

*For Immediate Release*

## **Building Solutions Approaches Milestone**

DALLAS, TX (January 27, 2016) – Milestones in business are an indication of success and Building Solutions approaching its 100th private or “independent” school client is a clear illustration of this.

Building Solutions President Bill Keslar said the company as at 98 and has as many as 20 prospects in the pipeline. This is a good time to reflect on how the company arrived to where it is and where it’s headed after 25 years.

Initially, Keslar joked about starting the company from a bedroom in his house, but after teaching middle school and working in commercial real estate, he started a firm that “assisted private investors acquiring foreclosures. Those acquiring entities needed people to investigate and conduct Property Condition Assessments,” he explained.

Then, in the mid-1990s, Keslar provided pro bono services to a private school. “I evaluated the condition of their property and advised them on capital planning for it,” he said, adding that this was Building Solutions’ first facilities audit – and the school is still a client.

This first facilities audit not only led the company to the independent school market, but instilled in Keslar the passion for the education market that continually resides in the company’s culture today.

This practice area for the company combines property management with facility assessment. It looks at how things get built and what the cost is to operate these facilities.

Keslar called this practice “distinct.” He said “we have a unique level of experience – more than 20 years – in the peer school market. We provide a wide array of services that include condition assessment, capital forecasting, facility problem solving, design and construction management, and facility management.”

In other words, “we know how a building will be used and how it needs to be maintained along with the design and construction solutions that will prolong a facility’s life.”

Building Solutions works in 38 states and serves as project leaders, process managers, and technical advisors for real estate and facility development programs and facility assessments. The company focuses on the education, real estate and institutional markets.

Building Solutions’ direction to success parallels how it approaches a facility audit. “An audit,” Keslar explained, “is an asset management tool that provides decision makers with a guideline that enables the maximum level of stewardship for the real estate they own.”

On their visit or during their facility assessment, the team may encounter challenges. Some of the school challenges teams have faced over the years have included understaffed facility departments, for which an operations review is provided; buildings that are unique in their design, requiring detailed and sometimes expensive solutions, depending on the best practices required for each challenge; and older buildings, which require more capital for renewal.

To help a private school decide whether to make such a capital investment or replace a facility, Building Solutions developed and employs a Facility Condition Index (FCI). The FCI is a benchmark that helps assess the cost of removal compared with the cost of replacement. In a situation where a building is a landmark or legacy facility, the FCI helps the school remain aware of the costs to maintain such a structure.

To accommodate its continued growth, Building Solutions is “developing a larger staff with more trained professionals.” It is also developing a leadership transition plan “to perpetuate the company’s practices and growth goals,” Keslar noted.

That growth includes a High Performance Campus (HPC) program. HPC is a new Building Solutions service for their best performing independent school clients whose dedication to being a facility manager is equal to that of providing an excellent education. These are schools that have long-term contracts with Building Solutions to support their Facility Asset Management efforts.

Additional company growth is expected to come from Building Solutions’ partnership with SchoolDude. Building Solutions is SchoolDude’s sole Alliance Partner for independent schools throughout the U.S. and has been authorized as the national trainer of independent school users on SchoolDude’s CMMS applications. The firm’s training services will be coupled with its consultative services sharing their own experiences while expanding the client’s knowledge of the CMMS.

Keslar said he expects to achieve their Building Solutions’ 100th independent school client soon. In the meantime, implementing their plans of growth and leadership transition will continue to move forward.

#### **About Building Solutions**

Building Solutions ([buildingsolns.com](http://buildingsolns.com)) is a unique company that specializes in providing technical advisory services to our clients, owners and operators of significant real estate assets. Our services include comprehensive project and construction management services, pre-acquisition property conditions assessments, facility audits, and other kinds of facility and building advising. We service the professional real estate developer market, as well as certain institutional niche markets, such as private K-12 schools. Having performed this work throughout North America for over 25 years, we have assembled a solid and stable team of professionals who bring expertise, synergy, efficiency, creativity, accuracy, and industry leading results.