

Introducing EnergyReports™ from the creators of WebCTRL®

Using WebCTRL's trend data for metered energy sources, Automated Logic's EnergyReports™ lets facility managers visualize building performance, compare different time periods, and troubleshoot potential problem areas. And since it incorporates ALC's Environmental Index™, occupant comfort can easily be tracked against building efficiency.

VISIT US AT BOOTH #959

and ask us how Automated Logic has helped customers reduce energy, improve comfort, and earn an Innovation Point in the LEED® certification process.

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Making energy data make sense.

Now with just a
glance at a graph
you can analyze a
building's energy
consumption and
demand data.



VISIT US AT BOOTH #959 to learn more.

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2011 EVENT DIRECTORY

BUILDING OPERATING MANAGEMENT'S

NFMT

March 15-17, 2011 • Baltimore

Your
ADVANTAGE
in **FACILITIES**
Management

6 SHOW
HIGHLIGHTS

12 CONFERENCE
INFORMATION

55 EXPO
INFORMATION

94 MAPS



Making energy data make sense.

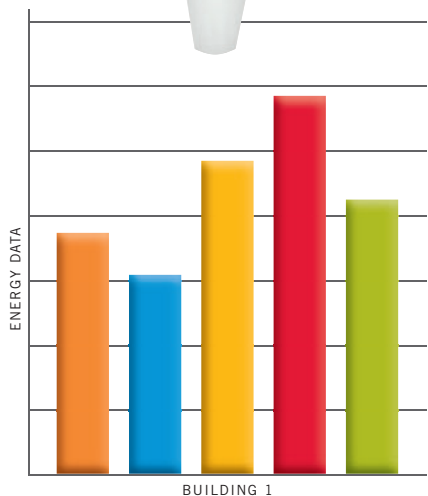
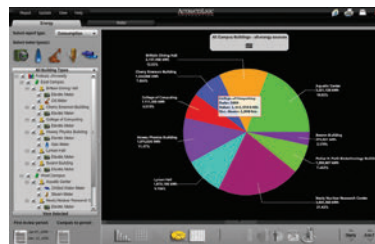
Introducing EnergyReports™
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Now with just a glance at a graph you can analyze a building's energy consumption and demand data.

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770.429.3000

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NFMT 2011 Schedule

Tuesday

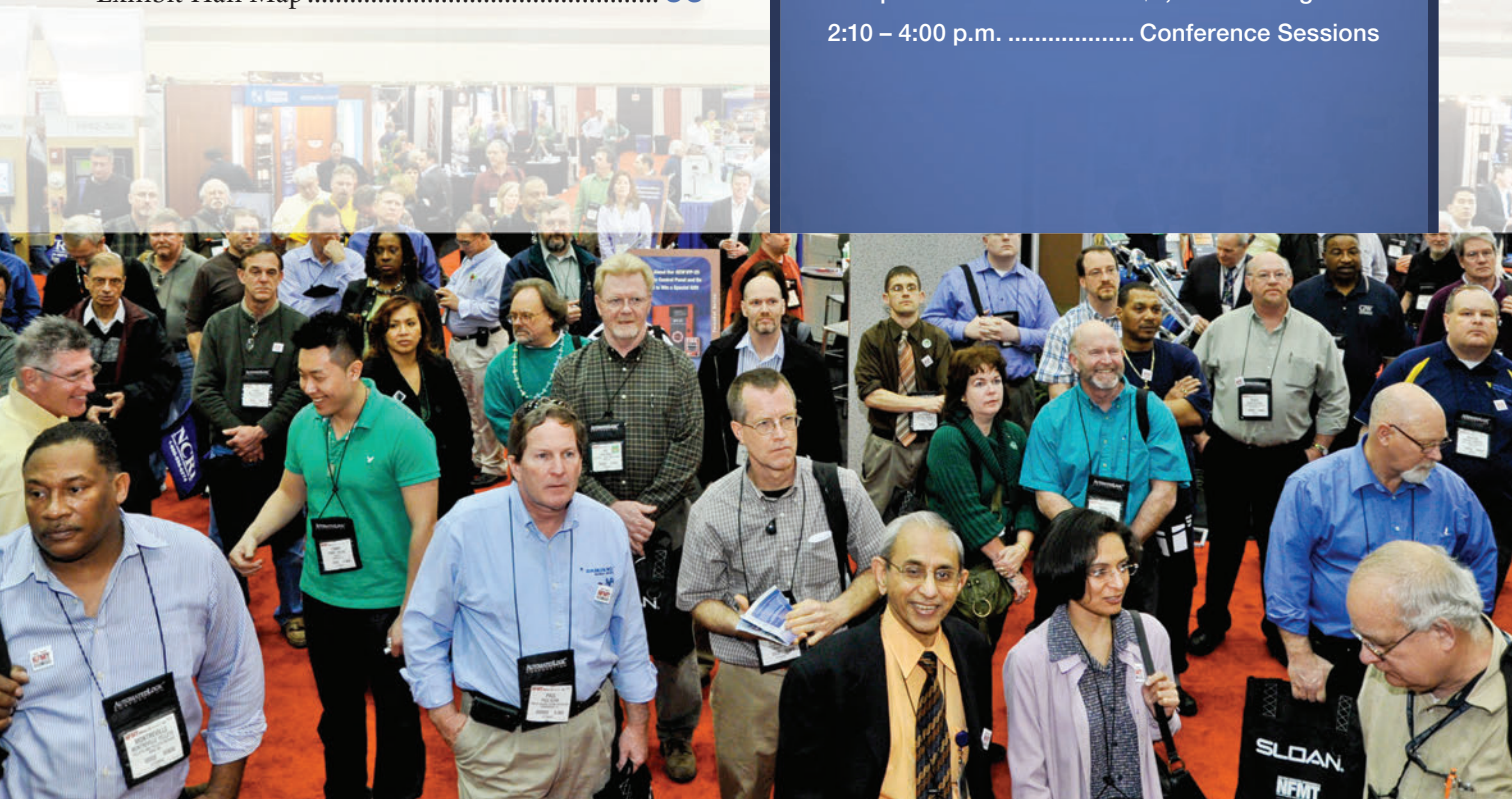
8:00 – 11:50 a.m.....	Conference Sessions
Noon – 4:00 p.m.	Exhibit Hall Open
3:45 p.m.	\$1,000 Drawing
4:00 – 5:00 p.m.	Networking Party

Wednesday

7:45 – 8:50 a.m.	Solutions Exchange
9:00 – 10:50 a.m.	Conference Sessions
11:00 a.m. – 3:00 p.m.	Exhibit Hall Open
2:45 p.m.	\$1,000 Drawing
3:10 – 5:00 p.m.	Conference Sessions

Thursday

8:00 – 10:50 a.m.	Conference Sessions
11:00 a.m. – 2:00 p.m.	Exhibit Hall Open
1:45 p.m.	\$1,000 Drawing
2:10 – 4:00 p.m.	Conference Sessions



Welcome



Greetings Colleagues!

As I prepare the annual welcome message for NFMT, our city is bracing for what could be the worst winter storm we've seen in years. It may shut down schools. It may prompt businesses to close early. It may wreak havoc on flight schedules. It may create utter chaos.

Then again, it may not.

That's the thing about forecasts: they're not always accurate. Like Yogi Berra said: It's tough to make predictions, especially about the future. But one thing's for sure: it is better to be prepared when a potential storm is looming. That's why we've packed this year's conference and exhibit hall with resources to help you tackle the most unpredictable aspects of facilities management, from energy savings to capital planning to enhanced security measures to the latest and greatest in green building trends.

It all starts Tuesday morning at the General Session, where the honorees from this year's FMXcellence Program will share insights into their success. On Wednesday we shine a light on the industry-leading efficiency initiatives of the federal government, featuring the GSA's high-performance projects (W1.16), the EPA's Energy Star National Building Competition winners (W1.21) and an update on Executive Order 13514 (W3.16). Thursday's conference slate features the launch of our brand new "Survivor Series" — firsthand accounts of how health care facilities weathered the LEED certification process (R1.37), a JCAHO inspection (R2.37) and a natural disaster (R3.37).

You'll also find unparalleled networking opportunities throughout the event, starting with Tuesday night's Opening Night Party. Join us at 4:00 p.m. for a drink, an appetizer and a chance to unwind with your colleagues. Come back Wednesday morning at 7:45, where we'll have coffee on hand for Solutions Exchange. And be sure to use the discount lunch coupon in your attendee tote bag and grab a bite with your fellow showgoers in the NFMT Café on the exhibit floor.

We know the value you place on networking, and we're seeing its benefits too as we welcome several prestigious industry organizations — including the Alliance for the Sustainable Built Environment, BACnet, US Green Building Council of Maryland, Commercial Real Estate Women and the National Institute of Building Sciences. And as always, we've tapped the expertise of industry-leading magazine editors from *Building Operating Management* and *Maintenance Solutions* magazines for a suite of sessions that feature facility professionals talking about real-world strategies and situations, including *Maintenance: Training the Next Generation* (W3.43), *Influence = Power* (RGS), *Women in Facility Management* (R1.45), and *Managing a Multi-Generational Staff* (R1.49).

I think you'll agree that there's a lot to take in at NFMT 2011, so let's get to it. Welcome attendees, presenters and exhibitors. With you here, the outlook for the next three days is a bright one.

Best regards,

Bob Wisniewski,
President, NFMT

Q: What is the quickest way to reduce water usage in the restroom?

A: By taking 10 minutes to install a Sloan retrofit kit — reducing water usage by up to 50%.

An entire restroom can be quickly transformed to meet increasing demands for water efficiency. The possibility of using up to 50% less water than most commercial restroom systems is here. Sloan offers several options to choose from, including:

- Manual UPPERCUT® dual flush with antimicrobial coating on handle
- Electronic dual flush — sensor-activated with or without solar power
- Urinal upgrade kits to replace 1.0 gpf diaphragm

To calculate the water use savings on your projects, go to **www.sloanvalve.com** to use the Water Savings Calculator or download Sloan's Water Savings iPhone app for FREE on your iPhone or iPad.



Visit us
at NFMT
Booth 659

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The Water Efficiency Company

Sponsors



Alliance for Sustainable Built Environments

Sponsor of Sustainable Conference Sessions

Johnson Controls, Inc. Booth #950 • Kohler Booth #1674 • Philips Lighting Booth #759

The Alliance for Sustainable Built Environments is a group of industry leaders who practice and are recognized for leadership in sustainability; that is economic, social and environmental responsibility. It is committed to delivering high performance sustainable solutions for the built environment. Current members include: Bayer MaterialScience, Eaton, Forbo Flooring, Haworth, Johnson Controls, Kohler Co., KONE, Milliken Carpet, Philips, Watertronics.

AUTOMATEDLOGIC[®]
C O R P O R A T I O N

Sponsor of Badge Holders • Booth #859

For more than 25 years, Automated Logic has remained true to a single mission: to bring leadership, innovation and order to the complexities of building control. Automated Logic's systems are installed in thousands of buildings worldwide while our complete commitment to customers' needs remain the key to our mission and philosophy.



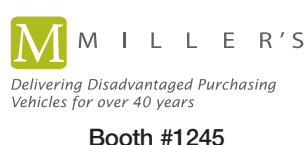
Sponsor of Tote Bags • Booth #659

Sloan is the world's leading manufacturer of water and energy saving plumbing systems for the commercial marketplace. With a customer-driven research approach to developing products, Sloan delivers on the features that help customers save time and money. Products include solid surface and stainless steel sink systems, manual flushometers, sensor and solar powered flushometers and faucets, soap and soap dispensers, hand dryers, vitreous china toilets, urinals and lavatories, and water control and monitoring systems.

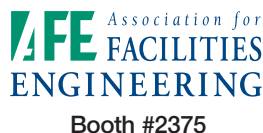
Additional Sponsors:



Sponsor of \$1,000 Daily Drawing • Booth #1051



NFMT Partners:



Show Highlights

Here are a few of the special events taking place at NFMT.

Tuesday, March 15

8:00-8:50 am

TGS • Room 349

General Session – FMXcellence: Learn from the Top Facility Departments

Join the 2010 FMXcellence competition honorees to learn about the projects that distinguished them from their peers. Please go to page #20 to learn more about this session.



4:00-5:00 pm

Pratt Street Lobby

Opening Night Networking Party

After walking the exhibit hall, you deserve a break. Be sure to stop by party to enjoy networking, lively entertainment and free refreshments as we kick off NFMT 2011.

Sponsored by:



Tweet Up!
Meet fellow
tweeters at the party.



9:00-10:50 am

COBIE • Room 334

COBIE Case Study & Help Desk

Join us on Wednesday morning at 9:00 a.m. where Bill East, of the Army Corps of Engineers' Engineer Research and Development Center will lead a discussion of four case studies highlighting COBIE in practice. It's a great opportunity to see the standard operate in real-world applications.

At 10:00 a.m. the COBIE Help Desk is open for business. Attendees are encouraged to bring in files for review and recommendations. There will also be an opportunity to watch COBIE demos and get answers to any questions related to the standard. Be sure to take advantage of this unique learning environment!

Brought to you by:



National Institute of
BUILDING SCIENCES

9:00-10:50 am

W1.16 • Room 316

Bringing High Performance Buildings into Focus: The GSA Vision takes Shape

Join a panel of GSA facility experts as they share lessons learned in their quest to develop and operate high performance green buildings. From benefits to obstacles to next steps, this discussion will shed light on opportunities to optimize the performance of any building. For more information please go to page #28.

3:10-5:00 pm

W3.16 • Room 316

Virtual Building Tour – Your Blueprint for ROI

Since the release of Executive Order 13514, Federal agencies have been given strict mandates to make their buildings more sustainable. Attend this session to learn about both basic upgrades as well as a more in-depth look at what savings are possible with today's technologies and best practices. For more information please go to page #36.

Brought to you by:



Alliance for Sustainable Built Environments

Wednesday, March 16

7:45-8:50 am

Pratt Street Lobby

Solutions Exchange

Join us again this year for NFMT's infamous round-robin style session that allows attendees to interact through discussion on critical topics that affect their decision-making outcomes. Participants take their seat among peers and join in an exchange of ideas, facilitated by some of the top manufacturers and experts serving the facility industry. Every 20 minutes you will be able to select a new topic, for a total of three different topics. Topics will include: building automation, building envelope, capital budgets, CMMS, daylighting, elevators, energy efficiency, green cleaning, interiors, IWMS, portable air conditioning, renewable energy, sound masking, and sustainable design. For a complete description of the table topics please go to page #10.

Free coffee for all participants.

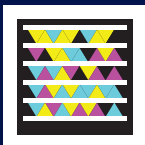
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SYLVANIA is a leader in LED lighting solutions in North America, and together with OSRAM, we delivered nearly a billion dollars in solid state lighting sales worldwide last year. Constantly investing in innovative technologies and products that span the complete range of solid state lighting, SYLVANIA shines bright in the new world of lighting. And with SYLVANIA Lighting Services, we're the only lighting manufacturer with its own full-service installation and maintenance business. To learn more about our cutting-edge LED solutions, call 1-800-LIGHTBULB or visit us online at www.sylvania.com/LED.



To get the full LED story on your phone, snap a picture of this tag. (Requires a free mobile app from <http://gettag.mobi>)

**OSRAM
SYLVANIA**



Show Highlights

Thursday, March 17

8:00-8:50 am

RGS • Room 316

General Session – Influence = Power: Keys to Becoming More Visible Within Your Organization

Hear our panel of seasoned facility managers discuss how they cultivated their personal and professional influence to become leaders within their organizations. For details on our esteemed panel, go to page #43.

Friday, March 18

It's not too late to register for the Post-Conference Workshop! Please contact the registration desk in Pratt Street Lobby to sign up for this workshop.

8:00 am-Noon

PC3

How (and When) To Comply with ADA Final Regulations

*Joan W. Stein, President & CEO, Accessibility Development Associates, Inc.
William R. Botton, Accessibility Specialist, Office of Technical and Information Services, U.S. Access Board*

On July 26, 2010 (the 20th anniversary of the ADA) the Department of Justice announced major changes to title II and III of the Americans with Disabilities Act (ADA). The 2010 standards are effective as of March 15, 2011.

Do you understand the changes to the ADA regulations?

Are you aware of the timeframe these changes must be completed by?

Attend this four-hour workshop with Joan Stein, a well-respected ADA expert, for a thoughtful, thorough analysis of the ramifications of the regulations, as well as a discussion of key strategies for complying with ADA requirements. Also to be covered is an in-depth understanding of the regulations' impacts on your organization, and detailed information about how and when the regs will be enforced, along with answers to their specific questions about complying with both new and existing ADA requirements.

All Three Days

It Pays to Attend NFMT! Alumnus Pin Cash Giveaway

If you have attended NFMT in the past, make sure you are wearing your NFMT alumni pin while exploring the exhibit floor. Pick up an Alumni pin at booth #1959. Lucky alumnus will win cash on the spot every hour of the exhibit floor (ALL THREE DAYS), so make sure your pin is in a visible location.

BUILDING OPERATING MANAGEMENT'S
NFMT
National Facilities Management & Technology

March 15-17, 2011



We're giving away \$1,000 EACH DAY!

Each day at NFMT we will be awarding a cash prize of \$1,000. Check your totebag for your ballot and be sure to enter at the

UGL Services booth, #1051. The drawing will be held in the Exhibit Hall at booth #953 on Tuesday at 3:45, Wednesday at 2:45 and Thursday at 1:45.

You must be present to win. Only attendees are eligible.

No need to re-enter each day, all non-winning ballots will be included in the next day's drawing.

Good luck!

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Premium Grade Access Control & Door Hardware™

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Access Controls



Standalone Locksets



Mechanical Hardware



Electrified Locksets



Electric Strikes



Delayed Egress



Magnetic Locks



Electric Latch Retraction



Alarmed Exit Devices



Solutions Exchange

Wednesday, March 16 • 7:45 a.m. - 8:50 a.m. • Pratt Street Lobby

Attend this event to network and brainstorm – with both industry experts and your peers – on topics that affect every aspect of your facility. This round-robin, speed-learning, highly interactive experience is not to be missed. Free coffee for all attendees!

Choose up to THREE topics from the list below:

TABLE TOPIC

Green Cleaning and LEED

Green cleaning is an integral part of your LEED certification. Join us as we discuss the common issues and misconceptions that come out of the LEED online review process and how to fix them before you submit your project.

SPONSOR



Portable Air Conditioning: Where and How to Use It

Learn the critical role portable air conditioners play in climate control and how to use portable air conditioning as an affordable solution for backup, emergency, supplemental, primary and disaster recovery cooling.



Tankless Water Heater Technology for Energy Efficiency

Discuss the advantages as well as the cost and environmental benefits of selecting tankless water heaters for both new and retrofit applications.



Energy Efficient Building Automation

With rising energy costs and tighter operating budgets, the ability to monitor and assess energy usage has become ever more critical. But installing energy conversation measures with no thought to comfort can result in a failed plan.



An Introduction to Integrated Workplace Management Systems (IWMS)

Attend this table discussion for a better understanding of the IWMS concept, learn how bringing real estate management, facilities management, maintenance management and project management together into one suite of software can assist you in many different areas.



Sustainable Options for Door Renovation and Maintenance

Attend this table to discuss how easy it is to restore and maintain existing doors and many other surfaces throughout your facility, which eliminates the need for replacement during refits and eliminates excess waste.



Sustainable By design: Doing more with less

Doing more with less can create a momentum for innovation. Attend this discussion to learn about innovative ways facility managers can bring sustainability into their buildings without much investment and effort.



Hand Dryer and the Hygienic, Green Facility

Attend this table to discuss the role of high-speed energy-efficient hand dryers in helping a facility go green and lower its carbon footprint in addition to saving time, money and maintenance. Also to be discussed is the role hand dryers can play in becoming a LEED certified building.



Keys To Job Finding and Career Advancement

Learn outside-the-box tips and tricks from an industry headhunter. Share ideas on how to separate yourself from your competition and get the position that you want.



Energy Reduction at Your Facility

Attend this discussion to learn how to address the single biggest cost element when managing your assets. Learn about the best practices to incorporate energy usage into your asset and maintenance management strategy — and reduce your energy spending.



TABLE TOPIC

Choosing a Sound Masking System that is Right for your Facility

This discussion will help facility managers understand the importance of acoustics as part of sustainable design and where to find LEED credits for acoustics.

SPONSOR

Lencore
SOUND MASKING

Daylighting and Other Energy Saving Strategies

Attend this discussion to understand energy management products and technologies that saves energy in lighting for commercial applications. Discuss the use of daylight harvesting technologies as part of an overall energy management and lighting control solutions for improving the efficiency of all types of commercial buildings.

LEVITON

Optimizing Your CMMS

Managing your maintenance is not a "do once and it's done" point in time; neither is computerizing it! You need to define your success target(s), review what you have accomplished and tune up what needs improvement to meet these targets. This exchange discusses the review process and how to get the greatest returns.

MAINTENANCE CONNECTION

Long Term Door Solutions

This discussion will focus on the prevention of basic problems for new door openings and how to correct the problems in existing door openings.

