



Greater Orlando IFMA Chapter CFM Roundtable

Welcome to the 6th CFM roundtable

presented by

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AND

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Greater Orlando IFMA Chapter CFM Roundtable

**Welcome to the sixth CFM roundtable presented by
The Greater Orlando IFMA Chapter. Today's facilitators:**

Geoff Allen, CFM, President, IFMA Orlando
Office Services Manager - Glatting Jackson Kercher Anglin.

Larry Simmons, CFM, 2007 Treasurer, 2008 Vice President Elect
Senior Facilities Manager, City of Orlando

John Ziegler, CFM, Senior Manager of Operations and Maintenance,
Orange County Public Schools



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Greater Orlando IFMA Chapter CFM Roundtable

- Previous roundtables covered the 9 competencies
- Today – we focus on several areas “the group” chose
- John Ziegler, our newest CFM, shares his successful experience with the CFM exam
- More questions, discussion about the new test and testing booklet, and what’s YOUR plan for achieving the CFM designation in 2008!
- A recap of WWP, the CFM reception, and big ideas.



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Progress to the CFM goal

- I. Self – assessment (25%)
- II. Study (50%)
- III. Comprehensive exam review (75%)
- IV. Exam (100%)



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John Ziegler, CFM

**Senior Manager, Operations and Maintenance
Orange County Public Schools**

**My experience with the
CFM exam October 2007**



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Study question ?

1. Besides just saving energy, what is an additional benefit of “economizers” on HVAC units ?
 - A. You gain chiller capacity
 - B. Less refrigerant loss
 - C. Not as much “white noise”, thus benefiting workers
 - D. Less wear on all moving parts



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Study question ?

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Study question ?

2. HVAC systems are designed with a capacity based on:

- A. System performance with low life-cycle costs**
- B. Median conditions under which they are expected to operate**
- C. Physical characteristics of the building**
- D. Estimated maximum heating and cooling loads**



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Study question ?

2. HVAC systems are designed with a capacity based on:

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- C. Physical characteristics of the building**
- D. Estimated maximum heating and cooling loads**



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Study question ?

3. To save labor costs, group relamping should be done:

- A. At planned intervals**
- B. On an annual basis**
- C. At 90% rated life**
- D. During working hours**



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Study question ?

3. To save labor costs, group relamping should be done:

- A. At planned intervals**
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Study question ?

- 4. What is the greatest potential pitfall in acquiring property today ?**
- A. Inadvertently accepting environmental contamination liability.**
 - B. Not obtaining the clear title to the property**
 - C. Stringent zoning restrictions**
 - D. Tax liability**



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Study question ?

4. What is the greatest potential pitfall in acquiring property today ?

A. Inadvertently accepting environmental contamination liability.

B. Not obtaining the clear title to the property

C. Stringent zoning restrictions

D. Tax liability



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Study question ?

5. What kind of lease includes the base rent, plus the tenant pays a share of real estate taxes ?

- A. Net lease**
- B. Double-net lease**
- C. Triple-net lease**
- D. Cost lease**



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Study question ?

5. What kind of lease includes the base rent, plus the tenant pays a share of real estate taxes ?

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- D. Cost lease**



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Study question ?

- 6. In a multi-floor, multi-tenant office building, a private stairwell built between two floors occupied by one tenant is:**
- A. Part of the building's common area**
 - B. Part of the tenant's rentable area**
 - C. Part of the tenant's usable area**
 - D. Both B & C**



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Study question ?

6. In a multi-floor, multi-tenant office building, a private stairwell built between two floors occupied by one tenant is:

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- D. Both B & C**



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Study question ?

7. What are usually excluded in a net lease ?

- A. HVAC and security**
- B. Utilities and housekeeping**
- C. Utilities and HVAC**
- D. HVAC and housekeeping**



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Study question ?

7. What are usually excluded in a net lease ?

A. HVAC and security

B. Utilities and housekeeping

C. Utilities and HVAC

D. HVAC and housekeeping



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Study question ?

8. Developing a project capitalization rate starts with an evaluation of the:

- A. Weighted average cost of capital**
- B. Expected rate of return**
- C. Present value of the investment**
- D. Property's current operations**



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Study question ?

8. Developing a project capitalization rate starts with an evaluation of the:

- A. Weighted average cost of capital
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- C. Present value of the investment
- D. Property's current operations



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Study question ?

