

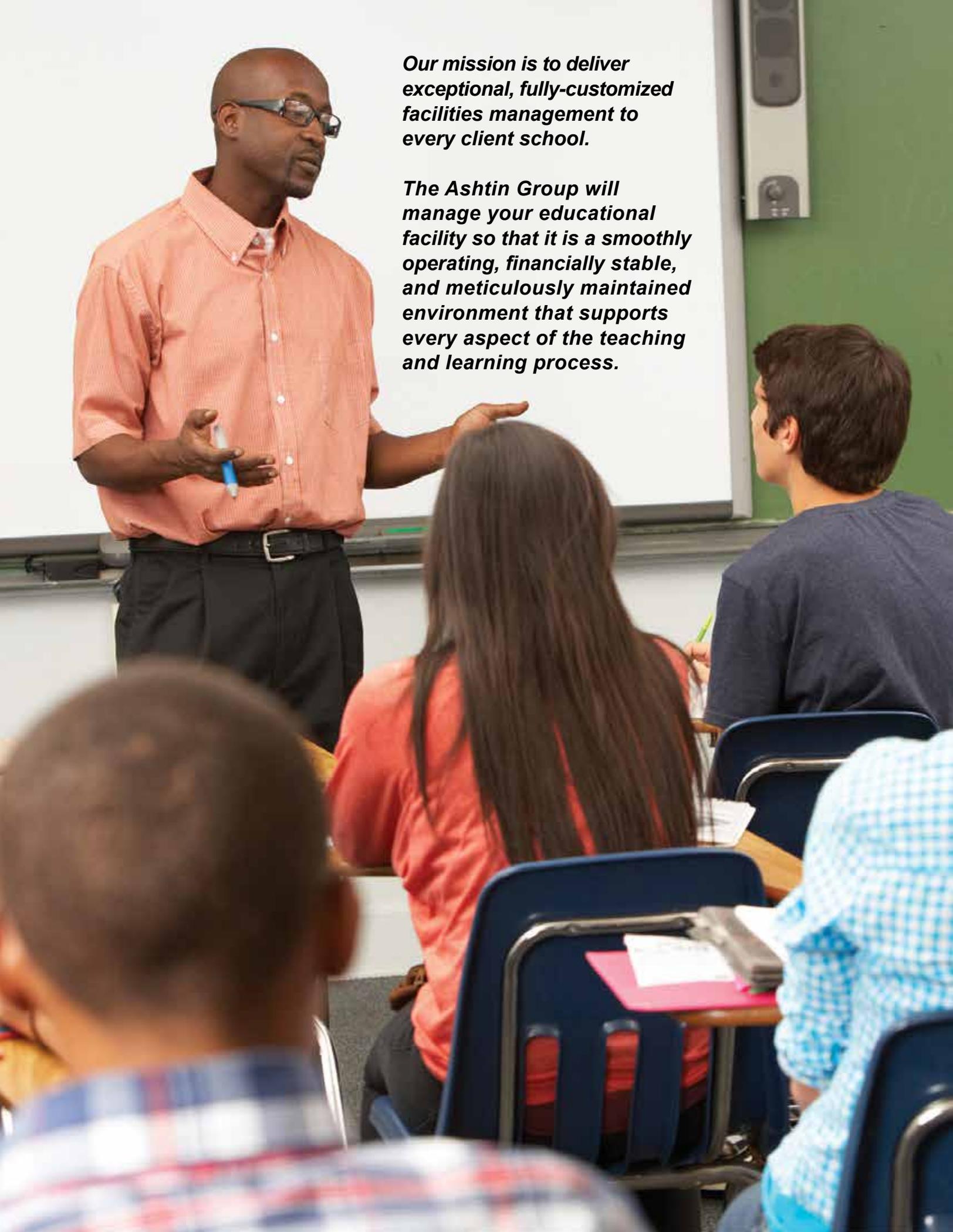
# The Ashtin Group, Inc.™

Exceptional Educational  
Facilities Management

An **akam**® Living Services Company



The Gold Standard of Educational Facilities Management. Since 1983.

A photograph of a male teacher with glasses, wearing a light orange short-sleeved button-down shirt and dark trousers, standing in a classroom. He is holding a blue marker in his right hand and gesturing with his left hand towards a whiteboard. In the foreground, the backs of several students' heads and shoulders are visible as they sit at desks. The classroom has a whiteboard and a green chalkboard in the background.

***Our mission is to deliver exceptional, fully-customized facilities management to every client school.***

***The Ashtin Group will manage your educational facility so that it is a smoothly operating, financially stable, and meticulously maintained environment that supports every aspect of the teaching and learning process.***

**The Ashtin Group** is committed to managing school buildings, grounds and campuses, and all educational facilities, for maximum operational efficiency. We are facilities managers with expertise in every operational, financial, structural, mechanical, technological and aesthetic element of educational environments.

The Ashtin Group name is recognized as a leader in the educational facilities management industry. Our clients benefit from our many years of experience customizing service to specific needs, and assigning and supervising the most qualified management personnel. Our hands-on approach enables us to manage every situation, from typical day-to-day issues to extraordinary events, with exceptional professionalism and results.