SELECT HINGES
SELECT Products Limited

Sustainable Roofing Solutions

Roofing is an important component of the building's environmental profile. Attend this session to learn how to select a roofing solution that is recyclable, can save on building energy costs, reduce your greenhouse gas emissions and have a long life cycle.

Sika **Sarnafil**

EISA Act and What you Need to Know

Attend this discussion to learn more about The Energy Independence and Security Act of 2007 (EISA 2007) and the common lamp types that will be affected. We will discuss solutions as easy as a "Simple Socket Swap" to technology and fixture changes and alternative choices to replace your T12, T8 and PAR lamps which will be affected by this legislation.

SITESTUFF

UVC and Energy Savings

In this day of energy and IAQ awareness few products offer the impact as UVC Lighting. Attend this discussion to learn about how UVC can benefit green issues of infrastructure, sustainability, and building air quality.

STERIL-AIRE

Facade Restoration — Exterior Aluminum Restoration and Maintenance

Discuss how to avoid costly mistakes when preserving or enhancing clad systems with the use of clear or colored high-performance coating.

Metal-Stone-Wood-Façade
Restoration & Maintenance
STUART DEAN
GENERATIONS OF EXCELLENCE

Modernize Your Elevator: Achieve Energy Savings

During this discussion attendees will learn how modernization of elevators can save money, increase the property's value, improve traffic flow, increase reliability, reduce wiring and achieve significant energy reduction.

ThyssenKrupp
ThyssenKrupp Elevator Americas

Energy and The Building Envelope

More and more, buildings are being recognized as systems in which the operation of both internal and external components has a direct impact on the use, and therefore the cost, of energy. This round table will focus on how integrating those components to optimize overall building performance can directly result in energy savings.

TREMCO

Creating Defensible Capital Budgets in an Uncertain Economy

We are still in a period of time where every dollar needs to be justified and accounted for. Attend this table to discuss how to create a capital budget that you can defend and will be approved.

VFA

Renewable Energy — Making an Impact on the Market

Attend this exchange to discuss wind power, which is becoming the world's fastest growing energy resource.

Washington Gas Energy Services

Sessions At-A-Glance

TUESDAY, MARCH 15

8:00-8:50 a.m.

Room Course Title

316 TGS FMXcellence: Learn from the Top Facility Departments

9:00-9:50 a.m.

318 T1.18 LEED-EB State of the Union
 321 T1.21 Commissioning 101
 324 T1.24 Strategies to Calculate and Reduce Your Carbon Footprint
 327 T1.27 A Profile of a Dynamic Leader
 337 T1.37 Monitoring Maintenance: The Use of Data to Optimize the Department
 339 T1.39 Sustainability for Grounds Management
 341 T1.41 CIMS-Green Building: Elevate Your Green Cleaning & Prepare for LEED
 343 T1.43 Business Continuity Planning
 345 T1.45 Automation's Impact on Benchmarking
 347 T1.47 Technology Infrastructure to Support Intelligent Buildings
 349 T1.49 Simple Light Control Strategies for Significant Energy Reduction

10:00-10:50 a.m.

318 T2.18 LEED-EB OM Recertification: The Key to Making Building Sustainability Sustainable
 321 T2.21 Demystifying Green Product Standards
 324 T2.24 Best Practices in Energy Management
 327 T2.27 Keys to Successfully Managing the Second Tallest Building in Latin America
 337 T2.37 Retail Facilities Best Practices You Can Use
 339 T2.39 Align Maintenance with Business Goals
 341 T2.41 Are We Still Fighting the Maintenance Crisis?
 343 T2.43 The Benefits of Retrocommissioning: A Case Study
 345 T2.45 Employment Labor Law Update 2011
 347 T2.47 Submetering Training Camp: Tackling 'Green Facility' Energy Monitoring Issues
 349 T2.49 Designing and Installing Green Roofs That Work

11:00-11:50 a.m.

318 T3.18 Interoperability Takes the LEED
 321 T3.21 Sustainability for Small Enterprises
 324 T3.24 Energy Audits vs. Retrocommissioning
 327 T3.27 Bringing Predictability and Efficiency to Failing Projects
 337 T3.37 Uniting IT and Facilities
 339 T3.39 Engineering Economics 101
 341 T3.41 Training and Assessments for Your Maintenance Staff
 343 T3.43 Fire Alarm: What you need to know about Inspection, Testing and Maintenance
 345 T3.45 Facilities Master Plan: Supporting the Business Case
 347 T3.47 BIM and FM: Bridging the Divide
 349 T3.49 Roofing 101: A Roofing Primer for Facilities Managers

Noon-4:00 p.m. Exhibit Hall Open

3:45 p.m. \$1,000 Drawing. Sponsored by:



4:00-5:00 p.m. Networking Party — Pratt Street Lobby

WEDNESDAY, MARCH 16

7:45-8:50 a.m. Solutions Exchange — Pratt Street Lobby

9:00-10:50 a.m.

316 W1.16 Bringing High Performance Buildings into Focus: The GSA Vision takes Shape
 334 COBIE COBIE Case Study and Help Desk

9:00-9:50 a.m.

318 W1.18 Electric Vehicles & Charging – First Mover Experiences
 321 W1.21 Work off Your Energy Waste: The Energy Star National Building Competition
 324 W1.24 Renewable Energy Certificates and your LEED Project
 327 W1.27 Cost-Effective Facility Maintenance with Infrared Cameras
 330 W1.30 BACnet Fundamentals 101
 337 W1.37 Waterborne Pathogens: Keeping People Healthy in the Building
 339 W1.39 Single-Ply Roofing System Guidelines to Enhance Performance
 341 W1.41 Optimizing Power Reliability
 343 W1.43 Fire Protection for IT and Telecommunication Facilities
 345 W1.45 Integration of Facility Services Technology: A Winning Combo
 347 W1.47 Roofpoint: A Tool to Rate Environmentally Innovative Roofs
 349 W1.49 Harnessing the Power of LED Lighting & Controls

10:00-10:50 a.m.

318 W2.18 Implementing Lighting Management Technologies
 321 W2.21 Retrofitting for Ultra High Performance HVAC
 324 W2.24 ASHRAE's Building Energy Quotient (BEQ)
 327 W2.27 Preparing to Outsource Services
 330 W2.30 Integration and Interoperability Opportunities with BACnet
 337 W2.37 Maintenance Scorecard: Measure what you Manage
 339 W2.39 Plumbing Safety
 341 W2.41 GSA's Facilities Maintenance and Management Service Contracts
 343 W2.43 The Fire Department's Role in Enhancing Emergency Response Plans
 345 W2.45 Mindshift - A Culture of Collaborative Design and Delivery
 347 W2.47 The Many Faces of BIM
 349 W2.49 Windows: Transparency/Security/Budgetary Time Bomb

11:00 a.m.-3:00 p.m. Exhibit Hall Open

2:45 p.m. \$1,000 Drawing, Sponsored by UGL Services

3:10-5:00 p.m.

316 W3.16 Virtual Building Tour – Your Blueprint for ROI

3:10-4:00 p.m.

318 W3.18 Take the Mystery out Of Water Audits and ROI Calculators
 321 W3.21 LEED Certification: Non-Compliance Shouldn't Be Tolerated
 324 W3.24 A Whole-Building Approach to Energy Planning
 327 W3.27 Executive Briefing: Beyond Green Cleaning
 330 W3.30 BACnet Fundamentals 101 (Repeat)
 337 W3.37 The ABC's of OSHA Compliance
 339 W3.39 Resilient Flooring Goes Green
 341 W3.41 Do you need Double Conversion UPS with today's Smart Grid?
 343 W3.43 Maintenance: Training The Next Generation of Technicians
 345 W3.45 Social Media's Place in the Workforce
 347 W3.47 Developing a Workforce Strategy for Sustainable Facilities Management
 349 W3.49 Monitoring a United States Postal Service Green Roof

4:10-5:00 p.m.

330 W4.30 Networked Controls
 337 W4.37 Understanding the Different Asset Data Management Tools
 339 W4.39 Enhancing Water and Water Energy Resources

- 341 **W4.41** Creating Credibility to Advance Your Career
 343 **W4.43** Ensuring Fire Safety for Food Service Operations
 345 **W4.45** The Greening of the Baltimore Convention Center
 347 **W4.47** Integration of Building Information Modeling and Commissioning
 349 **W4.49** From Communication to Transformation: Leveraging Technology to Manage Your Facilities

THURSDAY, MARCH 17

8:00-8:50 a.m.

- 316 **RGS** Influence = Power: Keys to Becoming More Visible Within Your Organization

9:00-9:50 a.m.

- 318 **R1.18** How Building Enclosure Commissioning (and Retrocommissioning) Can Save You Money
 321 **R1.21** How a Ronald McDonald House Went from Red and Yellow to Green
 324 **R1.24** Energy Efficient Rebates And Incentives: A Regional Overview
 327 **R1.27** Walking the Sustainable Walk at Johnson Controls
 337 **R1.37** I Survived a Hospital LEED Certification
 339 **R1.39** True Cost of Aggressive Preventative Maintenance on Exterior Services
 341 **R1.41** When Bedbugs Bite: Identifying and Responding to an Infestation
 343 **R1.43** Creating, Implementing and Maintaining a Crisis Management Program for the 21st Century
 345 **R1.45** Women in Facility Management: What does the Future Hold?
 347 **R1.47** Your FCA (Facility Condition Assessment) Is Your GPS
 349 **R1.49** Managing a Multi-Generational Staff

10:00-10:50 a.m.

- 318 **R2.18** Data Centers and Green Initiatives
 321 **R2.21** Rainwater Catchment – Whether Drizzle or Downpour
 324 **R2.24** The New Energy Mix: Carbon, Sustainable, Alternative
 327 **R2.27** U.S. DOE Resources for Improved Energy Efficiency
 337 **R2.37** I Survived a JCAHO Visit
 339 **R2.39** Changing Face of FM: Reliability-Centered Maintenance
 341 **R2.41** A Review of the ADA Final Regs
 343 **R2.43** Whole Building Design Guide
 347 **R2.47** Carpet Specification: The Dos and Don'ts for Maximum ROI
 349 **R2.49** Lighting the Net-Zero, High Performance Facility

11:00 a.m.-2:00 p.m. Exhibit Hall Open

1:45 p.m. \$1,000 Drawing, Sponsored by UGL Services

2:10-3:00 p.m.

- 318 **R3.18** The Next Generation of Green Restrooms
 321 **R3.21** Best FM Practices in Schools (and other organizations of similar size)
 324 **R3.24** Energy Optimization Technology in Commercial Buildings
 327 **R3.27** Are You Providing Value as an FM Leader?
 337 **R3.37** I Survived a Natural Disaster
 339 **R3.39** Stop Sacrificing High Efficiency for Critical Backup Power Reliability
 341 **R3.41** Full-Depth Reclamation (FDR): The Green Alternative for Blacktop Reconstruction
 345 **R3.45** Cities, Regions and Communities: Green Programs & Collaborations
 349 **R3.49** Mobile Integration for Building Management Services

3:10-4:00 p.m.

- 337 **R4.37** The 10 Things Your Staff and Vendors Won't Tell You
 339 **R4.39** Biodiesel, Bioheat and Biobased Products
 341 **R4.41** Proper Air Filtration Can Save Energy
 345 **R4.45** Getting the Most "Bang for your Buck"
 347 **R4.47** The Next Era of Lighting Controls

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Tracks At-A-Glance

Business Continuity Sessions

- T1.43 Business Continuity Planning
- W1.41 Optimizing Power Reliability
- W1.43 Fire Protection for IT and Telecommunication Facilities
- W3.41 Do you need Double Conversion UPS with today's Smart Grid?
- R3.39 Stop Sacrificing High Efficiency for Critical Backup Power Reliability

Energy Efficiency, Upgrades and Utilities Sessions, Sponsored by Alliance for Sustainable Built Environments

- T1.24 Strategies to Calculate and Reduce Your Carbon Footprint
- T1.49 Simple Light Control Strategies for Significant Energy Reduction
- T2.24 Best Practices in Energy Management
- T2.43 The Benefits of Retrocommissioning: A Case Study
- T2.47 Submetering Training Camp: Tackling 'Green Facility' Energy Monitoring Issues
- T3.24 Energy Audits vs. Retrocommissioning
- T3.37 Uniting IT and Facilities
- W1.18 Electric Vehicles & Charging – First Mover Experiences
- W1.21 Work off Your Energy Waste: The Energy Star National Building Competition
- W1.24 Renewable Energy Certificates and your LEED Project
- W2.24 ASHRAE's Building Energy Quotient (BEQ): How Does Your Facility Stack Up?
- W3.18 Take the Mystery out Of Water Audits and ROI Calculators
- W3.24 A Whole-Building Approach to Energy Planning
- R1.24 Energy Efficient Rebates and Incentives: A Regional Overview
- R1.27 Walking the Sustainable Walk at Johnson Controls
- R2.18 Data Centers and Green Initiatives
- R2.24 The New Energy Mix: Carbon, Sustainable, Alternative
- R2.27 U.S. DOE Resources for Improved Energy Efficiency of Industrial Buildings Systems
- R2.49 Lighting the Net-Zero, High Performance Facility
- R3.24 Energy Optimization Technology in Commercial Buildings
- R4.41 Proper Air Filtration Can Save Energy

Green Standards Sessions, Sponsored by Alliance for Sustainable Built Environments

- T1.18 LEED-EB State of the Union
- T1.39 Sustainability for Grounds Management
- T2.18 LEED-EB OM Recertification: The Key to Making Building Sustainability Sustainable
- T3.21 Sustainability for Small Enterprises
- W1.24 Renewable Energy Certificates and your LEED Project
- W2.18 Implementing Lighting Management Technologies and Practices to Drive Building Efficiency
- W3.21 LEED Certification: Non-Compliance Shouldn't Be Tolerated
- W3.47 Developing a Workforce Strategy for Sustainable Facilities Management
- W4.39 Enhancing Water and Water Energy Resources
- R1.27 Walking the Sustainable Walk at Johnson Controls

Greening an Existing Building Sessions, Sponsored by Alliance for Sustainable Built Environments

- T1.18 LEED-EB State of the Union
- T1.21 Commissioning 101
- T1.41 CIMS-Green Building: Elevate Your Green Cleaning & Prepare for LEED
- T2.49 Designing and Installing Green Roofs That Work
- T3.21 Sustainability for Small Enterprises
- T3.24 Energy Audits vs. Retrocommissioning
- W1.16 Brining High Performance Buildings into Focus: The GSA Vision Takes Shape
- W1.47 Roofpoint: A Tool to Rate Environmentally Innovative Roofs
- W1.49 Harnessing the Power of LED Lighting & Controls
- W3.16 Virtual Building Tour - Your Blueprint for ROI
- W3.18 Take the Mystery out Of Water Audits and ROI Calculators
- W3.27 Executive Briefing: Beyond Green Cleaning - The Emerging Technologies
- W3.39 Resilient Flooring Goes Green: The New Sustainability Assessment Standard
- W3.49 Monitoring a United States Postal Service Green Roof

- W4.45 The Greening of the Baltimore Convention Center
- R1.18 How Building Enclosure Commissioning (and Retrocommissioning) Can Save You Money
- R1.21 How a Ronald McDonald House Went from Red and Yellow to Green
- R2.21 Rainwater Catchment – Whether Drizzle or Downpour
- R2.49 Lighting the Net-Zero, High Performance Facility
- R3.18 The Next Generation of Green Restrooms

Leadership and Career Advancement Sessions

- TGS FMXcellence: Learn from the Top Facility Departments
- T1.27 A Profile of a Dynamic Leader
- T2.27 Keys to Successfully Managing the Second Tallest Building in Latin America
- T3.27 Bringing Predictability and Efficiency to Failing Projects
- W2.45 Mindshift - A Culture of Collaborative Design and Delivery
- W3.45 Social Media's Place in the Workforce
- W4.41 Creating Credibility to Advance Your Career
- RGS Influence = Power: Keys to Becoming More Visible Within Your Organization
- R1.45 Women in Facility Management: What does the Future Hold?
- R1.49 Managing a Multi-Generational Staff
- R3.27 Are You Providing Value as an FM Leader?
- R4.37 The Ten Things Your Staff and Vendors Won't Tell You

Maintenance and Operations Sessions

- T1.37 Monitoring Maintenance: The Use of Data to Optimize the Department
- T1.39 Sustainability for Grounds Management
- T2.39 Align Maintenance with Business Goals
- W1.27 Cost-Effective Facility Maintenance with Infrared Cameras
- W1.39 Single-Ply Roofing System Guidelines to Enhance Performance
- W1.41 Optimizing Power Reliability
- W2.21 Retrofitting for Ultra High Performance HVAC
- W2.37 Maintenance Scorecard: Measure what you Manage
- W2.41 GSA's Facilities Maintenance and Management Service Contracts for Federal Agencies
- W3.43 Maintenance: Training The Next Generation of Technicians
- W4.37 Understanding the Different Asset Data Management Tools
- R1.39 True Cost of Aggressive Preventative Maintenance on Exterior Services
- R1.41 When Bedbugs Bite: Identifying and Responding to an Infestation
- R2.37 I Survived a JCAHO Visit
- R2.39 Changing Face of FM: A Business Case for Reliability-Centered Maintenance
- R3.41 Full-Depth Reclamation (FDR): The Green Alternative for Blacktop Reconstruction

Safety and Security Sessions

- T3.43 Fire Alarm: What you need to know about Inspection, Testing and Maintenance
- W1.37 Waterborne Pathogens: Keeping People Healthy in the Building
- W2.43 The Fire Department's Role in Enhancing Emergency Response Plans
- W3.37 The ABC's of OSHA Compliance – Protecting People, Property and Profits
- W4.43 Ensuring Fire Safety for Food Service Operations in Commercial Facilities
- R1.43 Creating, Implementing and Maintaining a Crisis Management Program for the 21st Century
- R2.41 A Review of the ADA Final Regs
- R3.37 I Survived a Natural Disaster
- PC3 How (and When) To Comply with ADA Final Regulations

Staff Training and Development Sessions

- T2.41 Are We Still Fighting the Maintenance Crisis?
- T2.45 Employment Labor Law Update 2011
- T3.41 Training and Assessments for Your Maintenance Staff
- W3.43 Maintenance: Training the Next Generation of Technicians
- W4.41 Creating Credibility to Advance Your Career
- R1.45 Women in Facility Management: What does the Future Hold?
- R1.49 Managing a Multi-Generational Staff
- R4.37 The 10 Things Your Staff and Vendors Won't Tell You

Tracks At-A-Glance

Strategic Planning Sessions

- TGS FMXcellence: Learn from the Top Facility Departments
 T1.41 CIMS-Green Building: Elevate Your Green Cleaning & Prepare for LEED
 T2.39 Align Maintenance with Business Goals
 T2.37 Retail Facilities Best Practices You Can Use
 T3.21 Sustainability for Small Enterprises
 T3.45 Facilities Master Plan: Supporting the Business Case
 T3.39 Engineering Economics 101
 W1.45 Integration of Facility Services Technology: A Winning Combo
 W2.27 Preparing to Outsource Services
 RGS Influence = Power: Keys to Becoming More Visible Within Your Organization
 R1.47 Your FCA (Facility Condition Assessment) Is Your GPS
 R2.41 A Review of the ADA Final Regs
 R3.21 Best FM Practices in Schools (and other organizations of similar size)

Technology Sessions

- T1.37 Monitoring Maintenance: The Use of Data to Optimize the Department
 T1.45 Automation's Impact on Benchmarking
 T1.47 Technology Infrastructure to Support Intelligent Buildings
 T2.47 Submetering Training Camp: Tackling 'Green Facility' Energy Monitoring Issues
 T3.18 Interoperability Takes the LEED
 T3.47 BIM and FM: Bridging the Divide
 T3.49 Roofing 101: A Roofing Primer for Facilities Managers
 COBIE COBIE Case Study and Help Desk
 W1.30 BACnet Fundamentals 101
 W1.41 Optimizing Power Reliability
 W1.49 Harnessing the Power of LED Lighting & Controls

- W2.18 Implementing Lighting Management Technologies and Practices to Drive Building Efficiency
 W2.30 Integration and Interoperability Opportunities with BACnet
 W2.45 Mindshift - A Culture of Collaborative Design and Delivery
 W2.47 The Many Faces of BIM
 W2.49 Windows: Transparency / Security / Budgetary Time Bomb
 W3.18 Take the Mystery out Of Water Audits and ROI Calculators
 W3.27 Executive Briefing: Beyond Green Cleaning - The Emerging Technologies
 W3.30 BACnet Fundamentals 101 (Repeat)
 W3.39 Resilient Flooring Goes Green: The New Sustainability Assessment Standard
 W3.41 Do you need Double Conversion UPS with today's Smart Grid?
 W3.45 Social Media's Place in the Workforce
 W4.30 Networked Controls
 W4.37 Understanding the Different Asset Data Management Tools
 W4.47 Integration of Building Information Modeling and Commissioning
 W4.49 From Communication to Transformation: Leveraging Technology to Manage Your Facilities
 R2.43 Whole Building Design Guide
 R2.47 Carpet Specification: The Dos and Don'ts for Maximum ROI
 R3.24 Energy Optimization Technology in Commercial Buildings
 R3.49 Mobile Integration for Building Management Services
 R4.39 Biodiesel, Bioheat and Biobased Products: Sustainable Options for Greening Facility Management
 R4.41 Proper Air Filtration Can Save Energy
 R4.45 Getting the Most "Bang for your Buck": What Makes Enterprise FM Technologies Successful?
 R4.47 The Next Era of Lighting Controls

