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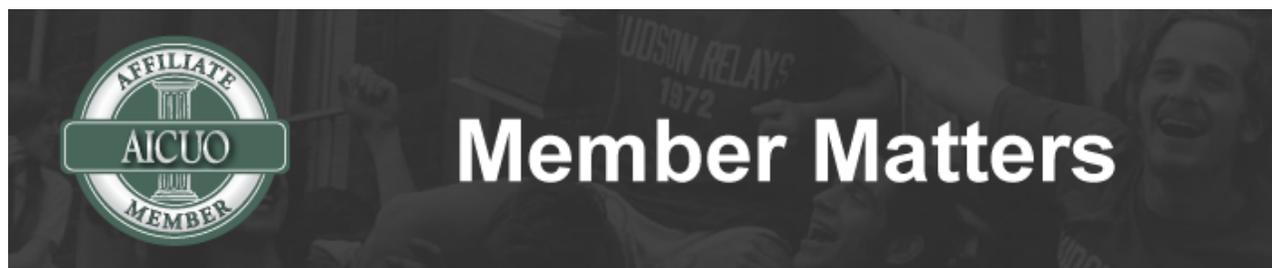
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AICUO Affiliate Member Newsletter

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AICUO welcomes its new Affiliate Members:

- Hill International, Inc.
- Knowble Media



April 2016



Spotlight on Discovery: Building Age and Peer Pressure

by Rudy Sturk - Sightlines

“If all your friends were jumping off a bridge, would you do it?” The potential dangers of giving in to peer pressure is a common warning from parents to their children. But, in the campus management of facilities in higher education, is there potential danger to your institution if you don’t pay attention to your peers?

At a recent on-campus presentation, facilities leaders were shown that their institution could be losing its competitive edge with their peers when it comes to the impact of their facilities stewardship investments. Asset reinvestment needs were growing, campus appearance was declining, and peer campuses were looking younger. The campus has reached a watershed moment and its future performance hinges on the decisions made at

this critical juncture.

Construction age versus renovation age?

What is the difference between the construction age of a building and its renovation age? Here's an example: If a laboratory was built in 1985, its construction age would be 31 years. If that same lab underwent a major renovation (a project within a building in which the total cost is over 50% of the total replacement value of the building and affects all major systems) in 2000, its renovation age would be 16 years. This type of asset reinvestment effectively resets the clock and restores the life cycles on all major systems. [To continue reading click here.](#)

Innovation in Energy Procurement & Energy Summit

by Dave Ferro - Penonni Associates, Inc.

In June of 2015, Ashland University decided to take a more "active" approach to their energy procurement process. The previous process utilized the traditional RFP/ reverse auction strategies. Ashland decided a deeper dive into the fundamentals and general understanding of how the market works will enable them to make more informed decisions. Partnering with Penonni Associates, Inc., Ashland was able to structure a new procurement process supported with customized web enabled soft-ware, OPTICS, used to track the procurement process and not the selection of the supplier.

Ashland discovered there is greater value in how your energy contract is structured than there is in the price alone. With Penonni leading the way, Ashland was able to structure a unique blend of services that complimented its risk assessment, enabling them to manage more cost components and leading to significant unit cost reduction. Ashland University is averaging 20% savings against their traditional procurement process. To learn more about the partnership and strategy, contact [David Ferro](#) of Penonni.

SAVE THE DATE
College & University Energy Summit
May 25th, 2016
10am - 3pm
Ashland University

On May 25th, Penonni Associates will partner with Ashland University, AICUO and a host of other companies to provide an Energy Summit consisting of a day of workshops and informative sessions on: energy efficiency & sustainability, controls, utility masterplanning, available technologies and financing options. The Energy Summit is a perfect opportunity

for college & university decision makers and facilities teams to participate and receive current, cutting edge and innovative information and resources centered around energy efficiency. More information will be available later this month on the AICUO events page at www.AICUO.edu.

SAVE THE DATE

Affiliate Member Conference
Campus Components: Finding What Works Best for You
Host Sponsor-Ohio Wesleyan University, Delaware, Ohio
June 21, 2016, 8:30am - 4pm

FINAL CALL FOR PRESENTERS

Don't miss out on an opportunity to highlight innovation and added value within your industry.

Interested in presenting in one of the following topics?

- Brick & Mortar
- Student Affairs
- College Personnel
- Business Operations

Take a moment to complete the 2016 Affiliate Member Conference call for presenters survey by [clicking here](#).

Recommend An Affiliate Member

Does your campus have a goods or service provider that does an amazing job? Would that vendor be a good addition to our Affiliate Member program? We would love to have your recommendations. Email [Andre Lampkins](#), Director of External Relations, with vendor name and contact information.



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