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Options for Purchasing Natural Gas: Save Money for YOUR Facility

In these economic times, it makes sense to look at all your business decisions and make changes that will affect your bottom line revenue without risk. Natural gas is a big expense for most facilities. Has your company considered purchasing your natural gas from a marketer instead of from a public utility? End-user facility managers can access a “gas marketer” through the New Mexico Gas Company Transportation System, and it is possible to save money in this way.

The New Mexico Gas Company makes their profit on the gas transmission and gas distribution charges for the natural gas, rates which are set by the New Mexico Public Regulatory Commission (NMPRC). By law, they cannot make any revenue on the sale of natural gas. New Mexico businesses everywhere in the state (except for Las Cruces and Raton) have alternatives to buying natural gas from NMGC. NMGC’s natural gas revenue comes from the tariff rates set up for gas transmission and distribution charges—NMGC is revenue neutral on their natural gas sales, as a straight pass-through to the customer. For a variety of reasons, NMGC’s natural gas costs are, on average, 10-30% higher than the San Juan Pipeline or Permian Basin prices. Transporting gas with a third party marketer can reduce natural gas prices anywhere from 14% to 25%, and possibly even more, depending upon usage.

Join the Facility Manager Association of New Mexico at 7 am on Wednesday morning, February 19th, 2014 at Garduno’s Uptown Restaurant to hear this important information. Cost for members is \$30.00 and non-members pay \$35.00. First-time facility managers are ALWAYS free but you must rsvp to carolee@fmanm.com (preferred) to be included, or by calling 505-975-6753.

FMANM Endows CNM

Central New Mexico Community College was awarded a donation for their scholarship fund at the February meeting. Anna Sanchez with the CNM Foundation and student Chyne Foster accepted the check from the Board of Directors of the Facility Manager Association of New Mexico. The organization has fully endowed scholarships at CNM and the University of New Mexico for students studying to be the technical tradesmen who are the facility managers and engineers of the future.





Executive Director - Carolee Griffin

July and October may seem like a long way off but in the event planning world, they are right around the corner. Years of experience have taught us (as an organization) that detailed advance planning is the key to making things look easy, run smoothly, and achieve the desired outcome. I am asking you now to consider becoming involved in the two big fundraising efforts from which the money for the scholarships at the University of New Mexico and Central New Mexico Community College come.

In April, I will ask for folks to sign up to participate in the now famous Facility Manager Association of New Mexico's "Golf Gang". These folks are where "the rubber meets the road" as far as getting participants on the radar for the event, held again this year on July 25th at our partner Isleta Eagle Championship Golf Course. Last year 150+ golfers showed up and I hope to break the record again this year. If you are a supplier and you want exposure to facility managers, you need to purchase a hole or a sponsorship at this fun event. Put it in your budget NOW!

In August, I kick off the planning for the Facility and Building Operations and Maintenance Show. FAB O&M was over the top in 2013 at the beautiful Sandia Resort and Casino with 60 booths and 300 facility folks wandering the aisles looking for information. This year we plan to up the ante and have even more reasons for the facility folks to stick around and get involved. Here too, plan ahead to be there on Friday October 24th for this storied event.

Give me some hope! Let me know you plan to get involved and maximize your membership in this awesome organization which has given over \$70,000.00 to our charities.



FMANM Vision Statement: Establish and implement an organization to promote education, information, solutions and opportunities associated with the operations, maintenance, and sustainability of facilities.

