

# Keeping up with the Jones's in School Buildings!

Help your School Board, Community and Administrative Team understand the need for the latest and greatest without underselling the long term impacts that coincide.

Greg Maroo- Director of Buildings and Grounds  
Oconomowoc School District

Andy Daniels- Director of Buildings and  
Grounds  
East Troy Community School District

# Why are we here? Why the upgrade? We must!

## Technology

- Energy reduction
- Efficiencies
- Failures

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## Expectations

- Modernized buildings
- Safety



# What can we do?

Upgrades, whether for energy reduction, efficiencies, safety or modernizing are necessary and absolute. We need to keep up with the Jones's or be the Jones's.

But do not oversell the following-

- Project costs
- Timelines
- Life expectancies
- Ongoing maintenance costs



Full disclosure is necessary for each! Prepare you Board, DA, BM and your budget for each. Undersell and Overachieve.

# What are the Jones's doing now?

- Lighting upgrades
- Mechanical upgrades
  - Air Handling Equipment
  - Building Automation Systems
  - Boilers
- Covid related upgrades
- Flooring
- Furniture
- Safety
  - Camera Systems
  - Radios
  - Proximity Access
  - Safety Plans
- Playgrounds
- Athletics

Lets breakdown each!

**DON'T KEEP UP  
WITH THE JONESES.  
I SAW THEM  
AT WALMART.  
THEIR CARD  
GOT DECLINED.**

# Lighting Upgrades

Have you been told your custodian will never have to change another bulb before he retires?

What is the true life expectancy of the lighting components?

Will the manufacturer support their product?

Will you be able to get parts?

How will you handle new advancements or the request for the new latest and greatest?

Did you add to your maintenance budget when replacement needs occur?



# Mechanical Upgrades- Air Handling/BAS/Boilers

What is the true life expectancy of the equipment?

Will the manufacturer support their product?

Will you be able to get parts?

How will you handle new advancements or the request for the new latest and greatest?

Did you add to your maintenance budget to maintain equipment at a high level?

Doing so will extend the life expectancy!

# COVID Upgrades

UV/Bi-Polar Ionization

Air Purifiers

Filters

Bottle fillers

Touchless plumbing equipment

Same questions?

- Life expectancy
- Support
- Budget



# Flooring

What is the true life expectancy of the flooring?

Will the manufacturer support their product?

What will the installer support?

Will you be able to replace small portions to match? You sure? Did you consider dyes?

Lots?

How will you handle new expectations or the request for the new latest and greatest?



# Furniture

What is the expectation?

- New building
- Dated furniture

What is the quality?

What is the life expectancy?

Replacement parts?

Whats next?

Budget again?



# Safety

One time costs to cover equipment purchase and install but then who covers the maintenance costs?

Cameras

Proximity Access

Radios

Visitor Management

Similar questions should be asked!



# Athletics

No.1 Artificial turf

What else-

Scoreboards

Bleachers

Flooring

Track

Give us some more!!!!



# Playgrounds

Great play structures out there and every parent wants them.

Warranty/Manufacturer Support?

Installer Support?

Replacement parts?

Surface material?

Annual maintenance budget?



# Strategies

Full disclosure and state the facts.

If we do this project we anticipate replacement at this time!

If we do this project I anticipate this amount of \$\$\$ for maintenance.

I recommend this product as the manufacturer has a track record of supporting their product.



What else? Share yours!

Attendee Discussion.

Q&A

**I QUIT KEEPING UP WITH THE  
JONESES**



**WHEN I REALIZED THEY WERE  
KEEPING UP WITH ME!**

[www.meme-generator.net](http://www.meme-generator.net)