consumption and managing energy prices. To get the biggest bang for your buck, you must integrate both into your project planning.

### Understanding Electric Rates: Dull but Profitable

Typical electric rate tariffs may appear mysterious and impenetrable but a little effort to understand the rules can payoff with savings. Knowing how rates work help the Owner make better and more informed operational and

facility investment decisions. For example, if your buildings are on a typical Power & Light tariff, your costs are made up of two components: electric demand (kW) and electric consumption (kWh). The billing demand portion could make up half your bill and most of that could be set during just one thirty-minute period in the summer. Observe the chart below:



Even though the Peak Demand is highest in winter months, the Bill Demand (white bars) is lower. Bill Demand for the next 11 months was set in July 2001 as 95% of July’s actual demand. This electric utility is a summer-peaking one that wants to discourage summer use (summer is June through September) of power while encouraging winter use through lower prices. This Owner’s Energy Manager, Ms. Ima Lert, knows this so she won’t spend futile efforts to reduce winter demand in hopes of reducing her overall bill. Instead she will focus on summer demand and on reducing consumption all year-round. “Your mileage may vary” so analyze your own rate structures with the help of your Energy Manager and your electric utility rep to make sure your energy conservation efforts will be effective.

### *Average Costs versus Marginal Costs*

A common mistake is to use average costs to compute the savings from proposed energy projects and not marginal or incremental costs. Observe the data from Ima Lert’s electric utility.

It contains average cost information – her average cost of electricity for this building is about \$4.8¢/kwh; however,

the electric rate schedule is a “declining block” type which means the unit prices decline as the consumption increases. The *marginal cost* is the cost of the last kWh purchased; i.e., in the highest consumption category and is therefore the lowest priced electricity - about 2.5¢. This is the amount that would be saved from saving 1 kWh off the top so the marginal costs are the only numbers that should be used in energy-savings calculations.

A lighting salesman gives her a proposal which shows savings with a three year payback; he used average costs for his savings projections. Ima Lert knows the difference and pays no attention to average cost information. She recomputes the project payback to be 5.75 years and can now compare this project with competing projects on an equal basis.

### What to Do?

Work closely with your electric utility rep to identify rate options, riders and alternatives that may benefit you. Certain plant-side changes, either operational or functional, could qualify you for a new and better rate tariff. Some utilities offer standby generator rates, peak shaving rates, economic development rates, jobs creation riders, not to mention rebates and incentives for investing in new technologies. Make an ally of your utility rep to help you find advantageous options.

Also work closely with your peers and/or your trade organization. Find out what others in your situation are doing. One company we know is in an industrial park and is asking its fellows to share information in hopes of getting better deals for all.

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and attitude is everything. She recommended that we improve our internal and external communications which will reduce the misunderstanding and increase cooperation.

She said, “ let’s train our supervisors. It is bad to loose a trained employee.” She said APPA offers training. APPA classes can be held in your town. So take advantage of that. She stressed that we must have a positive attitude and be hopeful. We should make sure to keep our education system alive and not declare it dead.

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*(Continued from page 2)*

He had an old fashioned lantern. He said that the light in the lantern is a symbol. It is the symbol of **knowledge**. The amount of information in today’s society doubles every six months. We must keep up with it. “The time is changing,” He said. Today there are ninety-seven languages spoken in the Gwinnett county school system. It is a very diversified world. Seventy percent of the people in the world are non Christians. He reminded the audience to do unto others as they want to be done unto them. “Be careful of what you say to others because you can do a lot of change in one second” he reminded the attendees.

The evening was full of symbolism. He had a guitar which reminded him of his dream. He said **everyone must dream**. He said not to ever give up. If you fail, try again. He said that

invention of light happened after 200 failures. He recommended to everyone to have a dream catcher. The difference between a failure and success is dreaming. He advised that a person should do whatever it takes to make the dreams come true, as long as it is legal. After the speech, Representative Coleman, autographed certificates for everybody initiating them into the “Roy Rogers” club which symbolized their commitment to the five qualities he talked about in his presentation.



If you have material for the newsletter, please email it to me at Ga Tech. My Email address is :  
 bill.halabi@facilities.gatech.edu