



## Your Partner in Facility Management.....

### Why your FM projects are not being funded & what you can do about it .....

Issue 14 : December 2009

When working with FM organizations, the number one complaint we hear is, "necessary projects keep getting denied because the budget has been slashed". Does that sound familiar to you? If it does, the news is good. Although your budget may be reduced, there exist a number of proactive steps that you can take to improve your chances of getting the dollars you need.

This month's newsletter will help you to improve your negotiations via business case development. . . .

#### What is a Business Case and how can it help me?

**Whether you like to admit it or not**, your job as a facility professional dictates that you "sell" your ideas to others - often times this includes management. This thought makes many of us uncomfortable! It need not be this way though – securing the budget you need, can be a relatively simple process if you understand how to do it correctly.

The first question we should answer is **"Why do my FM projects get denied?"** The easy answer is **"There is no money"**; but upon closer examination we often find that adequate funds are available for some departments and while other departments suffer. Why is that?

A couple of reasons exist, but first let's put ourselves in the shoes of the gatekeeper (the person controlling the money). Of course, this gatekeeper has a limited amount of funds to distribute, so they must be prudent when determining who gets what. To the gatekeeper **all departments are not created equal** and therefore the money will not be distributed equally.

In the financial world, all departments in an organization fit in one of two groups – the **"profit centers"** and the **"cost centers"**. As you might imagine, the profit centers (sales, manufacturing etc) tend to get a higher share of the organizations annual budget. The cost centers (administrative, facility management) tend to have a more difficult time getting the funds they need. It's much easier to justify spending money on new notebook computers for the salespeople (who bring in money) than funding a new roof for facility management. The perception is that a roof requires a major outlay of capital dollars (it does!) yet it results in no **"return on investment" (ROI)**.

Management will look at the options and deny the capital dollars you need for a roof, justifying their decision by telling you to keep repairing the roof". Most facility managers will throw their hands in the air in frustration and then do as told. **Then we like to complain about it!**

**What you can do About it.....** [click here and we will send you the rest of the article.](#)

#### Upcoming FM Events in Singapore

- **5th January 2010**  
**1st FMP Evening Class**

*Whether you are pursuing a credentialing program, looking to enrich the education of your team members or you simply want to raise your level of expertise, IFMA's FMP program will add depth to your knowledge.*

- **14th & 15th January 2010**  
**Leadership & Management**

*Do you know how to use people, places and processes to help you build the type of FM department that's right for your organization?*

- **21st & 22nd January 2010**  
**How FM can add value to Organisation**

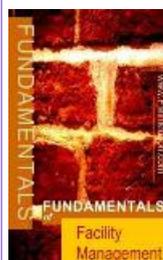
- **8th & 9th February 2010**  
**Planning & Project Management**

*To bring projects in on time and on budget you need technical skills to manage the programming and design phases and management skills to lead and motivate your team."*

[Drop us a email to find out more!](#)



This book is written for professionals who are considering a career in the field and wish to get an orientation or have some contact with facility management and would like to know a bit more about it



#### OBJECTIVES:

- > Be able to position the facility management profession
- > Gain an understanding of key facility management aspects, such as security and accommodation
- > Learn about the importance of a Help Desk and FM Service Guide to the practice of facility management.

[Click here for more details](#)