Upcoming Events Calendar 2014

Wednesday, February 19th

7:15 am, Garduno's Uptown
Got Gas? Natural Gas Purchasing Strategies

Wednesday, March 19th

7:15 am, Garduno's Uptown
Need CEUs? We Can Help

Wednesday, April 16th

7:15 am, Garduno's Uptown
Pest Management: The New Frontier

FMANM 2014 Membership List

- ABM Janitorial Services** • **Access Technologies** • Ace Asphalt Advantage Security • Albuquerque Public Schools/Operations Dept
- All American Moving Services • Alvarado Management Ltd.
- American Leak Detection of NM • Amerind Risk Management Corp.
- Armour Pavement** • **Ashcraft Mechanical** • B & D Industries
- Baptist Convention of NM • Bath Engineering Corporation
- Beaudin Ganze Consulting Engineers** • Bixby Electric
- Blue Cross Blue Shield of NM • Bob's Painting
- Boyd Engineering Supply • Brian McPartlon Roofing LLC
- Britton Construction • Business Environments • Carnes & Company
- Carrier • CB Richard Ellis • CentiMark Roofing
- Chaparral Materials • ChemSearch
- City of Albuquerque/Aviation Dept
- CNM/ School of Applied Technologies • **Construction Reporter**
- Coronado Center • Coronado Paint & Decorating Inc.
- Crenshaw Consulting Group** • Cutting Edge Painting
- Dion's Pizza Construction
- D.R.B. Electric** • Employbridge/Staffing Solutions • Energy Control Inc.
- Enernoc • **Everguard Roofing & Solar**
- Engineered Equipment Sales & Testing • Engineering Economics Inc.
- eKore • Facility One • Furniture Medic by Bespoke Restoration
- Gary Stevens LLC • Greater Albuquerque Habitat for Humanity
- Greer Enterprises • Heel Inc. • Honeywell DAS • IEC Electronics
- Improve Group • Industrial Water Engineering • Innovative Moving Systems
- Insight Construction • Institute of American Indian Art
- Integrated Control Systems • Jan-Pro of NM, Inc.
- Johnson Controls • Jones Lang LaSalle • Just Sprinklers
- Kinetic Improvement • **Klinger Construction**
- KONE Elevator and Escalator** • Ladera Engineering • La Vida Llena
- Route 66 Casino/Laguna Development Corporation
- Laun-Dry Supply Company • Lovelace Respiratory Research Institute
- Maintenance Service Systems • Matheson-TriGas Inc.
- Mesa Detection Agency • **Mesa Equipment** • **Mike's Quality Painting**
- Miller Bonded • Mountain Vector • **Moving Solutions**
- MSR-FSR • National Dance Institute of NM • National Roofing
- Network Communications Integrated
- New Mexico Air Filter • State of NM/Building Services Division
- New Mexico Educators Federal Credit Union • New Mexico Gas Co.
- New Water Innovations • Noribachi • Orkin Pest Control
- OSO Bio PharmaSolutions • Otis Elevator and Escalator
- Otter Pops, Inc. • Overhead Door Co.
- Paul Davis Restoration and Remodeling** • Planet Forward LLC
- PNM** • Prime Therapeutics Inc. • Professional Business Systems, Inc.
- Progressive Services • Pure Water Solutions • QMI New Mexico
- Quail Run Association • R.E. Michel Company, Inc. • **RoofCARE**
- Royal Electric Co. • Sandia Laboratory Federal Credit Union
- Sandia Resort & Casino** • **Sandoval County Public Works**
- Santa Fe Community College • Schindler Elevator
- Sealant Specialists, Inc.** • Security Hardware Solutions
- ServiceMaster Performance • **Servicon Inc.**
- ServPro of NE Albuquerque • ServPro of Northwest Albuquerque
- ServPro of Rio Rancho/Sandoval County
- Sherwin-Williams Paint Co. • Simard Electric Services LLC
- Simplex Grinnell** • SMG/Albuquerque Convention Center
- SMI Facility Services • Southwest Door Services
- Southwest Infrared Services Inc.
- State Bar of New Mexico • State of NM/Building Services Division
- Steamatic of Albuquerque and Santa Fe
- Stewart and Stevenson • Sunland Asphalt • SW Asset Management
- The Groundskeeper • **The Johnston Company Inc.**
- Thyssen Krupp Elevator • TLC Plumbing and Utility
- TP Pump • Transcore • Tremco • Travers Mechanical Services
- Trinity Solutions Group • Tux Window Cleaning Ltd.
- University of New Mexico Hospital • Upland Corporation
- Voss Lighting** • **Western States Fire Protection**
- Williamson Restoration • Wilson Mohr Inc. • Windsor Door Sales
- Wisco Supply • **WM Carroll LLC** • Workspace Dynamics
- Yearout Mechanical Service, LLC** • Zia Rising Management

New Members

- Albuquerque Business First • Koroseal Interior Products Group
- Seminole Retail Energy Services. LLC

Special thanks to our Corporate Members in bold

Choose to Be Happy!

(And..... You Will Be Successful)

Jose Maresma MS, NESTA PFT is an Exercise Physiologist with Nuvita and Director of Wellness Programs. As a Certified Stress Management Coach and Certified Mind Body Coach, he was highly credentialed to address the Facility Manager Association of New Mexico members and guests at their January meeting on life balance and wellness. This is a summary of his presentation to the organization:



On life satisfaction:

- In 2010 only 45% of workers surveyed report being satisfied at with their work, the lowest in 22 years.
- Mean onset of depression in 1960: 29.5 years old. Mean onset of depression in 2012: 14.5 years old.
- 80% population reports being stressed.
- 33% of population report anxiety disorder annually.
- USA ranks 17th happiest country



On obesity:

- 70% of Americans are overweight or obese
- 33% of children/ adolescents are over weight
- 10% of Americans have Type II Diabetes
- 40% are pre-diabetic
- Heart disease is still number one cause of death in America
- Life style choice is set to be number one cause of cancer (specifically weight and sedentary lifestyle)
- Fastest growing population with heart disease is in their 20's
- Only 54% of American are considered "healthy"
- 21% of Americans meet the basic daily recommendation for physical activity
- Children born since 2000 have a shorter life expectancy than their parents
- Fast food industry spends over 10 billion a year on advertising, revenue is over \$172 billion
- Food industry revenue is over \$550 billion
- Soft drink industry is over \$68 billion
- US fitness industry is around \$23 billion



On philosophy:

"In the modern world, each of us is in a very real fight for our lives. Things have reached a point where we can become completely out

of control with superficial, peripheral and administrative tasks to the point that our best work, our best energy and our best loved pursuits get lost in a sea of information, obligations, minutia and useless motion."