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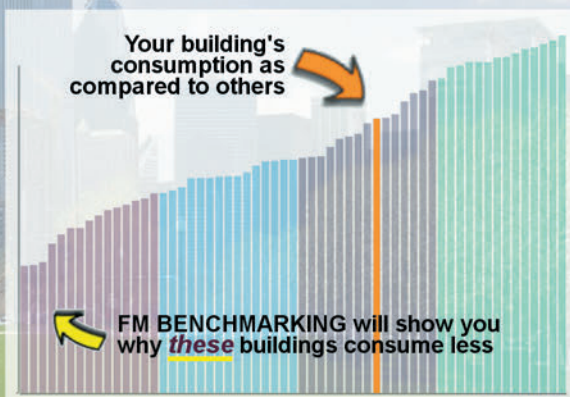
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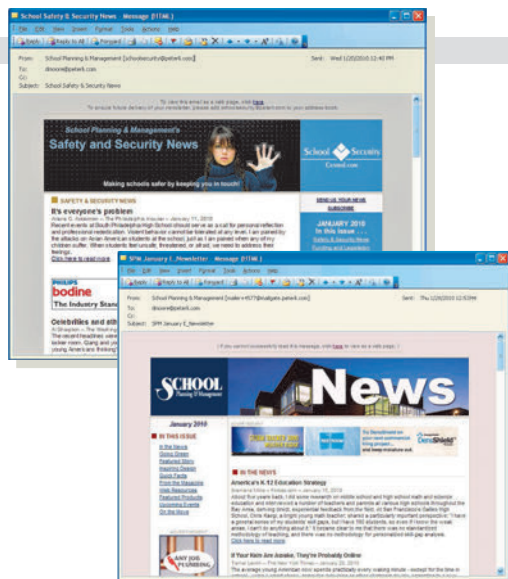
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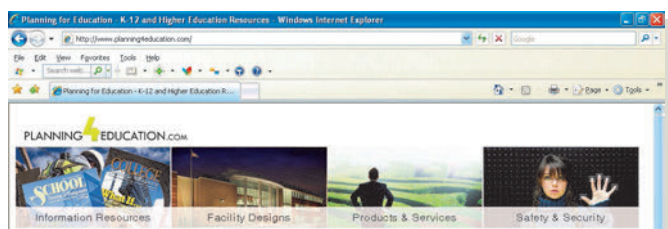
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- International Code Council
- International Facility Management Association
- National Council of Examiners for Engineering and Surveying
- National Electrical Contractors Association's MEI
- National Society of Professional Engineers
- NCEES (PE Licensure)
- Risk, Health, and Safety Management Solutions
- United States Environmental Protection Agency
- Many State Boards of Professional Engineering, including Maryland, New Jersey and Delaware
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Remember to self-report to the appropriate organization after you receive your CEU transcript via e-mail. Please contact Amy Brown at amy.brown@tradepress.com or stop by room 336 with any questions.

Partner Organizations:



Conference Sessions*

*Conference Session list as of February 17, 2011

Tuesday, March 15

9:00-9:50 am

Green Standards

T1.18 • 318

LEED-EB State of the Union

Michael D. Army, President, Leonardo Academy, Inc.

Stuart J. Carron, P.E., Director, Global Facilities & Real Estate, Diversify, Inc.

Paul von Paumgarten, Senior Green Building Advisor, Johnson Controls, Inc.

This session gathers LEED's pioneers for a discussion on how LEED-EB has evolved into a tool that facility professionals can (and should) use to assess their buildings, develop a green strategy and implement sustainable initiatives in their organization.

AUDIENCE: INTERMEDIATE CEU: 0.1

Greening an Existing Building

T1.21 • 321

Commissioning 101

Dr. David R. Hale, CPMM, Consultant,

David R. Hale Consulting

Learning Objective(s):

1. Learn the basic considerations to make before commissioning
2. Understand the documentation needed
3. Understand the managerial and personnel support needed

AUDIENCE: BEGINNER CEU: 0.1

Energy Efficiency, Upgrades and Utilities

T1.24 • 324

Strategies to Calculate and Reduce Your Carbon Footprint

Mayra Portalatin, Project Manager, Facility Engineering Associates, PC

Have you been asked what about your carbon footprint is? Do you know how many tons of carbon dioxide your organization emits per year? Attending this session will introduce participants to the carbon footprint and the elements you needed to calculate the footprint of your facility and/or your organization. We will identify why carbon footprint is important and how it relates to existing buildings. This session will walk you through how to calculate your carbon footprint, the data that needs to be collected.

Learning Objective(s):

1. Identify and recognize why your carbon footprint is important
2. Discover how to calculate your carbon footprint
3. Apply practical ways to reduce your carbon footprint

AUDIENCE: BEGINNER CEU: 0.1

Tuesday, March 15 • 8:00-8:50 am

Strategic Planning, Commercial Office, Education, Government

TGS • 316

FMXcellence: Learn from the Top Facility Departments

R.C. Herrin, Executive Director of Maintenance and Operations, Hays Consolidated Independent School District

John J. Zurinkas, Vice President, The PNC Financial Services Group

Mike Enneking, Director, Office of Facilities Management, State of Oklahoma

Peter Strazdas, Associate Vice President, Western Michigan University

Phil Berman, Executive Director, Charlotte-Mecklenburg Schools Building Services

Building Operating Management magazine created the FMXcellence Recognition Program to acknowledge FM teams that embrace and respond to their organization's initiatives. Whether it is sustainability, cost cutting, or a construction or renovation project, the FM function plays an important role in achieving results for the organization.

Attend this year's program to hear from the 2010 honorees and learn about the projects that distinguished them from their peers. This session will re-invigorate attendees to return to their departments, tackle those pending projects and be an honoree in 2011.

Learning Objective(s):

1. Hear an overview of the FMXcellence projects honored
2. Get insights from facilities managers on meeting challenging demands
3. Gain real life advice on how to motivate your team
4. Understand how to express to the true value of facility management

AUDIENCE: BEGINNER CEU: 0.1



Leadership and Career Advancement

T1.27 • 327

A Profile of a Dynamic Leader

James E. Barbush, Speaker & Leadership Trainer, Barbush Enterprises

Attend this session to hear an enthusiastic discussion on how to develop your own personal leadership profile to carry you to continued success, affect everything around you positively, draw people to you, take you into new ventures which you may have limited yourself from, and put you in the "sweet spot" of your life. You can further develop your leadership skills to be more vibrant and dynamic using your personal life experiences, the pursuit of knowledge through varied forms of continuing education, understanding and developing yourself, resulting in utilization of your passions and skills in your work.

Learning Objective(s):

1. Describe a profile of a vibrant and dynamic leader who can affect situations and people creating positive results and success stories
2. Describe how situations and people are affected by various aspects of this profile
3. Describe how the leader is personally affected and developed by living in this profile

AUDIENCE: BEGINNER CEU: 0.1

Maintenance and Operations, Technology

T1.37 • 337

Monitoring Maintenance: The Use of Data to Optimize the Department

Mark Jolley, Senior Consultant, Marshall Institute

This session will discuss the importance of both equipment and facility monitoring management, establishing base line data, and the execution of a self-assessment. Included will be discussions on PM and PdM processes, the condition based evaluation program, and the importance of storeroom and MRO that supports a world class maintenance organization. Also to be discussed in detail, suggestions to include in developing a self-assessment tool that covers the above topics.

Learning Objective(s):

1. Understand how to conduct an assessment of facility and equipment management monitoring process
2. Understand how to identify potential failures
3. Comprehend benchmark data to compare your organization to best in class facilities
4. Understand how to develop and implementation plan to closer performance gap

AUDIENCE: BEGINNER CEU: 0.1

Green Standards, Maintenance and Operations

T1.39 • 339

Sustainability for Grounds Management

Robert McCartney, Manager of Horticulture and Grounds, The Cleveland Zoo

Kevin O'Donnell, Superintendent of Grounds, Villanova University

We are quickly becoming calloused to "sustainability and "going green" as it is pushed and promoted by facets of the industry and media. We are encouraged to comply, adapt and engage by our administrators yet the range of available sources for resource and guidance is greatly varied. Some organizations are recognized and given credibility by architects or engineers and others are more aligned with environmental activism. The concern also arises as to what is ultimately gained from the effort to meet specified guidelines and achieving accreditation.

Learning Objective(s):

1. Review the sustainable and green organizations and identify those known for their technical and practical applications to grounds management
2. Demonstrate how some of the recommendations are carried out in the landscape
3. Identify benefits and justifications to best match your organization's goals

AUDIENCE: BEGINNER CEU: 0.1

Greening an Existing Building, Strategic Planning

T1.41 • 341

CIMS-Green Building: Elevate Your Green Cleaning & Prepare for LEED

Jim Peduto, Chief Operating Officer, American Institute for Cleaning Sciences

Facility managers have begun to understand how the Cleaning Industry Management Standard can be used to identify third-party cleaning service providers that are professional, customer-focused and capable of delivering on their promise. Now, with the addition of the CIMS-Green Building criteria, which outlines the necessary elements of effective green cleaning, facility professionals can ensure that their cleaning provider has not only implemented an effective management structure, but is also capable of delivering a comprehensive green cleaning program, positioning them to partner in the facility's commitment to sustainability, as well as the LEED:EBOM certification process.

Learning Objective(s):

1. Understand how CIMS-Green Building can ensure a third-party cleaning service provider partner with a facility professional for a successful sustainability and LEED-EBOM program
2. Understand how the ISSA Cleaning Industry Management Standard and CIMS-Green Building criteria provide a framework for the development of an effective green cleaning program
3. Understand the key elements of a comprehensive green/sustainable cleaning program
4. Understand how effective cleaning and its role in protecting public health is necessary

AUDIENCE: BEGINNER CEU: 0.1

Business Continuity

T1.43 • 343

Business Continuity Planning

Bob Mellinger, President, Attainium Corp.

Attend this session to learn about the 10 keys to effective business continuity planning. Many facility managers are tasked with ensuring the continuity or uninterrupted provision of operations and services. Do you know how to ensure this happens? From actively managing risk, to keeping people safe and secure, to maintaining and assuring your plan is accurate, this session will give you tips to help you keep your operations open during emergencies.

Learning Objective(s):

1. Learn about the challenges to business continuity management
2. Understand how to actively manage risk
3. Learn how to resume operations swiftly and efficiently

AUDIENCE: INTERMEDIATE CEU: 0.1

Technology

T1.45 • 345

Automation's Impact on Benchmarking

Peter S. Kimmel, AIA, IFMA Fellow, Principal, FM BENCHMARKING, Publisher, FM Link

Learning Objective(s):

1. Understand how benchmarking can be used to improve building performance
2. Understand how benchmarking can be applied to save energy and promote sustainability
3. Recognize how benchmarking will reduce buildings operating costs
4. Learn how to apply benchmarking to your facility

AUDIENCE: INTERMEDIATE CEU: 0.1

Technology

T1.47 • 347

Technology Infrastructure to Support Intelligent Buildings

Andrew Meyers, P.E., CEM, LEED AP, Senior Associate Electrical Engineer, Mazzetti Nash Lipsey Burch

All buildings will eventually be built or retrofitted with intelligent system management and automation capabilities. Facility managers must understand exactly what this means and what technology must be implemented to support and manage an intelligent building. This presentation will discuss fiber optics, wireless, distributed antenna systems, and networking equipment required to support an intelligent building. Many of these aforementioned systems are typically managed by the IT department, but IT departments don't understand facilities. Facility managers must help the IT department understand why and how to design the technology infrastructure.

Learning Objective(s):

1. Define intelligent buildings
2. Understand technology infrastructure needed to support intelligent building
3. Grasp how intelligent building systems work with each other
4. Understand the cost and implementation strategies

AUDIENCE: INTERMEDIATE CEU: 0.1

Conference Sessions: Tuesday

Energy Efficiency, Upgrades and Utilities

T1.49 • 349

Simple Light Control Strategies for Significant Energy Reduction

Ian Rowbottom, PhD, Principle Application Engineer, Lutron Electronics Co., Inc.

Effective light management reduces operating costs, increases property values and saves significant energy. Simple light control strategies such as occupancy/vacancy sensing, personal dimming control and timeclock scheduling used in combination can save up to 60 percent of lighting energy used in a commercial building. Learn how these sustainable practices can improve your bottom line, increase occupant productivity and comfort, and create a more flexible space.

Learning Objective(s):

1. Learn about energy-saving light control strategies
2. Understand how light control strategies can be utilized in a retrofit installation
3. Learn how light control can be easily used in combination with other building controls for maximum effectiveness

AUDIENCE: INTERMEDIATE CEU: 0.1

10:00-10:50 am

Green Standards

T2.18 • 318

LEED-EB OM Recertification: The Key to Making Building Sustainability Sustainable

Michael D. Arny, President, Leonardo Academy, Inc.

Ongoing recertification of both LEED-NC and LEED-EB certified buildings under LEED-EB OM is key to maintaining the sustainable performance of LEED certified buildings. LEED-EB provides a framework and a guide for maintaining and improving performance over time. The challenges and opportunities in recertification of previously LEED-NC and LEED-EB certified buildings under LEED-EB Operations and Maintenance will be presented with lessons learned from recertification projects for the Clinton Presidential Library, the National Geographic Headquarters and the Diversey Head quarters and Distribution center.

Learning Objective(s):

1. Explain why ongoing building recertification under LEED-EB Operations and Maintenance is key to maintaining sustainable building performance
2. Describe the challenges and opportunities in recertification of previously LEED-NC certified buildings under LEED-EB Operations and Maintenance
3. Describe the challenges and opportunities in recertification of previously LEED-EB certified buildings under LEED-EB Operations and Maintenance

AUDIENCE: BEGINNER CEU: 0.1

Green Standards

T2.21 • 321

Demystifying Green Product Standards

Standards, regulations and certifications are proliferating at a staggering pace for green products. In straightforward language, the speakers offer questions to guide decisions that will demystify what FMs need to know in meeting daily performance demands.

Learning Objective(s):

1. Understand the types of green standards and apply them to address FM green product selection
2. Evaluate which standards meet criteria for specific projects
3. Compare standards as they relate to building operations

AUDIENCE: BEGINNER CEU: 0.1

Energy Efficiency, Upgrades and Utilities

T2.24 • 324

Best Practices in Energy Management

Richard G. Lubinski, CEM, CDSM, CSDP, CEMSC, BEP, President, Think Energy Management LLC

Would you like to avoid the BS and cut to the chase to discover real energy conservation measures (ECMs) that work? Learn about ECMs with real payback and proven ROI based on independent measurement and verification (M&V) of the actual savings. Review realistic and conservative energy calculations (no salesmen's claims or misleading govt. public service announcements). Learn about energy management 'best practices'. There are no short cuts in life or energy management. Let's talk about the REAL GREEN – money.

Learning Objective(s):

1. Understand energy conservation measure
2. Understand the real payback time and ROI on projects
3. Learn energy management best practices

AUDIENCE: BEGINNER CEU: 0.1

Leadership and Career Advancement, Multi-Tenant

T2.27 • 327

Keys to Successfully Managing the Second Tallest Building in Latin America

Felipe Flores, Building Manager, Torre Mayor, Mexico City

The Torre Mayor skyscraper in Mexico City is the second tallest building in Latin America, standing at 740 feet tall and comprising 55 stories. This mixed-use, multi-tenant building (complete with helipad) was completed in 2003 and features many cutting edge sustainable initiatives in a city not known for sustainability. Attend this session to hear from Torre Mayor's own facility manager about operating one of the most recognizable, modern and sustainable buildings in Mexico.

Learning Objective(s):

1. Learn about the sustainable initiatives at Torre Mayor
2. Understand the complexity of security in this property
3. Comprehend managing multi-tenants in Mexico City

AUDIENCE: BEGINNER CEU: 0.1

Strategic Planning, Retail

T2.37 • 337

Retail Facilities Best Practices You Can Use

Patricia Dameron, Executive Director, Professional Retail Store Maintenance Association

Paul Walsh, Dir. of Vendor Mgmt, Corporate Architecture, Construction & Facilities, Gap, Inc

Join us for an engaging discussion about Retail Facilities Management Best Practices. This is an exchange of maintenance best practices in place at major retailers that save money and are more efficient while still maintaining the brand's image and safety. PRSM Association Board President Paul Walsh and Executive Director Patricia Dameron will present best practices employed by the nation's leading retailer and suppliers fostering operational efficiencies and cost savings you can use in your facilities. The discussion is based on mini white papers included in PRSM's recently released Best Practices Book, and cover how retailers do business, hire contract services, and use efficient business practices to leverage their multi-site locations to realize cost containment, minimize store employee responsibilities, and support their sustainability initiatives.

Learning Objective(s):

1. Learn how retailers do business, hire contract services, and use efficient business practices
2. Understand how retailers leverage their multi-site locations to realize cost containment, minimize store employee responsibilities, and support their sustainability initiatives
3. Comprehend what current sustainability initiatives retailers are undergoing

AUDIENCE: CEU: 0.1

Maintenance and Operations, Strategic Planning

T2.39 • 339

Align Maintenance with Business Goals

Neil Maldeis, Energy Engineering Manager, Trane Commercial Systems

Preventive maintenance is a major element, but not the only element, in an effective maintenance process that prevents systems interruptions. Redesigning your overall maintenance strategy using monitoring and predictive technologies can help you achieve optimal building performance. A seven step process for optimizing your maintenance program to align it with overall business goals will be outlined in this presentation. Discussion will include: understanding your company's current business needs, ranking systems criticality, evaluating current maintenance activities, eliminating wasted labor and materials, and applying the appropriate technology to maximize the impact of your maintenance budget and reduce operating costs.

Learning Objective(s):

1. Understand how your maintenance needs are affected by your company's current business needs
2. Identify how to evaluate your current maintenance activities
3. Learn what is necessary for a maintenance program to align with your business goals
4. Walk away with tips for aligning your maintenance program with company goals

AUDIENCE: INTERMEDIATE CEU: 0.1

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NFMT Booth #731



Conference Sessions: Tuesday

Staff Training and Development

T2.41 • 341

Are We Still Fighting the Maintenance Crisis?

Joel Leonard, Host, SkillTV.net

More and more companies are feeling the symptoms of the maintenance crisis. Deferred maintenance is reaching chronic levels as current equipment continues to age. While sophisticated, new equipment needs more care, attention and custom configuration. Companies are struggling to find internal talent that has the skills and education to replace the retiring baby boomers. Attend this session to discover some proven solutions to this crisis, discuss innovative approaches to thrive in this adverse business environment.

Learning Objective(s):

1. Comprehend what is the current state of the maintenance industry
2. Understand the technical skill gaps of incumbent workforce
3. Understand where to find technicians

AUDIENCE: BEGINNER CEU: 0.1

Energy Efficiency, Upgrades and Utilities

T2.43 • 343

The Benefits of Retrocommissioning: A Case Study

Joe Watson, Senior Project Engineer, The Watson Group/E3 Designs

Last year, the Energy Analysis Group at the Department of Energy's Berkeley Labs published a cost-benefit assessment of building commissioning and monitoring based commissioning. The study included building commissioning data from over 600 buildings representing 100 million square feet. The results demonstrate that commissioning is arguably the single-most cost-effective strategy for reducing energy, costs, and greenhouse gas emissions in buildings today. This session will present the key findings including assessments of the impact of commissioning on building system performance as well as the long-term economic impact from a properly implemented commissioning program. Also to be included is a case study from a large commercial office building where the re-commissioning study was undertaken and the recommendations were implemented, along with an assessment of the actual savings achieved.

Learning Objective(s):

1. Review the economic benefits of commissioning
2. Understand a methodology for measuring and improving building system performance
3. Provide an overview of a complete re-commissioning project from initial assessments through implementation and verification.

AUDIENCE: BEGINNER CEU: 0.1

Staff Training and Development

T2.45 • 345

Employment Labor Law Update 2011

John E. Cruickshank, Attorney, Alaniz & Schraeder

Join an expert labor and employment attorney, as he outlines "real world" ways employers can remain in compliance and steer clear of legal trouble regarding OSHA guidelines and harassment and retaliation laws. Understand how

federal employment laws affect employer/employee relationships. He provides business-critical labor and employment law updates as they relate to the facilities management industry, and learn about relevant case examples to better understand how these laws impact daily operations.

Learning Objective(s):

1. Understand how new federal employment laws affect your relationship with your employees
2. Know how to draft an effective anti-harassment policy
3. Provide OSHA labor law updates and guidelines as they relate to the facilities management industry

AUDIENCE: BEGINNER CEU: 0.1

Energy Efficiency, Upgrades and Utilities, Multi-Tenant

T2.47 • 347

Submetering Training Camp: Tackling 'Green Facility' Energy Monitoring Issues

Jack Group, Eastern Regional Manager, E-Mon, LLC

Attend the session to get an overview of electric submetering applications, including load profiling, cost allocation, tenant billing, measurement and verification, and energy management. A survey of submetering equipment, installation and operations will follow, including real-world facility case studies, focusing on cost-reduction and energy-savings opportunities through submetering. The presentation will conclude with a look at how facility managers can use submeters to maximize their operational dollar through LEED, EPACT, Demand Response, Renewable Energy and other energy initiatives.