9. If the present value of the future cash flows from an investment is greater than the initial investment, then:
- A. The expected rate of return has not been achieved
 - B. The investment should not be made
 - C. The internal rate of return is greater than the expected rate of return
 - D. The expected rate of return is too high



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Study question ?

9. If the present value of the future cash flows from an investment is greater than the initial investment, then:
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Study question ?

10. Based on the following information, what is the internal rate of return on this investment?

Initial investment: \$375,000

Expected rate of Return: 14.5%

Annual cash flow per year:

- 1. \$40,000 2. \$47,000 3. \$50,000 4. \$46,000 5. \$49,000
6. \$58,000 7. \$55,000 8. \$51,000 9. \$53,000 10. \$415,000**

- A. 10.45% B. 11.25% C. 12.85% D. 14.75%**

*** Internal rate of return: the interest rate at which lifetime dollar savings equal lifetime dollar costs, after the time value of money is taken into account. This rate is then compared to the minimum acceptable corporate rate of return to determine if an investment is desirable.**



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Study question ?

11. Charging an interest rate higher than allowed by law is called?

- A. Good business practice**
- B. A breach in ethics**
- C. Usury**
- D. Jail time**



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Study question ?

11. Charging an interest rate higher than allowed by law is called?

- A. Good business practice
- B. A breach in ethics
- C. Usury**
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Study question ?

12. A method of evaluating proposed capital investments that sums the installation, energy, maintenance, and replacement salvage costs is called?

- A. Net benefit or savings**
- B. Life cycle cost analysis**
- C. Internal rate of return**
- D. Savings-to-investment ratio**



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Study question ?

12. A method of evaluating proposed capital investments that sums the installation, energy, maintenance, and replacement salvage costs is called?

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Study question ?

13. When the return on equity is greater than the free-and clear return, you are said to have:

- A. Made a mistake in your calculations**
- B. Positive leverage**
- C. Negative leverage**
- D. Internal rate of return**



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Study question ?

13. When the return on equity is greater than the free-and clear return, you are said to have:

- A. Made a mistake in your calculations
- B. Positive leverage**
- C. Negative leverage
- D. Internal rate of return



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Study question ?

14. The present value of future cash flows discounted at an expected rate of return and compared to the initial investment is:

- A. Net present value**
- B. Internal rate of return**
- C. Present value**
- D. Net operating income**



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Study question ?

14. The present value of future cash flows discounted at an expected rate of return and compared to the initial investment is:

- A. Net present value
- B. Internal rate of return
- C. Present value
- D. Net operating income



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Study question ?

15. Dividing net operating income (NOI) by the purchase price yields the:

- A. Mortgage equity rate**
- B. Capital recovery rate**
- C. Annuity capitalization rate**
- D. Capitalization rate**



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Study question ?

15. Dividing net operating income (NOI) by the purchase price yields the:

- A. Mortgage equity rate
- B. Capital recovery rate
- C. Annuity capitalization rate
- D. Capitalization rate**



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Study question ?

16. Money left to compound at 9% interest will double in value in approximately:

- A. 8 years**
- B. 7 years**
- C. 6 years**
- D. 5 years**

CFM



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Study question ?

16. Money left to compound at 9% interest will double in value in approximately:

- A. 8 years
- B. 7 years
- C. 6 years
- D. 5 years

*** Remember the rule of 72 !**



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Study question ?

17. An example of functional obsolescence is:

- A. Lack of rapid transit**
- B. Overassessed property values**
- C. Outdated lighting fixtures**
- D. Change in populations of employment**



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Study question ?

17. An example of functional obsolescence is:

- A. Lack of rapid transit
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WWP RECAP

- I. HOT - Jazz, bourbon street, New Orleans
- II. NOT - Tipitina's, walking, rest, bourbon street
- III. Highlights
 - I. Both Keynotes: Open source, Triple bottom
 - II. Awards dinner, chapter dinner
 - III. Hanging out with Orlando folks
 - IV. The annual meeting of delegates
 - V. Welcome, CFM, Education receptions
- IV. Big picture takeaways-USGBC
- V. Rubbing elbows with all sorts
- VI. Oh... learning sessions! Experts, top pro's.
- VII. The expo, believe it or not!
- VIII. Next year, definitely Dallas! Book early! Share!



Greater Orlando IFMA Chapter CFM Roundtable

Thank you for participating in the 6th CFM roundtable

At our next roundtable, January 15, we will ?

- meet and do more questions and learning activities?
- work through a chapter of the new exam guide ?

- **THANK YOU FOR FILLING OUT YOUR FEEDBACK BEFORE LEAVING !**



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