—Adam Farrah

The rules:

You are what you eat—BOTTOM LINE! End users of food are your cells. Eat "real food"—things that can spoil. Limit sugar and refined carbs. Eat as many veggies as you like, colorful ones. Eat more good fats. Eat fermented foods and probiotic foods (related to sugar). There are 100 trillion cells in your body, but 90% of the genetic material is not yours. You must avoid sugar, antibiotics, chlorinated water, commercial meats. Eat natural probiotic foods like sauerkraut, kimchi, olives, dark chocolate, low sugar yogurt and kefir, kombucha, pickles, fermented veggies.



On physical activity:

Exercise is for more than your waist size:

- Duke University - 30 minutes of physical activity best antidepressant
- UC Davis - Exercise grows the brain
- University Chicago - Speed of brain cells firing increases after exercise
- Exercise improves insulin and leptin sensitivity—most important
- Mayo Clinic- Daily physical activity is the best thing you can do to prevent Alzheimer's disease, "The doctor of the future will give no medication, but will interest his patients in the care of the human frame, diet and in the cause and prevention of disease."



—Thomas A. Edison

- "Exercise is the best preventive drug we have, and everybody needs to take that medicine."

—Dr. Jordan Metz

- "Exercise strengthens the entire human machine—the heart, the brain, the blood vessels, the bones, the muscles. The most important thing you can do for your long-term health is lead an active life".

—Dr. Timothy Church

On the hierarchy of activity:

- Move daily—don't sit to death: stand every 15 minutes.
- 2-3 times a week make your muscles contract-hard (intervals of 4-15 minutes)
- 2 times a week lift heavy things.
- Move through a range of motion most days.
- Move outdoors as often as possible.

On what shapes our happiness:

Reality is not necessarily what shapes us—it is the lens through which your brain sees the world that shapes our reality. The 90 /10 Rule is: 10% of your long term happiness and success is determined by your external world; 90% of your long term happiness and success is determined by the way your brain interprets the external world. We become what we focus on: the news, natural disasters, and the economy.

On success and happiness paradox:

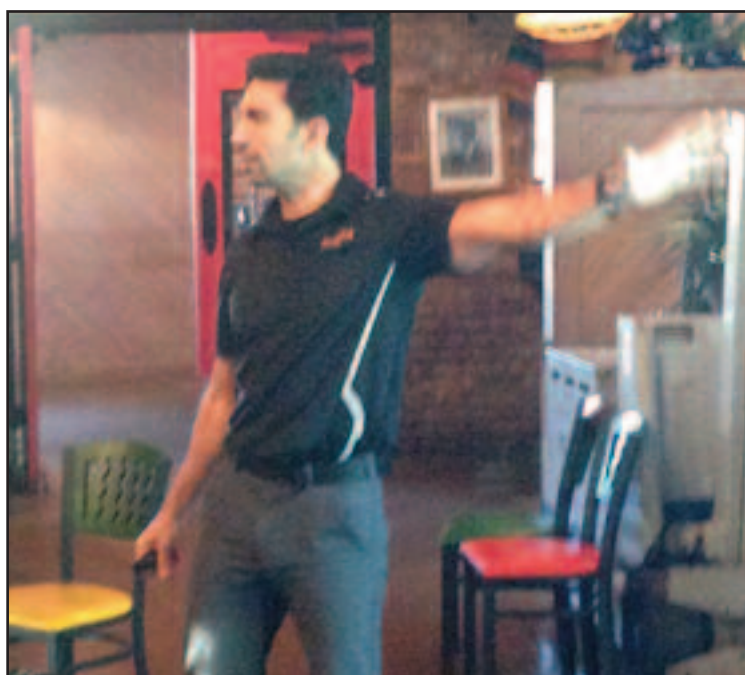
If I work harder, I'll be more successful. If I'm successful, I will be happier. If happiness is always on the other side of success, we never get there and have pushed happiness past our cognitive horizon. Science is telling us that this is all wrong. It is time to make a change!



Finally. Choose to be happy:

You can rewire your brain and improve your outlook. Take advantage of the "Happiness Advantage". Raise your level of positivity. Intelligence improves, creativity improves, productivity improves, and energy improves. You can find balance in YOUR life.

Wellness Programs cont'd



Wellness Programs cont'd



CHECK US OUT ON THE WEB AT WWW.FMANM.COM

Got Gas?

Wednesday, February 19th

Make reservations now to join the Facility Manager Association of New Mexico to hear important information on how to develop new strategies for purchasing natural gas. You must rsvp by 5 pm on Monday, February 17th, to be included. **Please rsvp to carolee@fmanm.com (preferred) or by calling 505-975-6753.**

When: Wednesday, February 19th, 2014, at 7:15 a.m.
(Arrive early for coffee and connections)

Where: Garduno's Uptown
2100 Louisiana Boulevard NE
Albuquerque, NM (505) 880-0055

Cost: \$30 to Members
\$35 to Non-Members



Join us for a Southwestern style breakfast buffet!