Learning Objective(s):

1. Appreciate how submeters can be used to positively impact the facility bottom lines through implementation
2. Learn how submeters can be used to increase and promote environmental awareness
3. Understand features, advantages and benefits of various types of commercially available submetering equipment

AUDIENCE: BEGINNER CEU: 0.1

Greening an Existing Building

T2.49 • 349

Designing and Installing Green Roofs That Work

Eric J. Seaverson, P.E., Manager, Restoration Group, StructureTec

Green roofs have many benefits, but also come with challenges, mainly with regards to leakage. Green roofs are significantly more complicated than a standard roof. This is primarily due to the fact that the membrane is buried (making repairs difficult) and that the membrane never dries. Reliable design and construction of a green roof requires a shift in thinking to considering the area as a "plaza" instead of a roof.

Learning Objective(s):

1. Understand the difference between green roof systems and a standard roof
2. Learn about proper design and construction of reliable green roof systems
3. Understand the importance of the weatherproofing aspects of a green roof system

AUDIENCE: BEGINNER CEU: 0.1

11:00-11:50 am

Technology

T3.18 • 318

Interoperability Takes the LEED

Steve Tom, P.E., PhD, Director of Technical Information, Automated Logic Corp.

The Banner Bank building in Boise, ID was one of the world's first LEED Platinum facilities. The 11-story building was designed to be a showcase of green building design concepts, but there was one problem: the controls system did not live up to the design. Plagued by contract and installation problems, the original controls contractor walked off the job. Attend this session to learn how the interoperability of BACnet allowed the project to still be successful.

Learning Objective(s):

1. Understand how BACnet allowed control components made by different vendors to be integrated into a high performance control system
2. Understand some of the control strategies that reduced energy use
3. Understand how BACnet interoperability saved energy and improved occupant comfort
4. Understand how web services can allow a BAS to use weather forecasts to use a night purge routine to precool a building

AUDIENCE: BEGINNER CEU: 0.1

Green Standards, Greening an Existing Building, Strategic Planning

T3.21 • 321

Sustainability for Small Enterprises

Stephen P. Ashkin, President, The Ashkin Group, LLC

Not every facility department has the resources of a multinational manufacturer or major corporation at its disposal. In fact, most organizations cannot afford to hire a sustainability consultant. Even within the U.S. Government, the newly created Office of Sustainability is unfunded (and the newly appointed Director of Sustainability wears 7 other hats). This session is intended for those "small guys" who are not able to make sustainability reporting a full-time job, and will address the appropriate, low/no-cost first steps that can ease the transition to a more sustainable approach to management.

Learning Objective(s):

1. Understand how to prioritize sustainability as an organizational goal
2. Learn how to incorporate sustainable initiatives into an existing budget
3. Communicate green/sustainable objectives to other staff and departments

AUDIENCE: INTERMEDIATE CEU: 0.1

Energy Efficiency, Upgrades and Utilities, Greening an Existing Building

T3.24 • 324

Energy Audits vs. Retrocommissioning

Pete Arnoldt, Sales Consultant, RCx Building Diagnostics

Katie Flynn, Energy Engineer, RCx Building Diagnostics

To reduce operating costs by improving the energy efficiency in a building, an energy audit or retrocommissioning project is the perfect starting

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Conference Sessions: Tuesday

point. However, it can be difficult to understand the difference between the two processes, and to determine the best option for your building. Before taking on any building performance improvement project, it is vital for a building owner or operator to outline specific goals in order to choose the best course of action for building improvement.

Learning Objective(s):

1. Understand the differences (& similarities) between energy audits and retrocommissioning services
2. Determine when one service is applicable versus the other
3. Identify the scope of work that should be provided with each service expected results and the overall benefits of each individual service
4. Know what to look for in an auditor and/or retrocommissioning service provider as well as anticipated service costs

AUDIENCE: INTERMEDIATE CEU: 0.1

Leadership and Career Advancement

T3.27 • 327

Bringing Predictability and Efficiency to Failing Projects

Dean Kashiwagi, PhD, P.E., Professor and Director of the Performance Based Studies Research Group, Arizona State University

Have you tried to implement measurements? Is your organization so large that it seems impossible to bring change? Have you tried what experts have advised and realize the only thing you need is more expertise? Be introduced to a paradigm that is simple, effective, already proven in the most stubborn bureaucracies, brings great value in terms of efficiency and results (minimized time and cost deviations) and brings the best performers to your organization. Stop listening to "flavor of the day" ideas and join us in learning a results proven methodology to project/risk/facility management without being a technical expert.

AUDIENCE: INTERMEDIATE CEU: 0.1

Energy Efficiency, Upgrades and Utilities

T3.37 • 337

Uniting IT and Facilities

Paul Oswald, President, Environmental Systems, Inc.

Chip Pieper, VP, Business Development, Scientific Conservation

With the rapid convergence between the traditional facilities business and the IT industry, a vastly different model of managing energy assets and sustainability objectives for the organization is upon us. In this session, attendees will understand the types of technology trends that will profoundly impact the facilities business company-wide, and explore how to maximize strengths and mitigate the risks between these two lines of business.

Learning Objective(s):

1. Understand technology trends impacting the facilities business
2. Define the power of "analytics" to make better business decisions
3. Build the business case for "solution integration" and extend your current investments
4. Break down IT and facilities barriers and build bridges to create value to the enterprise
5. Be more effective in achieving results that impact business decision making

AUDIENCE: INTERMEDIATE CEU: 0.1

Education, Strategic Planning

T3.39 • 339

Engineering Economics 101

Larry Ross, Senior Director of Maintenance and Engineering, Erickson Retirement Communities

This presentation will explore the fundamentals of life cycle cost analysis as it relates to capital investing. Engineering economics can be used in the decision making process for cost-to-benefit comparisons e.g. comparing a solar hot-water heating system to a standard gas-fired hot-water heating system or a fuel-cell power plant to a gas-fired micro-turbine power plant. This presentation covers the ethics of financial analysis, pro-forma analysis, and financial terminology common to capital investment. Attendees will be supplied with Excel worksheets and formulas to take back to their job.

Learning Objective(s):

1. Comprehend how to conduct a life cycle cost analysis
2. Understand common financial terminology
3. Understand how to better use MS Excel

AUDIENCE: INTERMEDIATE CEU: 0.1

Staff Training and Development

T3.41 • 341

Training and Assessments for Your Maintenance Staff

Bill Goebel, President, MPACT Maintenance & Reliability Solutions

Attracting, training, incentivizing, and retaining top talent is key for high performance organizations. This conference session will make the business case for increasing the emphasis on training and development and show that improving worker learning yields an exponential increase in productivity, competitiveness, and long-term performance. Attendees will learn how to establish a training process, apply assessment techniques for current and future workforce needs, and close the knowledge gap through training to meet corporate goals.

Learning Objective(s):

1. Understanding of latest trends in training and assessment
2. Learn how to handle and address skilled employee shortage
3. Learn how to handle reduced staff in reliability and maintenance staffs
4. Calibrate new hires to your existing workforce

AUDIENCE: INTERMEDIATE CEU: 0.1

Safety and Security

T3.43 • 343

Fire Alarm: What you need to know about Inspection, Testing and Maintenance

Steve Carter, Vice President of Engineering, ORR Protection Systems

Fire alarm systems are installed to protect people, the building and its contents, but sometimes they become more of a problem than a protector. By properly "inspecting, testing and maintaining" your fire systems, you can avoid most, if not all these common problems. If there ever was a fire, you will be held responsible; therefore just hiring any company and trusting they will do what is required by law to inspect your fire system is not enough. You need to know what the NFPA code requires for proper inspection

and testing of your fire system. This session will help you to understand code requirements, what records to keep and how to properly maintain your systems to reduce or even eliminate those costly emergency calls and false alarms.

Learning Objective(s):

1. Have a better understanding of NFPA Standards
2. Learn the importance of training
3. Comprehend the difference between inspection, testing, and maintenance

AUDIENCE: BEGINNER CEU: 0.1

Strategic Planning

T3.45 • 345

Facilities Master Plan: Supporting the Business Case

Jim Turner, Senior Associate, AECOM

Budget pressures are nothing new to facilities managers, whether they work in a corporation or the public sector. This session discusses a six step approach to developing a facilities master plan that will help make sure the portfolio supports the organization's overall strategic goals, allowing managers to prioritize their operational and financial activities related to each property. Progressing from the first step – developing the asset inventory, through asset strategic alignment, identifying opportunities, developing business cases for projects, and crafting budget strategies, the facilities master plan culminates with an implementation road map with timelines and suggested activities.

Learning Objective(s):

1. Learn how to collect and analyze comprehensive facilities data and compare it to relevant facilities benchmarks
2. Learn how to identify opportunities to minimize financial shortfall and reduce the deferred maintenance backlog
3. Construct a business case model that can be used to pursue opportunities and justify future facilities funding requests
4. Create a road map to implement the facilities master plan

AUDIENCE: BEGINNER, INTERMEDIATE CEU: 0.1

Technology

T3.47 • 347

BIM and FM: Bridging the Divide

Marty Chobot, Vice President, FM: Systems

Building Information Modeling (BIM) has proved its value in building design and construction. But how can BIM data support the operational functions of facility management? How are the early adopters using BIM and what is the potential impact on the industry? This session will discuss new approaches to help you leverage the spatial and systems information in BIM models to improve space, occupancy and maintenance management, and how to assess using BIM for your organization.

Learning Objective(s):

1. Attendees will learn more about BIM and the advantages of incorporating it into a facility operations and management strategy
2. Attendees will learn how BIM could change the FM Industry
3. Attendees will learn how to assess using BIM for their organization

AUDIENCE: BEGINNER CEU: 0.1

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Conference Sessions: Tuesday/Wednesday

Technology

T3.49 • 349

Roofing 101: A Roofing Primer for Facilities Managers

Karen L. Warseck, AIA, President, Building Diagnostics Associates,

Learning Objective(s):

1. Learn how to know when you need a new roof or whether to re-cover or tear off
2. Understand what to look for in a good contractor and what aspects should be in an RFP
3. Understand what to do after the new roof is put on

AUDIENCE: BEGINNER CEU: 0.1

charging will be available at nearly one million charge points in the United States. Learn how this new trend will impact your organization as well as what code requirements, utility regulations and technology changes are likely to arrive as this rapidly evolving and growing cleantech industry ramps up for increased consumer adoption.

Learning Objective(s):

1. Understand various code requirements
2. Learn about utility regulations
3. Learn the technology challenges (including communications standards) in this rapidly evolving and growing cleantech industry

AUDIENCE: BEGINNER CEU: 0.1

the energy efficiency in commercial, higher education and healthcare facilities

AUDIENCE: BEGINNER CEU: 0.1

Wednesday, March 16

9:00-9:50 am

Energy Efficiency, Upgrades and Utilities

W1.18 • 318

Electric Vehicles & Charging – First Mover Experiences

John White, P.E., CEM, LEED AP, Director, Energy Management and Sustainability Solutions, Eaton Corporation

The expansion of electric vehicles on the roads in the next 10-20 years seems inevitable. With fuel prices rising and the Federal Government investing money in this industry, electric vehicles are on the verge of tremendous expansion. New plug-in electric vehicles (PEVs) will require the rollout of a new infrastructure for charging access at home, at work, and places in between. It is estimated (Pike Research) that by 2015, access to vehicle

Energy Efficiency, Upgrades and Utilities

W1.21 • 321

Work off Your Energy Waste: The Energy Star National Building Competition

Maura Beard, Director, Strategic Communications, ENERGY STAR

Commercial and Industrial Buildings, EPA Keith Klug, Manager, Energy Projects, Sears Holdings Corporation

Carlos Santamaria, LEED AP, Vice President, Engineering Services, Glenborough, LLC

Learn energy efficiency strategies from peers who participated in the Energy Star National Building Competition. In a live round-table format, speakers including the winner of the contest, will speak candidly about what worked and didn't for them in their quest to slash their energy use intensity.

Learning Objective(s):

1. Learn about the National Building Competition
2. Learn about Energy Star tools available to track your energy consumption
3. Hear real-life experiences regarding increasing

Energy Efficiency, Upgrades and Utilities, Green Standards

W1.24 • 324

Renewable Energy Certificates and your LEED Project

Scott Maloney, Renewable Energy Program Manager, Carbon Solutions Group

Renewable energy certificates can be used to achieve up to six green power points within the USGBC's LEED rating system for existing buildings. This presentation will explain exactly what renewable energy certificates are and how they are used to achieve LEED points. It will also discuss ways other environmental assets can be used within the built environment to reduce carbon dioxide emissions and lead to a greener future within buildings.

Learning Objective(s):

1. Obtain a comprehensive understanding of renewable energy certificates and how they can be used to achieve LEED points
2. Uncover and clarify common misconceptions and misuses of renewable energy certificates
3. Outline how LEED green building & development can utilize multiple environmental assets and other products in the future to promote sustainable project development in the built environment

AUDIENCE: BEGINNER CEU: 0.1

Maintenance and Operations

W1.27 • 327

Cost-Effective Facility Maintenance with Infrared Cameras

Ed Kochanek, Regional Manager, FLIR Systems, Inc.

In this sluggish economy, facility managers and operators are looking for smart, cost-effective ways to help their facilities operate more efficiently and save money without sacrificing quality and performance. This session will feature a discussion of infrared thermography and predictive maintenance benefits for a variety of systems, including mechanical, electrical, and building diagnostics. Attendees will learn about infrared's role in taking corrective action before problems occur and the consequent reductions in inventory, labor, energy, and downtime that can be achieved, all while increasing production and reducing waste.

Learning Objective(s):

1. Learn about basics of infrared imaging
2. Learn how infrared imaging for predictive maintenance
3. Learn about useful features of infrared imagers
4. Learn about the ROI gained with infrared imaging

AUDIENCE: INTERMEDIATE CEU: 0.1

Wednesday, March 16 • 9:00-10:50 am

Government

W1.16 • 316

Bringing High Performance Buildings into Focus: The GSA Vision takes Shape

Kevin Kampschroer, Director, Office of Federal High-Performance Green Buildings

Ann Kosmal, AIA, LEED AP BD+C, Architect, Office of Federal High Performance Green Buildings

Martin J. Weiland, PE, Mechanical Engineer, Federal Buildings and Modernizations, GSA and Capital Construction Programs

Within the many pages of the American Recovery and Reinvestment Act (ARRA) that became law last February lies more than \$22 billion for energy efficiency projects, opening to door a flurry of government-driven green building efforts. The U.S. General Services Administration (GSA) – often called the nation's largest landlord – has identified more than 200 high-performance building projects, accounting for \$3.1 billion of those ARRA funds.

So just how are those dollars being spent? And what are the priorities in making a successful transition to a high performance building model? Join a panel of GSA facility experts as they share lessons learned in their quest to develop and operate high performance green buildings. From benefits to obstacles to next steps, this discussion will shed light on opportunities to make any facility high-performance.

Learning Objective(s):

1. Understand the components of a high performance green building
2. Learn what the federal government is doing in the area of high performance green buildings
3. Identify steps that facility managers can take to transition their facilities to high performance green buildings

AUDIENCE: BEGINNER CEU: 0.1

Technology

W1.30 • 330

BACnet Fundamentals 101

Roy Kolasa, Open Systems Integration Manager, Honeywell

This session covers BACnet basics including the history, and benefits in utilizing BACnet for



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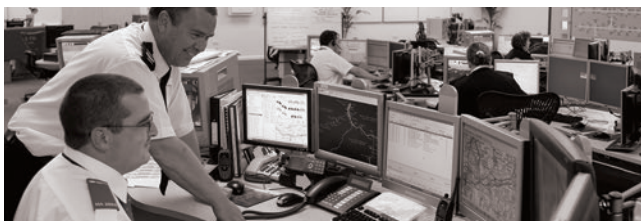
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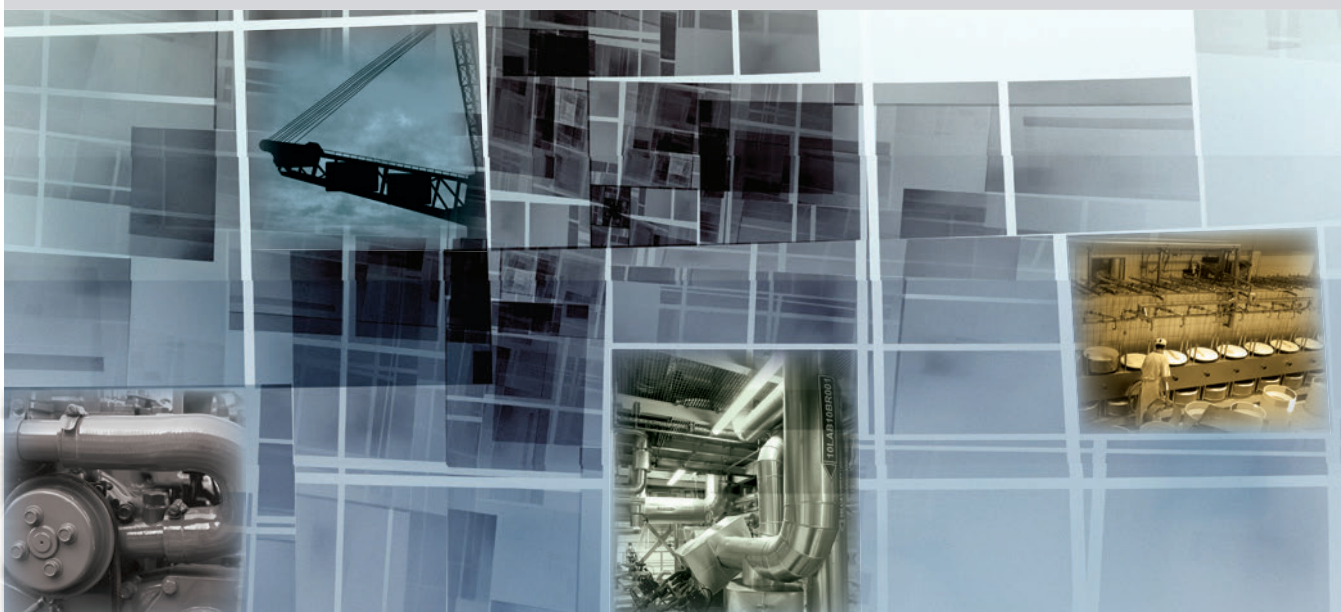
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Open System integration and interoperability with building specific features and tools to simplify implementation.

Learning Objective(s):

1. Understand the strong foundation created by the BACnet standard, and the value of implementing BACnet versus other building automation protocols

2. Specific BACnet operational features and tools available to facilitate BACnet configuration

AUDIENCE: BEGINNER CEU: 0.1

Safety and Security

W1.37 • 337

Waterborne Pathogens: Keeping People Healthy in the Building

Janet Stout, PhD, Director, Special Pathogens Laboratory

Facility water systems are vulnerable to colonization of waterborne pathogens, including antibiotic resistant bacteria and bacteria that survive inside amoebae. Outbreaks of community-acquired and hospital-acquired Legionnaires' disease continue to occur. Legionella pneumophila is one of the most deadly waterborne pathogens to infect patients in both the acute and long-term care settings. In response to this continued threat, new methods for monitoring and disinfecting water systems have evolved. Guidance documents from the World Health Organization, the Veterans Affairs Healthcare System, the New York Department

of Health, and the American Society of Heating, Refrigeration and Air-conditioning Engineers (ASHRAE) will be reviewed.

Learning Objective(s):

1. Identify waterborne pathogens that pose a risk of infection in building water systems

2. Know the various environmental reservoirs for these organisms plus methods of detection and prevention through environmental interventions

3. Learn approaches to assessing and managing the risk from waterborne pathogens (including Legionnaires' disease) from utility water systems: Do's and Don'ts

4. Know the status of guidance documents, including the ASHRAE Legionella Standard SPC-188, and the potential impact on utility system operation and maintenance

AUDIENCE: BEGINNER CEU: 0.1

Maintenance and Operations

W1.39 • 339

Single-Ply Roofing System Guidelines to Enhance Performance

David Slick, Associate Principal, Simpson Gumpertz & Heger, Inc.

Philip Frederick, Staff Engineer, Simpson Gumpertz & Heger Inc.

Single-ply roofing systems are installed on many types of buildings, regardless of building age or use. Regardless of membrane type, all

single-ply roofing systems have the same basic components. Proper design and installation of these components are critical to single-ply roofing system durability and performance. This session provides an overview of single-ply roofing system components, discusses basic concepts of good system design, highlights key issues to monitor during installation, and discusses the consequences when good design concepts are ignored and installation quality falters.

