



### What is our vision for the Future?

We envision a day when we are expanding our group purchasing efforts from 115 schools to every school in Vermont. And we also welcome the opportunity for other states to participate such as New Hampshire and Maine. We feel that group purchasing can expand to include many other items and services that all schools share as a common interest. We have incredible buying power potential as a unified group.

### How much will it cost my School?

There is no cost to join the FMDA. The association is completely funded by rebates from vendors based on total group purchases.

The **FMDA** is 100% voluntary; we want the schools in our group to want to be part of this group because they envision the same goals.

**OUR GROUP BUYING  
POWER MEANS  
COMPETITIVE PRICES  
FOR ALL MEMBERS**

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## Maintenance Directors Association



*Joining  
Together for  
The Betterment of  
Vermont's  
Educational  
Facilities*

## What is the FMDA?

We are a group of school facility representatives who have consolidated and gone out to bid on services and supplies as one unified group to maximize our buying power.

The **FMDA** buyers group currently has 114 members participating in the consortium made up of public k-12 schools, private k-12 schools, colleges and municipalities spread throughout Vermont as well as some areas of New Hampshire

## Why are we doing this?

We feel that all schools should pay the same price for the products they use regardless of size or volume. The strength and commitment of a unified group of school districts has much greater purchasing power than an individual school could ever hope to achieve on their own.



## What have we been able to achieve?

The primary achievement of the FMDA has been the considerable cost savings we have been able to realize through our group purchasing. In some cases schools have realized a 40% to 50% saving. Most schools see about 20%-30% savings.

The FMDA currently has three contracts in place that are available to participating members:



### Custodial Supplies

In 2014 FMDA awarded a custodial supply bid to **Swish Kenco** and that contract continues to stand strong today. The FMDA members as a group currently purchase over a million dollars' worth of custodial supplies a year.

Any school participating in the FMDA Custodial Supplies Group Purchasing Program is required to purchase a minimum of 87% of their custodial supplies from the primary vendor.



### Liquid Fuels

The FMDA has partnered with **Competitive Energy Services (CES)** to form a liquid fuels procurement consortium. CES is an independent energy consulting firm that advises educational, industrial, commercial, institutional and municipal clients in managing and consulting fuel and energy costs in a competitive market place.

CES will assist members with the strategic sourcing and hedging of a variety of liquid fuels; including heating oil, propane, diesel and unleaded gas.



### Office Supplies

In the 2018 – 2019 School Year the FMDA partnered with the FDA (Food Directors Association) to procure office supplies and copy paper for all interested Vermont Schools. The 2018 – 2019 (FY19) vendor is School Specialty.

**Saving money on supplies is not the only notable FMDA achievement. We are also very proud of the “value-added” benefits we are able to provide, such as:**

### Professional Development:

We have made available to FMDA members, and their staff, training sessions teaching proper floor care procedures. Training for individual schools is available upon request. Free online training that demonstrates proper cleaning techniques and procedures for restrooms, hard floors, carpets, classrooms and offices are also available to our members. These online training videos are a very useful training tool for both current and, especially, for new employees.