**How The Ashtin Group saves our client school buildings 15% to 20% on maintenance supplies.**

The Ashtin Group has created a proprietary facility supply pricing index that prices the most commonly purchased cleaning and repair supplies and tools against multiple suppliers. Each Ashtin Group client school is given the options of directing The Ashtin Group to either purchase the goods from the lowest bidder, or to negotiate the pricing with the school's current vendor to maintain that relationship. The prices of the supplies are refreshed each fiscal quarter, and the index is used to compare pricing when ordering supplies and when reviewing invoices in order to ensure continued competitive pricing.

**The Ashtin Group has further informed all vendors that in order to participate in the supply pricing index, they must provide an annual rebate incentive for supplies purchased. These rebates range from 15% to 20% cash back on gross supply purchases. Our managed facilities have achieved significant savings through this program.**

**The Ashtin Group will deliver professional educational facilities management that excels in:**

- Ongoing maintenance and preventive maintenance of all structural, mechanical, technological, and aesthetic elements of your school building and grounds
- Creation and execution of customized day-to-day and long-term facility maintenance plans and budgets
- Financial management of all educational facility operations
- Hiring, training, and supervision of all facility operations staff
- Capital improvement, post-construction/post-project, and punch-list coordination and management
- Facilities supply purchasing and inventory management
- Planning and management of facility projects during summers and at other times when the building is not populated
- Strategic and proactive operational cost-saving initiatives
- Compliance with all local, state, and federal building codes and regulations
- 24/7/365 availability and emergency management



**Location Leasing Assistance**

The Ashtin Group offers expertise in the identification and leasing of venues and buildings available to house full schools, permanent and temporary classrooms, recreational sites, and other educational facilities needs.



The Ashtin Group understands that a successful school must allocate the majority of its resources to the teaching and learning process while reducing and optimizing the costs of the school's physical plant operation. Yet the physical plant is often among the largest expense.

Recognizing this, The Ashtin Group brings an efficient and cost-sensitive approach to the operation of our client educational facilities, allowing them to invest each operational dollar saved in the enrichment of the educational experience.

**How The Ashtin Group saved an elementary school more than \$40,000 in utilities costs.**

The Ashtin Group researched, vetted, and implemented an energy management program that offers monetary incentives to an Ashtin Group client elementary school for reducing energy consumption during high usage seasons. Knowing that the facility is not at full capacity during the summer, and utilizing the building's BMS (Building Management System) to control temperatures within the facility, the in-house Ashtin Group facility staff is able to reduce utilities consumption.

**This initiative has resulted in more than \$40,000 in cash incentives to the facility over its first year of implementation.**

## Our Leadership Team



“My vision has been to build an organization that will serve current and future schools and educational facilities with the values of integrity, innovation, and highly proactive and responsive client service. Since we were founded in 1983, that philosophy has served us well in building companies that are recognized for exceptional service and an impeccable reputation.”

**Leslie Kaminoff**  
**Founder and Chief Executive Officer**  
212.271.0322  
lkaminoff@ashtingroup.com



“The Ashtin Group’s success in the educational facilities arena is, we believe, a result of our mission to manage with an eye on budgetary considerations while bringing a unique sensitivity to each client school. The Ashtin Group works with schools to produce the most educationally conducive environment. All educational facilities that engage The Ashtin Group are assigned a dedicated facilities manager and a dedicated financial analyst, and have immediate and continued access to our fully-staffed professional Operations and Compliance Department.”

**Ajo Kurian**  
**Vice President**  
212.271.0308  
akurian@ashtingroup.com



“The Ashtin Group provides 360-degree service that embraces building maintenance and preventive maintenance, staff supervision and training, goods and services contract negotiation and administration, and operational budgeting assistance, cost containment, and economies of scale.”

**Doug Weinstein**  
**Executive Director of Operations and Compliance**  
212.271.0311  
dweinstein@ashtingroup.com

**How The Ashtin Group saved a high school more than \$25,000 in the school kitchen.**

A high school managed by The Ashtin Group needed to install a ventless griddle in their existing kitchen space. The Ashtin Group determined that the cost to retain third-party vendors to both specify the equipment and install it would be \$45,000.

Realizing that this expense was too great for the school to absorb, The Ashtin Group retained a third-party only for the purpose of identifying the correct equipment. Once that was accomplished, The Ashtin Group managed all other aspects of the project, including ordering the equipment directly from the manufacturer, coordinating all trades (including electrical, mechanical, and plumbing), and managing the installation.

**This resulted in a cost savings of \$26,000. The Ashtin Group did not charge the school separately for this service.**



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The AKAM Living Services Family of Real Estate Service Companies provides the gold standard of service in educational facilities management, commercial management and leasing, residential management, capital project management, and industry training and information.

**The Ashtin Group, Inc.**

**AKAM Associates, Inc.**

**AKAM On-Site, Inc.**

**AKAM Sales and Brokerage, Inc.**

**Project Management Group, Inc. (PMG)**

**The Living Services Institute, Inc.**

**Peak Demand Energy, Corp.**