Learning Objective(s):

1. Review the components of single-ply roofing systems

2. Learn the concepts of good single-ply roofing system design

3. Know key issues to monitor during single-ply roofing system installation

4. Understand the consequences of improper design and installation

AUDIENCE: INTERMEDIATE CEU: 0.1

Maintenance and Operations

W1.41 • 341

Optimizing Power and Reliability

Shawn Burke, Director of Sales and Service, ASCO
Greg Smith, Sales Manager, High Voltage Maintenance Corp.

Power reliability is an essential component of any building's overall operation, and vulnerabilities can quickly escalate into crises unless the facility professionals maintain a vigilant, proactive stance

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Conference Sessions: Wednesday

addressing power reliability lapses and effects. Attend this session to hear about innovative methods to maximize the performance of existing equipment, the importance of testing and maintenance, extending the life cycle of equipment through modifications and upgrades, and how communications and monitoring are helping to improve the efficiency of power equipment.

Learning Objective(s):

1. Understand the importance of regular maintenance and testing
2. Learn about equipment life extension solutions through modification and upgrades
3. Understand effectiveness of equipment communications and monitoring
4. Understand key qualifications to demand in a service partner

AUDIENCE: BEGINNER CEU: 0.1

Business Continuity

W1.43 • 343

Fire Protection for IT and Telecommunication Facilities

Mark L. Robin, PhD, Senior Technical Services Consultant, DuPont

In this lecture we will first discuss the characteristics of electronic equipment relevant to fire suppression system selection and operation, including commonly encountered materials of construction and their combustion properties, fire loads present in typical IT facilities, and the susceptibility of various types of electronic equipment to damage due to water, heat, smoke and combustion products. The characteristics of potentially applicable fire suppression systems, including automatic sprinkler and clean agent systems, and their performance on fires involving electronic equipment will then be detailed.

Learning Objective(s):

1. Understand the fire hazards involved in modern IT and telecommunication facilities
2. Understand the advantages and disadvantages of the different fire protection options
3. Understand the sensitivity of modern electronic equipment to fire heat and fire combustion products
4. Employ the above understanding to the selection of fire suppression systems appropriate to the particular fire scenario involved in a given facility

AUDIENCE: INTERMEDIATE CEU: 0.1

Strategic Planning

W1.45 • 345

Integration of Facility Services Technology: A Winning Combo

Dan Kimball, Project Manager, UGL Services
Rick Michaux, Chairman and Chief Strategy Officer, Corrigo Incorporated

The team embarked on a unique integration project that tied Stop & Shop's existing CMMS (Metrex) with their FM service provider's (UGL Unico) call center and mobile dispatching CMMS (Corrigo) and the FM Provider's materials and parts supplier's (Grainger) technology platform. The integration was invisible to the users at Stop & Shop and increased the efficiency of delivering FM services while providing accurate work cost and status data. Attend this session to hear how these service providers worked together to implement these intragration at the over 400 Stop & Shop locations.

Learning Objective(s):

1. Comprehend the process of developing technology integration projects
2. Be able to identify the benefits of integration
3. Understand the challenges and lessons learned

AUDIENCE: BEGINNER CEU: 0.1

Greening an Existing Building

W1.47 • 347

Roofpoint: A Tool to Rate Environmentally Innovative Roofs

James Hoff, DBA, Research Director, Center for Environmental Innovation in Roofing

Few elements of modern construction have as great an impact on long-term sustainability as roofs. In addition to saving energy, roofs also provide an attractive platform for the deployment of sustainable energy technologies, including solar and wind power, and serve as the "first responder" to critical environmental impacts such as heat island effects, air pollution, and storm water runoff. Roofing also offers a major opportunity for waste recycling and renewal. Finally, because the watertight integrity of the roofing system is a key determinant of building life expectancy, roofs serve an important role in extending overall building service life and reducing life cycle impacts.

Learning Objective(s):

1. Recognize how a commercial roofing system can help to achieve a sustainable built environment
2. Understand the role of the Center for Environmental Innovation in Roofing in the development of a simple owner-oriented guideline for the selection of environmentally innovative roofing systems
3. Understand the criteria and methodology incorporated in the Roofpoint™ Environmentally Innovative Guideline for Low-Slope Roofing
4. Understand how the key categories measures and weighting system of Roofpoint™ are used to assess the comparative sustainability of commercial roofing system options

AUDIENCE: BEGINNER CEU: 0.1

Greening an Existing Building, Technology

W1.49 • 349

Harnessing the Power of LED Lighting & Controls

Bill Ballweg, Product Development Manager, Lithonia Lighting

This session will show how LED ambient lighting paired with integrated energy controls can deliver superior lighting quality, significant energy savings and reduce maintenance for commercial buildings. The program will focus on the impact and benefits indoor LED lighting applications can provide and how the benefits can be significantly enhanced when LED lighting and control systems are integrated into building systems. The presenter will also share recent applications/case studies of LED lighting and controls in the commercial marketplace.

Learning Objective(s):

1. Learn the latest technology advancements in digital indoor LED lighting
2. Discover how integrating LED lighting and controls systems into building systems enhances LED lighting benefits
3. Learn about recent applications of indoor LED lighting and controls

AUDIENCE: BEGINNER CEU: 0.1

10:00-10:50 am

Green Standards, Technology

W2.18 • 318

Implementing Lighting Management Technologies and Practices to Drive Building Efficiency

Bob Freshman, Marketing Manager, Leviton Lighting Management Systems
Michael Jouaneh, Marketing Manager, Lutron Electronics

The National Electrical Manufacturers Association will present a session on how lighting costs can be reduced 20 to 60 percent or more, using lighting management systems combined with tax and utility incentives. This session will review the latest lighting control technologies, strategies and systems for reaching Net-Zero energy and sustainability goals, for complying with energy codes, and for integrating with intelligent buildings. Technologies such as digital lighting controls, wireless systems, advanced daylighting and window shade controls, and occupancy sensors will be covered. Case studies from real buildings that demonstrate how lighting controls save energy and enhance occupant satisfaction will be presented.

Learning Objective(s):

1. Understand the latest lighting control technology
2. Learn how to reach Net-Zero energy and sustainability goals through lighting
3. Learn from case studies on how occupant satisfaction was achieved through lighting controls

AUDIENCE: BEGINNER CEU: 0.1

Maintenance and Operations

W2.21 • 321

Retrofitting for Ultra High Performance HVAC

Wayne Green, Energy Engineer, Optimum Energy LLC

Research indicates that energy performance in commercial buildings deteriorates over time, whether it's an existing or a new building. When sustainable building retrofits focus on energy efficiency, the result is reduced energy usage, and reduced operating expenses. By creating a network that enables the application of advanced relational-control algorithms to HVAC system operation, as well as the use of online tools to measure, verify and manage system operations on a day-to-day basis, it's possible to in effect continuously commission an HVAC system.

Learning Objective(s):

1. A clear understand the future of sustainable building retrofits
2. How retrofits should incorporate new technologies that aid in long-term operation and maintenance
3. How the use of use of enterprise applications is the key to improving commercial HVAC system performance

AUDIENCE: BEGINNER CEU: 0.1

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Energy Efficiency, Upgrades and Utilities

W2.24 • 324

ASHRAE's Building Energy Quotient (BEQ): How Does Your Facility Stack Up?

*James L. Newman, CEM, LEED AP, Managing
Partner, Newman Consulting Group, LLC*

The American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE) is the primary formulator of Energy, Ventilation and Thermal Comfort Codes for the building industry. These codes form the basis for many of the points in the US Green Building Council's LEED (Leadership in Energy and Environmental Design) certification of new and existing buildings. THE BEQ is a report card of a building's energy use, and will range from A+ to F. All other things being equal, if two buildings are up for sale or are looking for tenants, the building with the higher grade will likely be the winner, as a buyer or prospective lessee will realize their energy bills will be lower in that building. As a facility manager or owner, it is important you be aware of what kind of information goes into this report card – and how it can affect you.

Learning Objective(s):

1. Become familiar with the definitions in the BEQ
2. Have an awareness of how the BEQ is formulated
3. Learn what can be done to improve your scoring
4. Learn how to use the BEQ to your advantage

AUDIENCE: BEGINNER CEU: 0.1

Strategic Planning

W2.27 • 327

Preparing to Outsource Services

*Keith Vandenbussche, FMA, Director, Facilities
Services, Barton Malow Company*

This session will educate attendee's on the tools and planning required to successfully outsource facility maintenance. Attendees will learn why the industry is outsourcing, what they need to do to outsource, how long it takes to put a program together for outsourcing and the typical savings involved with outsourcing.

Learning Objective(s):

1. Understand the current trends in outsourcing
2. Understand the information and time need to put together an outsourcing plan
3. Learn the typical savings of the different services available for outsourcing
4. Find out how you can still provide value and cut costs with outsourcing

AUDIENCE: BEGINNER CEU: 0.1

Technology

W2.30 • 330

Integration and Interoperability Opportunities with BACnet

David Fisher, President, Polar Soft

AUDIENCE: BEGINNER CEU: 0.1

Maintenance and Operations

W2.37 • 337

Maintenance Scorecard: Measure what you Manage

*Michael B. Cowley, CPMM, President, CE
Maintenance Solutions*

This presentation will bring to light the importance of tracking the activities and performance of your maintenance organization. Mr. Cowley will discuss the business reasons for measuring what you manage, explain the prerequisites needed to get started in the scorecard business, and discuss in detail the top ten maintenance scorecards used in industry today. At the conclusion of the presentation Mr. Cowley will present methods for using these measurements along with the benefit to your facility and the maintenance organization.

AUDIENCE: BEGINNER CEU: 0.1

Maintenance and Operations

W2.39 • 339

Plumbing Safety

Ken Cornwall, President, ProVent Systems, Inc.

This session will discuss protecting existing floor drains from not only sewer gas emissions but also from raw sewage from backing up through the drains and bug problems entering the entire drain system. He will also talk about new plumbing code domestic hot water requirements and how they affect existing buildings.

Learning Objective(s):

1. Learn how to solve a number of plumbing drain problems
2. Understand how to protect the health and safety

Conference Sessions: Wednesday

of occupants in buildings

3. Learn about new plumbing code requirements for existing buildings

AUDIENCE: INTERMEDIATE CEU: 0.1

Government, Maintenance and Operations

W2.41 • 341

GSA's Facilities Maintenance and Management Service Contracts for Federal Agencies

Mary L. Snodderly, GSA Center for Facilities Maintenance and Hardware, Business Management Division,

GSA's Center for Facilities Maintenance and Hardware offers a wide range of facilities maintenance and management service contracts to the federal government community under the multiple award schedule program. The GSA schedules program offers comprehensive facilities services such as: elevator maintenance, fire alarm and fire suppression systems maintenance, grounds maintenance, pest management, complete facilities maintenance and now energy management Services. In this session Federal Agencies will learn more about the facilities solutions GSA has available through the schedules program and how to use them.

Learning Objective(s):

1. Understanding what a Multiple Award Schedule contract is and how to use it
2. Learn what offerings are included in the Facilities Maintenance and Management Schedule

and they can meet your needs

3. What are the current hot topics regarding the Multiple Award Schedules Program

AUDIENCE: INTERMEDIATE CEU: 0.1

Safety and Security

W2.43 • 343

The Fire Department's Role in Enhancing Emergency Response Plans

Bob Devonshire, Maintenance Superintendent, County of Lancaster, Pennsylvania

In this session, attendees will learn how to work with local fire departments before disaster strikes as part of an overall emergency response plan. The session will highlight key fire and life safety resources -- including local fire and building codes, local fire departments and fire marshals -- and how they can assist facility professionals in establishing a customized emergency plan that can be easily implemented and communicated throughout an organization.

Learning Objective(s):

1. Understand the primary roles of various fire and life safety personnel
2. Identify key elements of a fire and life safety program
3. Learn how to work with local fire and emergency response units on an ongoing basis

AUDIENCE: BEGINNER CEU: 0.1

Leadership and Career Advancement, Technology

W2.45 • 345

Mindshift - A Culture of Collaborative Design and Delivery

Bill Black, Mindshift - A Culture of Collaborative Design and Delivery

Like many other industries, the profession of Architecture is facing new challenges and opportunities in a rapidly changing world. Adapting to change, meeting those challenges and capturing the opportunities requires a new way of thinking. In this one hour session, attendees will be introduced to the findings of Mindshift, a thought leadership group of multi-disciplined real estate individuals dedicated to holistic, collaborative and innovative thinking.

Learning Objective(s):

1. Examine the construction delivery models and behavior s that prevail in our industry today
2. Identify new challenges and pressures within the current system and the drawbacks of maintaining the status quo
3. Introduce new strategies and approaches that enable and leverage business opportunity

AUDIENCE: BEGINNER CEU: 0.1



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Technology

W2.47 • 347

The Many Faces of BIM

Dana "Deke" Smith, FAIA, Executive Director, buildingSMART alliance

Without question, the industry has reached the tipping point on Building Information Modeling (BIM), but there are few standards in place and different information is being provided depending on the owner or the contractors involved. COBie and SPi are two efforts currently in place to help remedy this problem and now buildingSMART alliance is focused on standardizing all the information being provided to all stakeholders. The National BIM Standard-United States™ is progressing and we need your involvement in the process of structuring information so that it is accurate and usable. This session will discuss what is being done and the steps you need to take to get involved.

Learning Objective(s):

1. Understanding the scope of BIM and the National BIM Standard-United States™
2. Understanding your role in standardizing the data and business processes used in our industry
3. Knowledge of the status of the world wide industry effort

AUDIENCE: BEGINNER CEU: 0.1

Technology

W2.49 • 349

Windows: Transparency/Security/Budgetary Time Bomb

Tara Labosky, AIA, LEED AP, Architect, Penza Bailey Architects

Light corridor, suit of armor, breath of fresh air, budgetary line item ... a "window" is never just a window, it is as integral to the body of a building as. Join a teacher, a facility manager, a manufacturer and an architect who, together, will draft a plan for window replacement that is energy-efficient, cost-effective and durable. By understanding the types of systems available, end-user behavior, construction sequencing, maintenance and performance, the stakeholders can work together to ensure a successful project.

Learning Objective(s):

1. Recognize effects of window replacement on adjacent construction
2. Compare and contrast types of frame finishes glazing and storefront construction
3. Select the system that best meets the budget long-term durability and performance requirements of the project
4. Be able to identify the needs of the major stakeholders

AUDIENCE: BEGINNER CEU: 0.1

3:10-4:00 pm

Energy Efficiency, Upgrades and Utilities, Greening an Existing Building, Technology

W3.18 • 318

Take the Mystery out Of Water Audits and ROI Calculators

Anupa Maru, Sales Engineer, Kohler

Are you tired of scratching your head trying to estimate how much money you could be saving with water efficient plumbing? Learn the various components of a successful water audit including the hidden costs associated with outdated plumbing. Discover how to uncover the opportunities to decrease your operating expenses and maintenance requirements. Learn how you can use an ROI Calculation to estimate the potential water and energy savings and maximize your investment. See actual examples of water audits conducted on existing facilities and the estimated water and energy savings.

Learning Objective(s):

1. Learn about water conservation and the Link between water and energy
2. Comprehend the cost considerations for a water audit on existing facilities
3. See examples of calculated water and energy savings

AUDIENCE: BEGINNER CEU: 0.1



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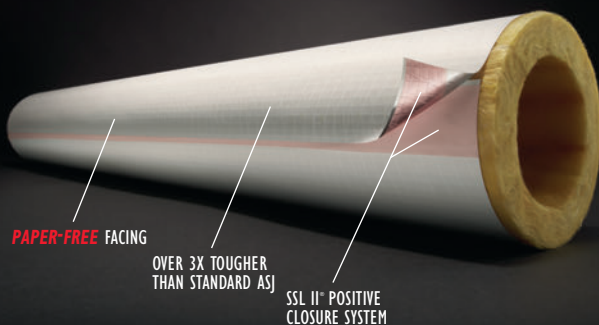
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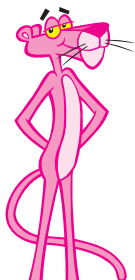


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Conference Sessions: Wednesday

Green Standards

W3.21 • 321

LEED Certification: Non-Compliance Shouldn't Be Tolerated

Mark Lentz, P.E., President, Lentz Engineering Associates

Lawrence G. Spielvogel, P.E., Consulting Engineers

LEED certification has become important to many building owners and governments. Compliance with ANSI/ASHRAE Standard 62.1 and ANSI/ASHRAE/IESNA Standard 90.1 are prerequisites for certification. The certification process was set up on the honor system, relying on certifications by and professionalism on the part of building designers. Since most building codes do not require compliance with either ASHRAE standard, LEED certified buildings do not always comply. Observations of these completed buildings often disclose many examples of non-compliance with multiple provisions of the prerequisite mandatory ASHRAE standards. The speakers will discuss the actions of the designers that should lead to the first ever decertification of and plaque removal from a LEED Gold Certified project.

Learning Objective(s):

1. Understand if LEED means energy efficiency
2. Understand if commissioning means green
3. Learn why "green" buildings often fail to deliver

AUDIENCE: INTERMEDIATE CEU: 0.1

Wednesday, March 16 3:10-5:00 pm

Strategic Planning, Commercial Office, Education, Government
W3.16 • 318

Virtual Building Tour – Your Blueprint for ROI

Brought to you by: The Alliance for Sustainable Built Environments



Alliance for Sustainable Built Environments

Since the release of Executive Order 13514, Federal agencies have been given strict mandates to make their buildings more sustainable. These government initiatives will affect all manufacturers due to the supply chain implications. This presentation will help people execute their sustainability programs and meet their mandates by providing sustainable solutions that save energy, water and money. It will also address what performance improvements are achievable when making sustainable upgrades to your building. Speakers will cover basic upgrades, but quickly advance to a more in-depth look at what savings are possible with today's technologies and best practices.

Learning Objective(s):

1. Learn how sustainable upgrades relate to recent Federal mandates and beyond
2. Learn how to green buildings to reduce costs, lower overall carbon footprints (reduce energy and water use, reduce greenhouse gas emissions, etc.) and improve workspace productivity
3. Understand how sustainable upgrades can impact a buildings performance in the short and long-term

AUDIENCE: BEGINNER CEU: 0.1

Energy Efficiency, Upgrades and Utilities

W3.24 • 324

A Whole-Building Approach to Energy Planning

Karim Bibawi, Director of Energy Management Services, Nexamp, Inc.

With so many decisions about how to reduce energy costs facing building owners and operators, it is essential to take a whole-building approach to energy management in order to implement projects with the best return on investment and energy cost savings. This session will inform the audience of the importance of taking this whole-building approach, highlighting each of the three important stages. Also, a case study of a facility which underwent a whole-building efficiency overhaul, highlighting the benefits and challenges of this facility's transformation will be presented.

Learning Objective(s):

1. Learn why it's important to take a whole-building approach to efficiency to reduce operating costs by implementing projects with the best return on investment
2. Learn the benefits and challenges of implementing renewable and energy efficiency technologies
3. See how a facility became more efficient through the implementation of energy management services and renewables with an in depth case study of a facility which recently completed these measures

AUDIENCE: INTERMEDIATE CEU: 0.1

Greening an Existing Building, Technology

W3.27 • 327

Executive Briefing: Beyond Green Cleaning - The Emerging Technologies

Vince Elliott, President, Elliott Affiliates, Ltd.

This session explores the future for how we clean our buildings. This session will demonstrate new and innovative technologies, strategies and equipment that are re-shaping the cleaning management landscape. Those who adopt the emerging technologies will gain market share, lower costs, improve bottom line profits, improve property image and gain an advantage in a competitive market. This session will provide information that will allow managers to reduce environmental pollution, improve the health of our waterways and correct indoor air quality contamination. These innovations will reduce worker injuries, reduce staff sick days, increase productivity, spend less on cleaning chemicals, reduce labor requirements and resolve sick building syndrome.

Learning Objective(s):

1. Understand the hidden risk found in the way we clean buildings today
2. Identify the emerging cleaning technologies
3. See these technologies at work
4. Clearly identify the benefits, opportunities and gains available from the ideas presented
5. Obtain a resource list of sources for implementing the emerging technologies and strategies

AUDIENCE: BEGINNER CEU: 0.1

Technology

W3.30 • 330

BACnet Fundamentals 101

Roy Kolasa, Open Systems Integration Manager, Honeywell

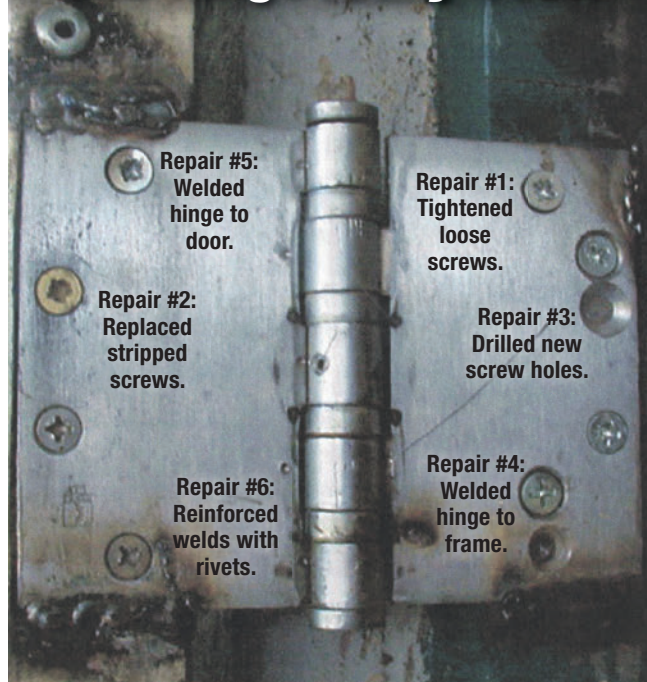
Session covers BACnet basics including the history, and benefits in utilizing BACnet for Open System integration and interoperability with building specific features and tools to simplify implementation.

Learning Objective(s):

1. Understand the strong foundation created by the BACnet standard, and the value of implementing BACnet versus other building automation protocols
2. Specific BACnet operational features and tools available to facilitate BACnet configuration

AUDIENCE: BEGINNER CEU: 0.1

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Conference Sessions: Wednesday

Safety and Security

W3.37 • 337

The ABC's of OSHA Compliance – Protecting People, Property and Profits

David A. Casavant, Executive Director, Workplace Safety Awareness Council

Last year OSHA conducted 39,167 inspections and issued \$85,192,940 in fines. OSHA often targets maintenance departments because of hazards that buildings, equipment and materials present to occupants and visitors. So facility and maintenance managers must be familiar with OSHA requirements and have required paperwork and records on file. In this presentation we will discuss a six point plan for OSHA compliance in a built environment.

Learning Objective(s):

1. Understand three things you should never do during an OSHA visit
2. Identify the OSHA Compliance Wheel and how it can keep you "legal"
3. Learn when written safety plans are required and how to quickly develop them

AUDIENCE: BEGINNER CEU: 0.1

Greening an Existing Building, Technology

W3.39 • 339

Resilient Flooring Goes Green: The New Sustainability Assessment Standard

Lewis G. Migliore, President, LGMTCs and Associates

In May of 2010, the NSF American National Standard 332: Sustainability Assessment Standard for Resilient Floor Coverings was finalized and is now used to certify the sustainability attributes of resilient flooring. In this session, attendees will gain a thorough understanding of the standard's four levels of certification and five key criteria that help identify the sustainable characteristics of a wide range of vinyl, linoleum and rubber flooring products, and learn how this standard can be used as part of an organization's pursuit of a greener, more environmentally friendly facility.

Learning Objective(s):

1. Review the key components of NFS ANS 332
2. Understand the standard's impact on resilient flooring
3. Learn how to use the standard to specify sustainable resilient flooring in a facility

AUDIENCE: BEGINNER CEU: 0.1

Business Continuity, Technology

W3.41 • 341

Do you need Double Conversion UPS with today's Smart Grid?

Harry Handlin, Power Quality Systems Engineer, GE Digital Energy - Power Quality

Double conversion UPS is required for data centers, but operating continuously in double conversion mode is not required. The utility Smart Grids in developed countries are clean and reliable enough 99% of the time. The double conversion UPS does not need to continuously condition utility power that is already "clean". Eliminating unnecessary power conditioning improves UPS efficiency to 99%. When utility power is not clean, the UPS returns to double conversion operating mode maintaining reliable power to the data center. GE will analyze utility reliability, UPS performance and data center power quality for UPS high efficiency operating mode.

Learning Objective(s):

1. Learn how to evaluating UPS operating efficiency contribution to PUE reduction
2. Understand how to reduce UPS waste heat thus reducing required cooling costs
3. Learn how to turn UPS on High Efficiency operating mode to raise UPS operating efficiency above 98%

AUDIENCE: INTERMEDIATE CEU: 0.1

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Maintenance and Operations, Staff Training and Development

W3.43 • 343

Maintenance: Training The Next Generation of Technicians

*Michael B. Cowley, CPMM, President, CE Maintenance Solutions
Bill Warren, Manager, Training and Development, UPMC Presbyterian Shadyside
Moderator: Dan Hounsell, Editor, Maintenance Solutions magazine*

Maintenance and engineering managers know better than most that properly training and educating front-line technicians is essential for ensuring they perform daily tasks efficiently and cost effectively. But exactly what should technicians entering the field of facilities maintenance and engineering know? Should technical schools and community colleges educating these new workers emphasize technical information? How much should entry-level technicians know about the business of facilities maintenance and management? How can managers strike a balance between technical skills and business knowledge when making decisions on whom to hire for their next opening?

This panel discussion, moderated by Dan Hounsell, editor of Maintenance Solutions magazine, will explore these and other important questions that have a direct impact on the vital process of recruiting, hiring, and retention of front-line technicians. Panelists, including managers and industry observers with first-hand knowledge of the

issue, will offer their observations. More importantly, the discussion will give managers strategies and tactics they can take back to their facilities that can pay immediate dividends for their organizations.

AUDIENCE: BEGINNER CEU: 0.1

Leadership and Career Advancement, Technology

W3.45 • 345

Social Media's Place in the Workforce

*Larry Morgan, RPA, FMA, SMA, Head of Operations, Palo Alto and Vancouver Regions, SAP, Global Facilities Management (Americans)
Julie O'Loughlin, Senior Director of Facilities, Operations and Emergency Management, Fenwick & West, LLP*

The explosion of Social Media with 24x7x365 access and feedback, blindingly fast results, vendor/customer relations, on line profiles, networking beyond reality, business intelligence, human interaction and other related issues have significantly impacted the Facilities profession for better or for worse. This discussion will focus on getting value out of the platform known as Social Media and what you need know as a manager about your employees using social media.

Learning Objective(s):

1. Understand what the social media craze is all about

2. Understand how and when employees should use social media
3. Learn what you should know, as a manager, about social media

AUDIENCE: BEGINNER CEU: 0.1

Green Standards

W3.47 • 347

Developing a Workforce Strategy for Sustainable Facilities Management

*Bill Brodt, Experimental Facilities Engineer, NASA
Angela Lewis, P.E., LEED AP, High Performance Buildings Engineer, Building Intelligence Group
Patrick L. Murphy, Vice President, Certifications, North American Technician Excellence
John Simpson, P.E., LEED AP, Program Manager - Federal Buildings Training Act, Office of Federal High-Performance Green Buildings, GSA*

The Federal Buildings Personnel Act of 2010 established the requirement that Federal employees and contractors will have the necessary competencies to achieve national goals for reductions in energy and water use, greenhouse gas emissions, and additional high-performance building attributes, including safety and security. Congress views these high performance Federal buildings and the associated workforce as examples for the nation. The panel examines the law and pertinent studies which served as the basis for the Act from the perspectives

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LEO 18 GT	57 ft 9 in	24 ft 10 in
LEO 23 GT	75 ft 5 in	36 ft 8 in
LEO 26 T	85 ft 3 in	36 ft 1 in
LEO 30 T	98 ft 5 in	45 ft 11 in
LEO 36 T	116 ft 5 in	45 ft 7 in
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LEO SERIES

Conference Sessions: Wednesday

of the public and private sector.

Learning Objective(s):

1. Raise awareness of the Federal Buildings Personnel Training Act of 2010
2. Examine issues regarding attracting and retaining skilled workers and recent graduates
3. Raise awareness of the America COMPETES Reauthorization Act of 2010 as it pertains to Educational Programs: K-12, Professional, Technical and Continuing Education
4. Consider the implications of education/training mentoring and supervising a buildings workforce with disabilities

AUDIENCE: BEGINNER CEU: 0.1

Greening an Existing Building

W3.49 • 349

Monitoring a United States Postal Service Green Roof

Angie Durhman, Green Roof Manager, Tecta America Corp.

This session will focus on the largest green roof in New York City: the USPS Morgan Building in Manhattan. We'll discuss the motives behind choosing a green roof for this facility, the US Postal Service's environmental goals, and how the goals will be achieved. Lastly, we will emphasize how this green roof will be monitored in order to measure the quantitative environmental benefits and green roof performance - a real world analysis desired by so many building professionals, yet seldom

incorporated due to a variety of factors.

Learning Objective(s):

1. How green roofs can meet sustainability goals
2. How to track and monitor meaningful results to assess green roof performance
3. Discover various instruments used to monitor a green roof
4. Understand the impact of proper design and installation techniques to achieve environmental benefits

AUDIENCE: BEGINNER CEU: 0.1

4:10-5:00 pm

Technology

W4.30 • 330

Networked Controls

Grant Wichenko, P.E., President, Appin Associates

Attend this session to learn the benefits of BACnet-based Networked Controls in the modern age. Also, learn from current examples of BACnet-based Network Controls Success Stories and be able to express the benefits to the stakeholders including the Owner, the Design Consultant, the Commissioning Agent, the General Contractor, the Subcontractors and the Equipment Suppliers.

Learning Objective(s):

1. Describe the evolution of controls from pneumatics

to BACnet-based Networked Controls

2. Learn about BACnet-based Networked Controls specifications using CSI MasterFormat 2004 Division 25
3. Understand the benefits of this specification model

AUDIENCE: BEGINNER CEU: 0.1

Maintenance and Operations, Technology

W4.37 • 337

Understanding the Different Asset Data Management Tools

Paul Head, II, Director, MBA Consulting Services, Inc. (MBA CSI)

Leverage what is in the box by thinking outside the box. The selection process for a Commercial-off-the-Shelf (COTS) operations management tool is simplified through a complete understanding of current business requirements and future operational goals. When selecting a data management tool, it is important to understand the technology's capability, flexibility and architecture in relationship to your organization, business culture and stated requirements.

Learning Objective(s):

1. Understand technology research
2. Learn how to conduct a technology capability analysis
3. Learn about business requirements alignment
4. Comprehend the dividend topic - avoiding the pitfalls of implementation

AUDIENCE: BEGINNER CEU: 0.1

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Green Standards

W4.39 • 339

Enhancing Water and Water Energy Resources

Ryan Booth, Senior Account Executive, SPG Solar

Water and energy are both critical resources that, although abundant in nature, are not abundantly available to the world's vast population. New technology allows water resources and reservoirs to be covered with solar photovoltaics, creating a comprehensive system that reduces evaporation, suppresses algae growth, and enhances water quality while producing renewable energy to offset the high cost of water delivery. The relationship between renewable energy and the resource conservation is the source of creative solutions to some of the environmental issues we face today. This session will discuss the relationship specifically between energy and water, and will inform attendees of the latest technological developments in this area.

Learning Objective(s):

AUDIENCE: BEGINNER CEU: 0.1

Leadership and Career Advancement, Staff Training and Development

W4.41 • 341

Creating Credibility to Advance Your Career

Kit Tuveson, President, Tuveson and Associates

Credibility is a key competency for today's facility management team. Job knowledge, strong organization relationships and solid management skills comprise the foundation. This presentation will share solid best practices leading to enhancing key competencies that build credibility, including: understanding how what you say and do impacts your credibility, developing a strategy to differentiate credible suppliers, and creating effective work relationships with your boss and employees that lead to improved performance. Participants will use several exercises to help develop strategies to improve their credibility.

Learning Objective(s):

1. Understand how what you say and do impacts your credibility
2. Learn how to develop a strategy to differentiate credible suppliers
3. Create effective work relationships with your boss and employees that lead to improved performance

AUDIENCE: BEGINNER CEU: 0.1

Safety and Security

W4.43 • 343

Ensuring Fire Safety for Food Service Operations in Commercial Facilities

Nelson Dilg, President, Nelbud Services Group

Two important issues have recently emerged regarding fires in the grease exhaust systems of commercial buildings: 1) The NFPA standard governing this particular discipline – NFPA 96 – now places compliance burden squarely upon the building owner and 2) firefighter deaths that resulted from these otherwise preventable fires have prompted several cities and states to pass laws requiring licensure and strict inspection/reporting provisions/ This session will distill the specific responsibilities under NFPA 96, including changes to the standard, the building owner's responsibilities, the form that compliance takes in differing jurisdictions, and simple inspection techniques.

Learning Objective(s):

1. Increase awareness of the building owners and engineers' responsibility to fire safety in grease exhaust systems
2. Learn about recent changes in NFPA 96 codes and compliance
3. Understand how inspection can help reduce noncompliance as well as the risk of fire in grease exhaust systems

AUDIENCE: BEGINNER CEU: 0.1



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Conference Sessions: Wednesday/Thursday

Greening an Existing Building

W4.45 • 345

The Greening of the Baltimore Convention Center

Steven Carroll, Vice President, Innovative Building Solutions

The re-roofing of the 43,000 square foot mezzanine level of the 31 year old Baltimore Convention Center, posed many challenges - not least of which was minimizing the impact of a major intensive green roof and paver installation on a busy convention center. The hot rubberized asphalt waterproofing system, high strength custom pressed concrete pavers and low VOC liquid membrane fountain waterproofing coupled with intensive planting of trees and shrubs make a compelling story of the imagination, hard work and deep collaboration between architect, contractors, vendors and facility managers that it took to complete this unique project.

Learning Objective(s):

1. Learn how the Baltimore Convention Center installed a green roof and paver system
2. Gain a better understanding of waterproofing systems
3. Demystifying the design and installation of intensive green roof and concrete paver systems for occupied roof spaces.

AUDIENCE: INTERMEDIATE CEU: 0.1

Technology

W4.47 • 347

Integration of Building Information Modeling and Commissioning

James P. Barrett, National Director, Integrated Building Solutions, The Turner Corporation

The theory of Building Information Modeling (BIM) is often divorced from the practical reality of the challenges experienced in its implementation across the life-cycle of a building project. This session will cover not just the technology but the useful standards, work flows, and integrated project organizations that are necessary to enable the life-cycle BIM to be a data and information rich bucket rather than a sieve. Using case studies, like the Nascar Hall of Fame in Charlotte and the Columbia University Northwest Corner Building in New York City, this session will present the wide spectrum of current and future BIM implementation methods and the challenges and opportunities in each.

Learning Objective(s):

1. Understand the changing roles and responsibilities of all parties to BIM development during life-cycle of a project
2. Understand how a BIM Execution Plan developed early in design is critical to establishing standards and sharing protocols
3. Through case studies learn about various applications and degrees of BIM

AUDIENCE: BEGINNER CEU: 0.1

Technology

W4.49 • 349

From Communication to Transformation: Leveraging Technology to Manage Your Facilities

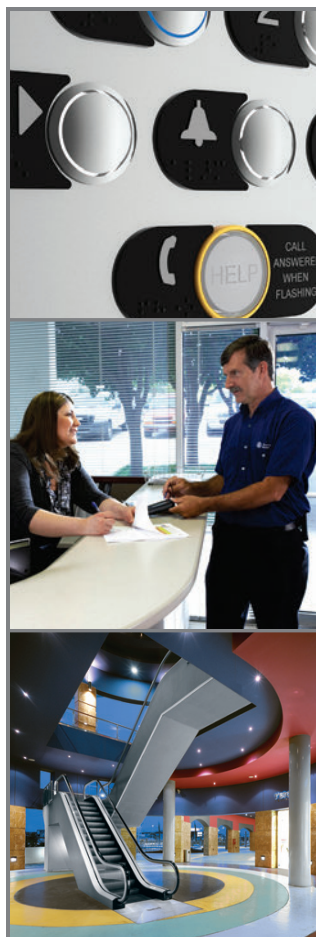
Shelley Armato, President and CEO, Marathon Digital Services and MySmartPlans

This session will explore how the use of technology during the construction process and closeout phase can provide revolutionary support to project team members, from subcontractors to facilities managers, and everyone in between. Hear from an industry leader in both the fields of Construction Information Management & Commercial Real Estate, as she explores ways in which electronic document management is helping owners regain control of their projects from pre-construction through closeout, as well as providing a wealth of indispensable knowledge for facilities managers.

Learning Objective(s):

1. Understand the many causes of chaos in the construction industry and how to reduce it
2. Discover the definition of communication and its multiple forms as it relates to the construction industry
3. Learn about electronic document management and how it is revolutionizing construction from pre-design to closeout, for all project stakeholders from subcontractors to owners to facilities manager

AUDIENCE: BEGINNER CEU: 0.1



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Thursday, March 17

9:00-9:50 am

Greening an Existing Building
R1.18 • 318

How Building Enclosure Commissioning (and Retrocommissioning) Can Save You Money

Jeffrey D. Kerr, Senior Engineer, Simpson Gumpertz & Heger

Paul Totten, Senior Project Manager, Simpson Gumpertz & Heger, Inc.

The building enclosure is comprised of many unique systems that must balance a complex network of system interactions in order to properly control heat, air, and moisture. Without proper coordination during design, construction, and implementation of these systems, buildings have an increased risk of long-term problems including moisture and IAQ related issues. This presentation will discuss the commissioning and retrocommissioning processes for building enclosures from design development through post-occupancy. Also, the session will discuss how this process provides high level of quality assurance and helps minimize or eliminate long-term problems related to improper design and construction practices. We will use several project

Thursday, March 17 • 8:00-8:50 am

Leadership and Career Advancement, Strategic Planning

RGS • 316

Influence = Power: Keys to Becoming More Visible Within Your Organization

Lenny Jachimowicz, Vice President, Engineering and Facilities Management, Global Operation Services, Marriott International, Inc.

Jon E. Martens, CFM, CFMJ, IFMA Fellow, Facilities Operations Division Manager, County of Sonoma

Bert M. Gumeringer, MBA, MS, CHFM, Director-Facilities Operations, Texas Children's Hospital

The time for facility managers to step up to the plate and lead. By shining the spotlight on the FM department's indispensable role in meeting an organization's goals of sustainability, efficiency and frugality, facility managers can choose to rise the level of a strategic leader — or become a major obstacle in its progress. Hear from a panel of highly respected facility managers discuss how they cultivated their personal and professional influence to become leaders within their organizations.

Learning Objective(s):

1. Understand how to become a voice of influence in your organization
2. Learn how to use your influence to heighten the facility department agenda within the organization
3. Understand how a lack of influence can often be detrimental to your department

AUDIENCE: BEGINNER CEU: 0.1

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Conference Sessions: Thursday

examples and current ASHRAE and NIBS published guidelines as references.

Learning Objective(s):

1. Attendees will learn more about the building enclosure commissioning process
2. Attendees will understand the value provided by commissioning the enclosure
3. Attendees will have a better understanding of tools and testing that can be utilized for commissioning
4. Attendees will gain knowledge on retrocommissioning for building enclosures

AUDIENCE: INTERMEDIATE CEU: 0.1

Greening an Existing Building

R1.21 • 321

How a Ronald McDonald House Went from Red and Yellow to Green

Rick Walker, LEED AP, Vice President, Sustainability Services, Transwestern

This session provides an in-depth review of the lessons learned when planning and implementing sustainable initiatives at a regional non-profit organization. The Ronald McDonald House of Southeastern Wisconsin LEED-EB pilot project was among the first of its kind in the area, and managed to generate significant operational savings while boosting sustainability throughout the organization. Attendees will learn firsthand about tools they can use to begin a similar program at their facilities.

Learning Objective(s):

1. Understand the challenges to get this sustainable

initiatives started

2. Learn about the steps taken to create a major impact
3. Learn about the tools used to undertake this project

AUDIENCE: BEGINNER CEU: 0.1

Energy Efficiency, Upgrades and Utilities

R1.24 • 324

Energy Efficiency Rebate and Incentives: A Regional Overview

Brooke Bey Smallwood, Program Specialists, Pepco C&I

Attend this session for an overview of the different energy efficiency incentive programs in the region. Attendees will walk away with a better understanding of initiatives they can undertake to qualify for incentives.

Learning Objective(s):

1. Understand what an energy efficiency program is
2. Understand the different regional EE programs
3. Learn about energy efficiency best practices

AUDIENCE: BEGINNER CEU: 0.1

Energy Efficiency, Upgrades and Utilities, Green Standards

R1.27 • 327

Walking the Sustainable Walk at Johnson Controls

Ward Komorowski, Director of Facilities and Buildings, Johnson Controls, Inc.

A growing number of companies increasingly measure their performance using the triple bottom line indicators of economic, social and environmental impact. Johnson Controls, Inc. demonstrates these values in its products and services, and the construction and expansion of its headquarters campus in Glendale, Wisconsin is providing a showcase for its efforts. The 33-acre complex includes 306,359 square feet of new and completely renovated office space. Two existing buildings with a combined 160,000 square feet were renovated for the corporate headquarters, and three new buildings were constructed: a 114,599-square-foot headquarters for its Power Solutions business; a 31,700-square-foot building that includes a cafeteria, meeting rooms and fitness center; and a new four-level parking structure for more than 400 vehicles including space for plug-in hybrids. Attend this session to learn about the cutting edge technology Johnson Controls used to create one of the most sustainable campuses to date.

Learning Objective(s):

1. Learn about the technical innovations used
2. Understand the theory of supplier diversity
3. Learn about the strategy use to keep long-term energy costs low

AUDIENCE: BEGINNER CEU: 0.1

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Green Standards

R1.37 • 337

I Survived a Hospital LEED Certification

In this new series exclusive to NFMT, facility managers will provide personal insights into how they made it through a potentially overwhelming project, regulation compliance or inspection. In this session attendees will get an in-depth perspective of the LEED approval process at a medical facility.

Learning Objective(s):

1. Understand the overall timeline and project size for this LEED facility
2. Understand the obstacles/challenges that had to be overcome with this project
3. Understand the cost versus savings on this project

AUDIENCE: BEGINNER CEU: 0.1

Maintenance and Operations

R1.39 • 339

True Cost of Aggressive Preventative Maintenance on Exterior Services

Richard Arlington, President, Rich Arlington & Associates

Attendees will be presented with a series of real life cases in which facility management eliminated key language in their RFP (as a response to budgetary pressures) and how this led to an event that created unnecessary expense for their facility. The speaker will motivate attendees to engage in an interactive discussion on this for an unforgettable lesson on why a low price during the RFP process does not translate to low cost of ownership over time. Attendee will walk away with a better understanding of how to create positive vendor relationships.

Learning Objective(s):

1. At the end of this session the attendee will learn how pre salting can reduce overall cost and risk of Slip & Fall
2. At the end of this session the attendee will learn how good IPM management can reduce landscape maintenance overall cost
3. At the end of this session, the attendee will learn why IPM for trees and shrubs should be managed to reduce cost of ownership for facility.

AUDIENCE: INTERMEDIATE CEU: 0.1

Maintenance and Operations, Medical

R1.41 • 341

When Bedbugs Bite: Identifying and Responding to an Infestation

Jeffrey White, M.S., Research Entomologist, BedBug Central

Bed bugs are back and here to stay! With the resurgence of bed bugs continuing each day, they are starting to show up in all types of homes as well as public facilities such as offices, schools, retail stores and movie theaters. The one way that the spread of this pest can be slowed is by education. This presentation will cover the recent history of bed bugs, their biology and behavior, and what you need to know to identify and avoid bed bug infestations. Progressive bed bug treatments will also be discussed in addition to the challenges we face as bed bugs become more common each day.

Learning Objective(s):

1. Review recent history of bed bugs, their biology and behavior

2. Learn how to identify and avoid bed bug infestations
3. Understand the role of progressive bed bug treatments

AUDIENCE: BEGINNER CEU: 0.1

Education, Safety and Security

R1.43 • 343

Creating, Implementing and Maintaining a Crisis Management Program for the 21st Century

Robert Lang, Assistant Vice President, Strategic Security and Safety, Kennesaw State University

This session will present a holistic approach to crisis management that goes well beyond the "floor warden" concept into an array of methodologies that enhances communications, enables a cadre of trained personnel to obtain the necessary security awareness trends and indicators, as well as provide everyday solutions to incident management for not only educational institutions, but businesses and corporations. The session will discuss how to put a viable and operationally effective crisis management program in place at your facility that emphasizes educational training, security awareness, drills and tabletops, with the ultimate goal of having a team of trained personnel able to plan, prepare and respond to any issue that may affect normal operations.

Learning Objective(s):

1. Understand the current workplace violence scenarios
2. Be able to successfully assemble a crisis management team
3. Learn necessity of successful training, drills and tabletop exercises

AUDIENCE: BEGINNER CEU: 0.1

Leadership and Career Advancement, Staff Training and Development

R1.45 • 345

Women in Facility Management: What does the Future Hold?

Julie O'Loughlin, Senior Director of Facilities, Operations and Emergency Management, Fenwick & West, LLP

Amy Natoli, RPA, Property Manager, The Brick Companies

Nancy Bechtol, Director, Office of Facilities Management and Reliability, The Smithsonian Institution

Join us for the 4th annual Women in Facilities series at NFMT. Attend this round table discussion for a honest discussion with other women in facility management (and a few men). This attendee driven discussion will tackle topics such as work/life balance, corporate culture, employee recruitment and retention and much more.

AUDIENCE: BEGINNER CEU: 0.1

Strategic Planning

R1.47 • 347

Your FCA (Facility Condition Assessment) Is Your GPS

F. Joshua Millman, AIA, Principal, Facilities Planners & Architects, Inc.

To use a GPS to reach your destination, you first need to know your starting point. Whether you are performing due diligence on a building acquisition, developing a facilities capital replacement program, or identifying opportunities to lower facilities energy costs, you also need to first identify the starting point. You achieve this through a facility condition assessment (FCA). A "Total FCA" combines the FCA with an energy audit. This Total FCA model is presented with handouts for you to present results to the C Suite and its use demonstrated in case studies for a mall and a manufacturing plant.

Learning Objective(s):

1. Understand the ASTM Standard E2018-08 for Facility Condition Assessment and the ASHRAE Level II Energy audit plus other benchmarks for facilities condition risk and sustainability assessments
2. Conduct a total facilities condition (TFCA) assessment with forms provided at this presentation
3. Employ this model for identifying the potential energy cost savings upgrade costs returns on investments and payback periods
4. Present assessment results and return on investment data to the C-Suite as an opportunity to transform perception of facilities from a cost center to a cost savings center

AUDIENCE: BEGINNER CEU: 0.1

Staff Training and Development

R1.49 • 349

Managing a Multi-Generational Staff

JMarc Fischer, CPM, RPA, CCIM, Senior Vice President & Director, Management Services Transwestern

Larry Morgan, RPA, FMA, SMA, Head of Operations, Palo Alto and Vancouver Regions SAP, Global Facilities Management (Americans)

Most facility managers now are managing a workforce that has everyone from Baby Boomers to Millennials. This can bring unique challenges and obstacles to overcome but it can also become a collaborative environment. Attend this session to learn from the panel on tips to manage a multi-generational staff and keep all your employees happy and successful.

AUDIENCE: BEGINNER CEU: 0.1

10:00-10:50 am

Energy Efficiency, Upgrades and Utilities

R2.18 • 318

Data Centers and Green Initiatives

Mark S. Evanko, Principal, BRUNS-PAK,

This presentation provides an overview of the impact of new computer technology and the considerations in developing high availability facility infrastructures with specific emphasis on server virtualization and consolidation. The speaker will also discuss the importance of short/long-term planning

Conference Sessions: Thursday

and how it influences data center financial liabilities. Hear about options and alternatives to investigate when developing data centers, as well as a view of industry trends that have been gathered from practical consulting, design, and engineering experiences. In addition, the speaker will talk about local, regional and national regulations that may affect your ability to construct your data center of the future.

Learning Objective(s):

1. Be able to identify data center green initiatives
2. Understand reliability vs. redundancy vs. uptime
3. Understand the role of LEED in data centers
4. Learn the cost impacts and trends in greening data centers

AUDIENCE: INTERMEDIATE CEU: 0.1

Greening an Existing Building

R2.21 • 321

Rainwater Catchment – Whether Drizzle or Downpour

Stephen P. Sundstrom, Marketing Director, SkyHarvester

Today, rainwater harvesting is becoming more and more appealing as governmental regulations and commercial applications continue to evolve and embrace it. Coupled with the increasing affordability of the technology to collect, retain and distribute harvested rainwater, the commercial viability of rainwater/gray water harvesting is moving more toward the mainstream. Harvesting water is easy. This presentation explores the

more difficult aspects of the process, the potential applications of water harvesting and the commercial viability of these solutions from the perspective of an existing building and new construction. It also explores the modern control systems required to run these sophisticated systems.

Learning Objective(s):

1. Learn about the commercial viability of rainwater/gray water harvesting for facilities
2. Understand applications of harvested water and design considerations
3. Understand modern control systems for water harvesting systems

AUDIENCE: BEGINNER CEU: 0.1

Energy Efficiency, Upgrades and Utilities

R2.24 • 324

The New Energy Mix: Carbon, Sustainable, Alternative

John Studebaker, PhD, President, Studebaker Energy Consulting LLC

This session will explain the current energy procurement process as well as new processes that are evolving. In the not too distant future, energy cost containment will be a much more complex customer-directed effort. As processes become available, an energy user, to remain competitive, will have to adjust their purchase procurement strategies accordingly. This session will address the following areas of the transition process: What is available? How does it work? How efficient is the process?

What will it cost?

Learning Objective(s):

1. Understand the current energy purchasing processes
2. Learn about the future energy options and requirements
3. Learn about the future energy costs

AUDIENCE: BEGINNER CEU: 0.1

Energy Efficiency, Upgrades and Utilities

R2.27 • 327

U.S. DOE Resources for Improved Energy Efficiency of Industrial Buildings Systems

Rolf F. Butters, Technology Manager, U.S.

Department of Energy

According to the U.S. Department of Energy's Energy Information Administration, manufacturing consumes approximately one third of all energy consumed in the United States. Industrial buildings systems consume on average about 5 percent of that energy. However, several sub-sectors consume more energy in industrial buildings systems as a percentage of total site energy.

Learning Objective(s):

1. Learn about an incentives database identifying state and utility resources to improve the efficiency of industrial buildings and processes
2. Understand the free software tools and scorecards to identify energy and cost savings and



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3. Learn about tip sheets and technology reports that address energy efficiency and cost reduction strategies in steam systems, process heating systems, pumping systems, compressed air systems, and motor driven systems
4. Comprehend how manufacturers have implemented energy management systems and reduce their energy intensity

AUDIENCE: BEGINNER CEU: 0.1

Maintenance and Operations

R2.37 • 337

I Survived a JCAHO Visit

Bert M. Gumeringer, MBA, MS, CHFM, Director-Facilities Operations, Texas Children's Hospital

In this new series exclusive to NFMT, facility managers will provide personal insights into how they made it through a potentially overwhelming project, regulation compliance or inspection. In this case, the day most medical facility managers dread and prepare for, for months: the arrival of JCAHO (or Joint Commission on Accreditation of Healthcare Organizations) for an inspection. Attend this session to hear an FM of a leading healthcare facility describe the process of having JCAHO conduct a rigorous in section of his building.

Learning Objective(s):

1. Understand how this facility prepared for JCAHO
2. Learn what happens when the JCAHO inspector

arrives and the facility managers role that day
3. Learn what the result of the JCAHO inspection was

AUDIENCE: BEGINNER CEU: 0.1

Maintenance and Operations

R2.39 • 339

Changing Face of FM: A Business Case for Reliability-Centered Maintenance

Daren Kennedy, Systems Reliability Branch Manager, Smithsonian
ames P. Whittaker, P.E., CFM, FRICS, President, Facility Engineering Associates, P.C.

Almost every facilities organization is searching for ways to operate more effectively and efficiently with limited resources. One of the most promising, yet often overlooked, ways of accomplishing this is through the use of new technologies to improve efficiency of a maintenance organization. This presentation will demonstrate a multitude of ways that PT&I tools can be utilized as part of a streamlined reliability-centered maintenance program to reduce labor requirements, improve energy efficiency, maximize system reliability, extend the life of building systems, protect your assets, and aid in system diagnostics.

Learning Objective(s):

1. Understand the Reality and Value of RCM as a Facility Manager
2. How to improve the effectiveness and efficiency

of your maintenance program

3. See real predictive testing and inspection success stories

AUDIENCE: INTERMEDIATE CEU: 0.1

Safety and Security, Strategic Planning

R2.41 • 341

A Review of the ADA Final Regs

Joan W. Stein, President & CEO, Accessibility Development Associates, Inc.

In the last six months, major changes have been announced for the Americans with Disabilities Act (ADA) and the U.S. Department of Justice has adopted the 2010 ADA Standards for Accessible Design. These changes are created many questions in the facility management world. Attend this session for a brief overview on what actually changed with the new final guidelines and timeline of when these new rules will become enforced.

Learning Objective(s):

1. Learn the changes in the new rules
2. Understand the timeline
3. Understand a facility manager's role in these changes

AUDIENCE: INTERMEDIATE CEU: 0.1

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Conference Sessions: Thursday

Technology

R2.43 • 343

Whole Building Design Guide

Richard Paradis, P.E., BSCP, Director, Advanced Materials Program, National Institute of Building Sciences

The WBDG provides one-stop access to up-to-date information on a wide range of building-related guidance, criteria and technology from a 'whole buildings' perspective. At the heart of the WBDG are Resource Pages, reductive summaries on particular topics linked to authoritative technical documents. The WBDG is a collaborative effort among federal agencies, private sector companies, non-profit organizations and educational institutions offered to the building community by the National Institute of Building Sciences through funding support from Federal agencies. Outstanding new content includes building information modeling and high performance buildings.

Learning Objective(s):

1. Understand the work the Whole Building Design Guide (WBDG) does
2. Comprehend the goals of the WBDG
3. Understand the tools associated with the WBDG

AUDIENCE: BEGINNER CEU: 0.1

Technology

R2.47 • 347

Carpet Specification: The Dos and Don'ts for Maximum ROI

Lewis G. Migliore, President, LGMTCS and Associates

Carpet's current array of styles and colors provide an almost endless range of options for facility managers, and enhanced sustainability attributes--recycling and reuse, improved acoustics, and thermal savings--make it a key building asset. But without proper specification, carpet may not live up to its performance expectations, which can jeopardize budgets and create an environmental problem when a failed floor covering is relegated to the landfill earlier than planned. This session outlines the keys to proper carpet specification for successful carpet installations that performs up to (and even beyond) expectations throughout its life cycle.

Learning Objective(s):

1. Understand construction and application of a variety of carpet types
2. Identify how to select the right carpet for optimum performance
3. Learn how to evaluate the longevity of color fiber construction, texture and design
4. Study the correct way to install and maintain the product

AUDIENCE: BEGINNER CEU: 0.1

Energy Efficiency, Upgrades and Utilities, Greening an Existing Building

R2.49 • 349

Lighting the Net-Zero, High Performance Facility

Peter Schwartz, Vice President Business Development, LUMEnergy, Inc.

Lighting represents the largest untapped energy end use. Successfully integrating advanced lighting technology with building management control systems is key to optimizing building performance, increasing grid reliability, improving customer satisfaction and transforming facilities toward the goal of becoming a net-zero facility.

Learning Objective(s):

1. Gain an understanding of the main drivers and policy initiatives behind net-zero energy building initiatives
2. Learn how to incorporate advanced lighting controls to optimize energy savings
3. Understand how the onset of the Smart Grid era demands smart buildings dynamic controls and intelligent lighting
4. Learn how intelligent lighting solutions can deliver over 70 percent reductions in lighting energy and significantly reduce operating costs

AUDIENCE: BEGINNER CEU: 0.1

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2:40-3:00 pm

Greening an Existing Building

R3.18 • 318

The Next Generation of Green Restrooms

William Gagnon, Vice President of Marketing, Excel Dryer, Inc.

John Watson, Director of Water Efficiency, Sloan Valve Company

Attend this session for an overview of the newest technologies in high-efficiency plumbing products and fixtures for sustainable restroom design, including practical, economic and environmental benefits of high-speed energy-efficient hand dryers, water use and trends, how to choose water-saving products and an explanation of how these products apply the new, best-practice green building.

Learning Objective(s):

1. Review facts about water and water use in the U.S.
2. Discuss specific green design restroom applications, including performance testing information
3. Describe what to look for when choosing water efficient products
4. List financial and maintenance benefits of high-speed energy-efficient- dryers

AUDIENCE: INTERMEDIATE CEU: 0.1

Strategic Planning

R3.21 • 321

Best FM Practices in Schools (and other organizations of similar size)

Chris Corby, CFM, LEED AP, President, School Facility Management, LLC

Attend this session for a review of "best" -- or at the very least, pretty darn good -- practices for managing schools and similar facilities. This interactive presentation provides a mixture of several proven management techniques, and attendees can expect to see simple and tangible tools. They should also expect to participate in providing their own successful experiences.

Learning Objective(s):

1. Learn how to create a building occupant satisfaction survey
2. Obtain tools for setting maintenance staff expectations
3. Generate ideas for effective meetings

AUDIENCE: INTERMEDIATE CEU: 0.1

Energy Efficiency, Upgrades and Utilities, Technology

R3.24 • 324

Energy Optimization Technology in Commercial Buildings

Michael Zimmerman, CEO, BuildingIQ

Commercial buildings consume 20 percent of US energy, but the sector downturn means

building operators have to save more with less capital and resources. This session will demonstrate ways in which energy optimization technology can drive 10-30 percent building energy savings with little or no capital by incorporating the specific characteristics of the building, weather and utility data, and continuously tunes the building automation system to reduce energy and cost while maintaining comfort.

Learning Objective(s):

1. Introduce the concept of optimization and how it is different from typical controls operation
2. Provide case studies on real savings even in already high performing buildings
3. Educate the audience on how the latest technology can be used to reduce energy while freeing up resources

AUDIENCE: INTERMEDIATE CEU: 0.1

Leadership and Career Advancement

R3.27 • 327

Are You Providing Value as an FM Leader?

Stormy Friday, President, The Friday Group

We hear so much about leadership these days, especially since we are managing in a difficult FM business environment. Theories and advice on how to be an effective leader abound, but sometimes we can't see the forest through the trees. Maybe it is time to simplify and get back to the basics about leadership. Maybe there are only a few guiding

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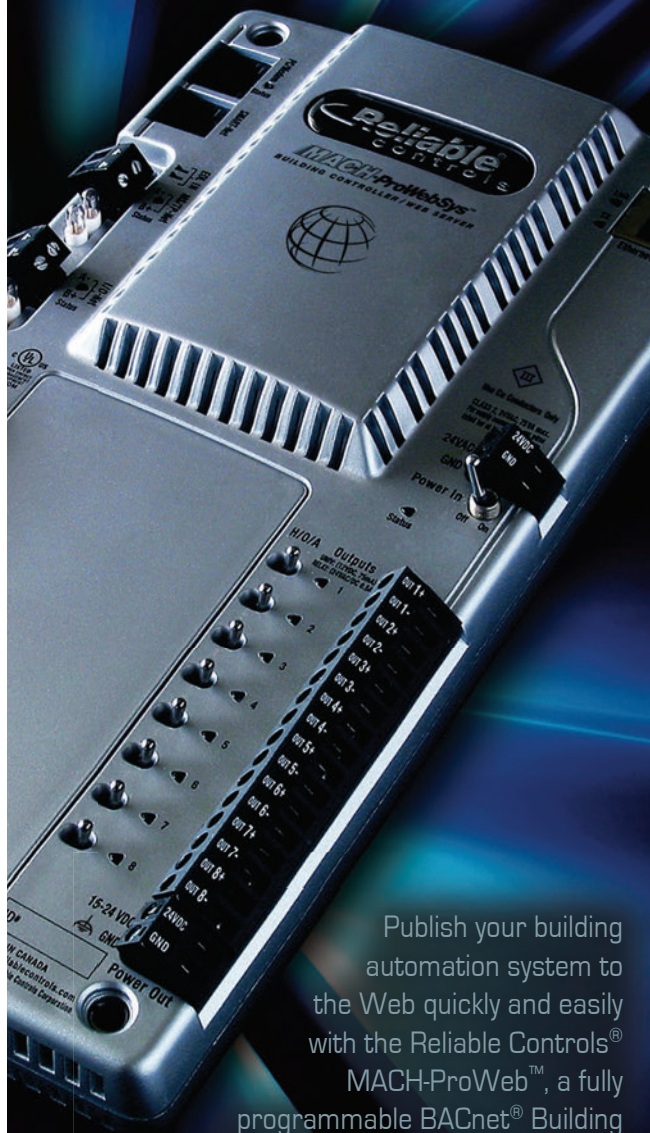
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Conference Sessions: Thursday

principles we should follow.

Learning Objective(s):

1. Understand how value-add leadership is characterized
2. Establish a simply framework for effective leadership
3. Explore value-add leaders from history and examples of effective FM leadership
4. Create a value-add leadership game plan

AUDIENCE: INTERMEDIATE CEU: 0.1

Business Continuity

R3.37 • 337

I Survived a Natural Disaster

In this new series exclusive to NFMT, facility managers will provide personal insights into how they made it through a potentially overwhelming project, regulation compliance or inspection. In this session attendees will walk through the timeline of a natural disaster through the eyes of an FM at a hospital. Learn what steps were taken before, during and after to make ensure the safety of patients, staff and property.

Learning Objective(s):

1. Comprehend the natural disaster plan in place prior to the event
2. Learn how the plan was implemented and adapted during the disaster
3. Understand what the hospital staff learned from the experience and how that has shaped the current natural disaster plan

AUDIENCE: BEGINNER CEU: 0.1

Business Continuity,

R3.39 • 339

Stop Sacrificing High Efficiency for Critical Backup Power Reliability

Martin Olsen, Vice President, Global Channels, Active Power, Inc.

Predictable. Expected. Certain. These are boring terms to the laymen, but to facility managers who are tasked with 24x7 uptime, these words are crucial. All mission critical facilities require clean and uninterrupted power that is typically provided with a combination of an uninterruptible power supply (UPS) and a diesel generator. In the past, UPS systems have been dependent on big banks of lead acid batteries for backup power capability. But, due to the chemical makeup of lead acid batteries, reliability comes into question. It's challenging to capture an accurate, real time snapshot of the health and status of a conventional battery based UPS system. Similar to relying on a flashlight when the lights go out, how confident are you the flashlight will work when you really need it?

Learning Objective(s):

1. Understand how organizations don't have to sacrifice their greening efforts for reliability
2. Learn about the various technologies that are available to operators
4. Learn what really causes failures of conventional battery based UPS systems and how to prevent them

AUDIENCE: INTERMEDIATE CEU: 0.1

Maintenance and Operations

R3.41 • 341

Full-Depth Reclamation (FDR): The Green Alternative for Blacktop Reconstruction

Lang Butler, Vice President, Ruston Paving Co., Inc.

Tim McConnell, Pavements Engineer, Ruston Paving Company, Inc.

Deteriorating asphalt pavement areas are a constant problem to facility managers. A process called full-depth reclamation (FDR) can help ease the burden of repair and reconstruction. This session will educate attendees on this eco-friendly process that will prove to be a win-win for you and our planet.

Learning Objective(s):

1. To gain an understanding of the FDR process
2. Identify the benefits of the FDR process as compared to other alternatives
3. What makes FDR an eco-friendly solution.

AUDIENCE: BEGINNER CEU: 0.1

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APRIL 4

THE BUSINESS OF THE BOTTOM LINE

PRESENTED BY JEFFREY D. ADAMS

Facilities Managers need to make sure they understand every financial document given to them. Learn to develop fluency in the language of finance, understand cost control/cost benefit, and gain a better understanding of the budgeting process.

APRIL 11

THE ART OF NEGOTIATIONS

PRESENTED BY TOM WM. GILLE

Learn what to listen for in negotiations, understand balancing power, how to create winning authority during negotiations and the importance of follow-through.

APRIL 18

WORKING WITH THE C-SUITE

PRESENTED BY DIANE MACKNIGHT

AND MICHAEL REDDING

The facility is very often the largest asset for a company, but it can also be the largest expense. Learn how to work the corner offices to budget, strategize and negotiate properly for your department.

MAY 2

LEAD AND THEY WILL FOLLOW

PRESENTED BY MEREDITH THATCHER

More and more Facilities Managers are the face of both the building and the department both internally and externally. Understand the difference between leaders and managers and what the organization's culture is.

MAY 9

LEGAL RESPONSIBILITIES FOR THE FACILITY MANAGER

PRESENTED BY KIT TUVESON

This session will give participants an overview of what areas of the facility could have legal implications for the company. From everything to a slippery floor to poor IAQ to a natural disaster, the facilities department can help or hinder the legal department.

MAY 16

FACILITIES MANAGEMENT IN ANY ECONOMY

PRESENTED BY MARC FISCHER

The good, the bad and the ugly... learn how facilities managers will need to approach each economic cycle to succeed. Facilities Managers need to re-develop business plans for each economic climate, since there are challenges and opportunities in each cycle.

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Conference Sessions: Thursday

Green Standards

R3.45 • 345

Cities, Regions and Communities: Green Programs & Collaborations

Jon E. Martens, CFM, CFMJ, IFMA Fellow, Facilities Operations Division Manager, County of Sonoma

Attend this session to learn about Sonoma County's journey toward sustainable practices and policies through a variety of collaborations and strategic partnerships. Learn how a Comprehensive Energy Project (CEP) featuring building retrofits and clean energy generation has reduced greenhouse gases by 6,135 tons per year, electricity by 13,365,226 kWh per year, and utility costs by \$1,689,316 in the first year – all without negative cash flow.

Learning Objective(s):

1. Learn about the building management components of Sonoma County's Comprehensive Energy Project
2. Understand the financing innovations that supported the initiative
3. View retrofit case studies on a variety of boiler, chiller, water and lighting systems
4. Learn about the next steps for the CEP

AUDIENCE: INTERMEDIATE CEU: 0.1

Technology

R3.49 • 349

Mobile Integration for Building Management Services

Ayodale Cole, Principal, Cole Solutions, LLC

Learning Objective(s):

1. Understand how mobile technology can be leveraged to connect resources in real-time
2. Understand how to leverage mobile technology to access backend data on the go
3. Understand how mobile technology can be leveraged by customer to access vital information

AUDIENCE: ADVANCED CEU: 0.1

3:10-4:00 pm

Leadership and Career Advancement, Staff Training and Development

R4.37 • 337

The 10 Things Your Staff and Vendors Won't Tell You

Michael B. Cowley, CPMM, President, CE Maintenance Solutions

This presentation will address the 10 most common things your staff and vendors won't tell you willingly about your organization and operation. Mr. Cowley will discuss each item offering his thoughts on why each occurs, including:

- We don't have a clue of how to fix it
- You are wasting a lot of money
- This repair won't last till I get to the front door
- I hate my job

At the conclusion of the presentation Mr. Cowley will present ideas on how to bring the truth to light and methods to prevent it from being hidden in the future.

AUDIENCE: BEGINNER CEU: 0.1

Technology

R4.39 • 339

Biodiesel, Bioheat and Biobased Products: Sustainable Options for Greening Facility Management

Tom Van Arsdall, President, Van Arsdall & Associates

Biodiesel, bioheat and biobased products are sustainably produced, cost-effective and commercially available to facility and fleet managers in business and government at all levels. Highlights of policies and incentives to promote commercial availability and use of these sustainable products will be presented, and examples of successful use will be profiled.

AUDIENCE: BEGINNER CEU: 0.1

Energy Efficiency, Upgrades and Utilities, Technology

R4.41 • 341

Proper Air Filtration Can Save Energy

Alan C. Veeck, CAFS, NCT II, Executive Director, National Air Filtration Association

Proper air filtration is an important issue for facility managers who are concerned about indoor environmental quality. This presentation will be a hands-on interactive dialogue, and will show the principles of air filtration, both particulate and molecular, and provide the formula for sustainability and energy saving techniques.

Learning Objective(s):

1. Learn the principles of air filtration
2. Understand practical application for different types of filters
3. Learn the formula for sustainability and energy savings with filtration

AUDIENCE: BEGINNER CEU: 0.1

Technology

R4.45 • 345

Getting the Most “Bang for your Buck”: What Makes Enterprise FM Technologies Successful?

Craig Alsheimer, Senior Program Manager, CFI

When it comes to enterprise RE/FM technologies, there seems to be no shortage of success stories. Yet many organizations have failed to achieve the results they expected from their investments in technology. Why is there such disparity in reported success rates for enterprise FM technology investments? Can return on investment ever really be predicted? Are vendor claims accurate? Is a huge investment always required to get started? What are the keys to success and how do you avoid the pitfalls that diminish returns or lead to failure?

Learning Objective(s):

1. Understand enterprise RE/FM technologies
2. Learn why many organizations do not receive the results they expected
3. Understand the true ROI on this technology

AUDIENCE: BEGINNER CEU: 0.1

Technology

R4.47 • 347

The Next Era of Lighting Controls

Danny Yu, CEO, Daintree Networks

Nearly \$200B is spent globally each year on energy for lighting, and about half comes from commercial buildings. Advanced control over lighting offers the ability to significantly drive down energy usage while improving facility management, but the cost and complexity of traditional solutions have hindered widespread adoption. Learn about the unique benefits that wireless, standards-based lighting controls offer, including broader and more granular control, simple commissioning, and drastic reductions in the cost and complexity of installation.

Learning Objective(s):

1. Learn about the next-gen lighting controls that will realize maximum energy efficiency potential
2. Learn how wireless solutions reduce the costs and complexities of lighting controls to encourage adoption
3. Understand the developing standards in wireless communications and lighting controls and why they are important for continuous energy savings and smart grid applications
4. Learn how interoperability and open standards in lighting controls will provide facility managers with more options, lower prices, and a future-proofed investment

AUDIENCE: BEGINNER CEU: 0.1



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www.philips.com/lighting

At Philips, we believe sustainable development is imperative. It is our way of doing business, an investment that will create value and secure the future. Philips Lighting North America, which includes Philips Lighting Company and Philips Advance, offers a full line of sustainable lighting solutions including Green Flagship and environmentally-friendly lamps and ballasts for the broad range of commercial, retail, and residential users.

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Booth# 1438

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Lorton, VA 22079

703-550-3600

Fax: 703-550-3604

www.pioneerroofing.com

Serving the Washington area since 1978, The Pioneer Roofing Systems team are experts in commercial roof replacements and repairs. Experienced with Energy Star thermoplastic, metal, green, and solar roofing, our team delivers problem-free roofs to meet your schedule and budget. Public and private building owners such as GSA, MWAA, Smithsonian, Robinson Terminal, Vornado, Kaiser Permanente, rely on Pioneer for their commercial roofing replacements and repairs.

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866-948-5300

Fax: 866-948-5400

www.portableairgroup.com

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Potter Electric Signal Company LLC

Booth# 1974

5757 Phantom Drive, Suite 125

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866-240-1870

Fax: 314-595-6999

www.pottersignal.com

Potter Electric Signal Company, in

business for over a century, produces fire sprinkler monitoring systems, corrosion solutions, electronic fire systems, and vault and safe security systems. Since 2004, Potter has also been producing all AMSECO branded products including magnetic contacts, door announcers/people counters, hold-up buttons, mass notification appliances, and transformers.



PPG Industries Inc.

Booth# 1069

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www.ppgideascales.com

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Practical Energy Solutions LLC

Booth# 878

2a Research Parkway

Wallingford, CT 06492

203-284-1750

Fax: 203-949-1249

www.pescontrols.com

Practical Energy Solutions LLC is the industry leader in the design, engineering and installation of lighting control systems and lighting upgrades. The cornerstone of our success resides with state-of-the-art facility monitoring equipment, which allows us to quantify the energy savings. PES provides turnkey solutions to all industries including: federal, state and municipal governments; commercial; manufacturing; schools; universities; hospitals; and retail.

Precision Doors & Hardware

Booth# 639

6295-80 Edsall Road

Alexandria, VA 22312

703-461-8282

Fax: 703-461-3431

www.pdoor.com

Precision Doors & Hardware is a full-service distributor of commercial doors, frames and hardware serving the Mid-Atlantic region. We also provide and install bathroom partitions, accessories, automatic operators and specialty doors such as STC doors and high-abuse

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Precision-Paragon {P2}

Booth# 1068

23281 LaPalma Ave.

Yorba Linda, CA 92887

714-386-5550

Fax: 714-386-5649

www.p-2.com

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Predictive Service

Booth# 1247

25200 Chagrin Blvd., Suite 300

Beachwood, OH 44122

216-378-3500

Fax: 216-378-2105

www.predictiveservice.com

Predictive Service is a leader in providing managed predictive services and reliability engineering around the world. This helps clients keep their facilities operating reliably, safely and efficiently. Predictive Service's patented technology and processes ensure clients identify critical issues before failures occur. The company is headquartered in Cleveland, Ohio and has office locations around the world.

Pro-Bel Enterprises Ltd.

Booth# 732

65 Sunray St.

Whitby, ON L1N 8Y3

800-461-0575

Fax: 905-427-2545

www.pro-bel.ca

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Professional Restorations

Booth# 931

4401 Eastern Ave.

Baltimore, MD 21224

410-675-8100

Fax: 410-675-0600

www.professionalrestorations.net

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Exhibitor Listings

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Fax: 770-339-1784
www.trapguard.com

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Booth# 1264
401 Bellevue Road
Newark, DE 19713
302-455-9733
Fax: 302-454-9021
www.ptmmanufacturing.com
Manufacturer/distributor of green, energy-efficient HVAC ducting systems. Current products include Techna-Duc, the energy efficient exterior insulation system that reduces energy consumption by as much as 30 percent, protected by a 20-year warranty. And KoolDuct, a closed cell ducting system that reduces energy consumption by as much as 30 percent by eliminating leakage and improving thermal efficiency.

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Booth# 1768
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Baltimore, MD 21221
410-780-0930
Fax: 410-780-0931
www.pwt-baltimore.com
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Fax: 585-697-7588
www.quecentre.com

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Roanoke, VA 24012
877-753-6486
Fax: 540-344-5316
www.rkeng.com
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Indian Head, MD 20640
301-535-4716
Fax: 301-638-9530
www.rcipurifier.net

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RCx Building Diagnostics

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Charleroi, PA 15022
866-382-8628
Fax: 724-310-1010
www.rcxbd.com

RCx provides independent, third-party services to commercial building owners; giving them the tools, knowledge and expertise necessary to maximize the level of environmental performance possible within their current design and resource constraints. Through energy audits, retrocommissioning, and certification assistance; building owners and operators are able to make their existing buildings sustainable and efficient, while gaining recognition for their efforts.

REC Solar Inc.

Booth# 1772
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888-657-6527
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www.recsolar.com

REC Solar is an industry-leading solar power system provider specializing in

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Reliable Controls Corp.

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250-475-2036
Fax: 250-475-2096
www.reliablecontrols.com

Reliable Controls is a privately held corporation that designs, develops, and manufactures Internet-connected building controls. The products are used to monitor and control the efficient operation of mechanical and electrical equipment found in every kind of building. The company was founded in 1986, and has grown steadily as a high-tech manufacturer providing energy management solutions for green buildings.

Reuter & Hanney Inc.

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410-297-9566
Fax: 410-297-9984
www.reuterhanney.com

Reuter & Hanney is an NETA-certified company providing electrical testing and maintenance; infrared scans to engineering studies; cables to circuit breakers; motor control centers to transformers. Our expertise is utilized for acceptance testing of new projects and installations, maintenance and troubleshooting of existing systems. Performing engineering studies including arc flash analysis. Our goal: limit costly downtime at your facility.

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Sanuvox Technologies Inc.

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www.sdcsecurity.com

SDC is an ISO 9001 certified manufacturer of premium grade access control hardware that practices an internationally recognized quality management system. Products include: digital and card access control systems, mechanical and electromechanical locks and exit device; magnetic locks; delayed egress systems; electric strikes; battery back-up power supplies and custom system engineering.

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www.sealeze.com

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Booth# 958

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Booth# 1978

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Booth# 666

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www.sikacorp.com

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Booth# 644

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www.silentknight.com

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SimonsVoss
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SimonsVoss Technologies Inc.

Booth# 1969

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SiteStuff Inc.

Booth# 839

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Austin, TX 78759

512-514-7800
www.sitestuff.com

As the market leader in the area of MRO procurement for commercial real estate, SiteStuff helps our clients purchase everything they need to maintain and operate their building. We also offer solutions that streamline contract bidding, support reporting requirements and improve compliance into corporate initiatives.



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Booth# 659

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Fax: 800-447-8329
www.sloanvalve.com

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SMI Sign Systems

Booth# 1375

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301-468-1132
Fax: 301-230-9048
www.smisigns.com

SMI Sign Systems is a full-service sign company located in Rockville, Maryland servicing the greater Washington D.C. metro. Our product line includes, but is not limited to, interchangeable ADA-compliant sign systems, interior dimensional letters and logos, large-format digital printing, traffic and parking control signs, illuminated channel letters, pylon and monument signs, design services, permitting services and more.

SolarDock

Booth# 826

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Special Pathogens
Laboratory

The Legionella Experts - Pittsburgh, PA

Special Pathogens Laboratory

Booth# 842

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Special Pathogens Laboratory® provides the healthcare and water treatment industries, and commercial and industrial sectors reliable water testing, microbiological, and consulting services. SPL provides comprehensive strategies for detection, control, and disinfection of Legionella and waterborne pathogens. Founded by internationally recognized experts for groundbreaking research in Legionnaires' disease, SPL is an accredited laboratory and CDC-ELITE certified for expertise in Legionella testing.

Spirax Sarco Inc.

Booth# 1019

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803-714-2000
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Booth# 1464

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ACOUSTICAL SOLUTIONS/ SOUND MASKING

Acoustical Solutions Inc.	772
DORMA-Carolina Door Controls	978
Dynasound Inc., Soundmasking and Eavesdropping Protection Divisions	1165
Lencore Sound Masking and Acoustics	1073
Overly Door Co.	785
Pacor Inc.	2175
Shannon Enterprises of WNY Inc.	2367

ADA PRODUCTS

Alarm Tech Solutions LLC	964
APCO Sign Systems	778
Ascension	975
ASSA ABLLOY Door Security Solutions	1059
Big John Products Inc.	715
Comac Corporation Inc.	1175
DORMA-Carolina Door Controls	978
Evac+Chair North America LLC	1972
Excel Dryer Inc.	1668
Haws Corp.	1773
Kohler Co.	1674
Marks USA	985
Moen Commercial	765
Penguin Toilets LLC	1679
Precision Doors & Hardware	639
Scranton Products	1564
Sloan Valve Company	659
SMI Sign Systems	1375
Stryker EMS	2075
System Sensor	645
ThyssenKrupp Elevator	573
Total Door	1973
Workplace Essentials	1781
World Dryer	742
Zurn Engineered Water Solutions	527

AIR SYSTEMS

Advantix Systems	1281
Airius LLC	774
AQUIS	1373
Cold Point Corp.	1078
DuctSox Corp.	779
Dusty Ducts Inc.	1030
Interior Maintenance Company Inc.	1231
MacroAir Technologies	1579
MetaMedia Publishing LLC	1045
PTM Manufacturing	1264
SEMCO LLC	1572
Steril-Aire Inc.	1273

ARCHITECTURAL AND ENGINEERING SERVICES

AccuScan	935
AFE - Association for Facilities Engineering	2375
Alarm Tech Solutions LLC	964
American Restoration Inc.	1349
American Trainco Inc.	667
Applied Management Engineering Inc.	845
ARMM Associates Inc.	1047
Commissioning Agents Inc.	1242
E3 Designs LLC	831
EMG	1780
GSH Group Inc.	1784
Inventory Management Services Inc.	784
ISES Corp.	884
Lasertech Floorplans Ltd.	925
MacroAir Technologies	1579

Pro-Bel Enterprises Ltd.	732
RCI Technologies East	1136
Reuter & Hanney Inc.	2158
Rutherford Controls International Corp.	1975
Schindler Elevator Corp.	965
Truland Systems Corp.	2272
USGBC-Maryland Chapter	1384

AUDIO VISUAL

Connectrac	559
GameWell-FCI	543
Vision Technologies Inc.	2064

BENCHMARKING

FM BENCHMARKING	942
International Facility Management Association	731
RCx Building Diagnostics	1284

BIRD/PEST CONTROL

Bell Bird Control	1142
Dr. Gum Inc.	726
Innolytics LLC	713
No Fly Zone Inc. Bird Exclusion Specialists	1442
Sealeze-A Unit of Jason Inc.	2179
Terminix Commercial	919

BOILERS/WATER HEATERS

American Combustion Industries Inc. (ACI)	1044
American Homotec Inc.	1379
Chem-Aqua Inc.	1137
Cleaver-Brooks Inc.	825
Eastern Technical Inc.	1238
LAARS Heating Systems Co.	1862
MetaMedia Publishing LLC	1045
Miura Boilers	1680
Rosedale Products Inc.	1468
Shannon Enterprises of WNY Inc.	2367
WaterFurnace International Inc.	1767
Weil-McLain	766

BUILDING AUTOMATION/ SYSTEM INTEGRATION

Advanced Power Control Inc.	836
American Combustion Industries Inc. (ACI)	1044
Automated Logic Corp.	859
BACnet International	1383
Benjamin Electric Co.	728
C&C Complete Services	1447
Cadapult Ltd.	1779
CNR Lighting Supply Co.	1285
Data Industrial/Badger Meter Inc.	1169
E-Mon	1775
Emergi-Lite	1964
Hirsch Electronics	769
Hubbell Lighting Inc.	1574
Johnson Controls Inc.	950
Johnston McLamb, a CRGT Company	730
Kanepi Innovations	629
Lutron Electronics Co. Inc.	537
Maintenance Connection	579
MetaMedia Publishing LLC	1045
ONICON Inc.	1580
Onset Computer Corp.	712
Panasonic Electric Works Corp. of America	1469
Reliable Controls Corp.	649
RMS Omega Technologies	811
RovSys	1544

Rutherford Controls International Corp.	1975
Sensor Switch	958
Suppression Systems Inc.	2068
Viconics Electronics Inc.	1079
WattStopper	1549

BUILDING RESTORATION

A-1 Flood Tech	1131
Abatron Inc.	630
American Homotec Inc.	1379
American Restoration Inc.	1349
Applied Comfort Products Inc.	843
AQUIS	1373
ARMM Associates Inc.	1047
Belfor Property Restoration	1338
Bell Bird Control	1142
BOCA Group International	1144
C&C Complete Services	1447
CabCraft Interiors Inc.	1166
Caplan Bros. Glass	1183
Cold Point Corp.	1078
Conley Group	681
Eternabond	2371
FLIR Systems	849
Flow-Liner Systems Ltd.	812
GSM Roofing	678
Houck Specialty Contractors	1146
Interior Maintenance Company Inc.	1231
Kleenco Maintenance/Construction	1236
Lowe's Companies	2269
Marvin Window & Door Planning Centre	1558
Panasonic Electric Works Corp. of America	1469
PBI Restoration Resources	1043
Pella Corp.	743
Portable Air Group LLC	1243
Professional Restorations	931
Ruston Paving Co. Inc.	1031
SaniGLAZE International LLC	1246
Servpro	1350
Square Scrub	1464
SRP Glass Restoration	2274
Sto Corp.	1778
Structural Preservation Systems	1046
StructureTec	979
Stuart Dean Co. Inc.	748
Teupen USA Inc.	2359
Total Asphalt & Concrete Maintenance	1130
Tremco Roofing and Building Maintenance	1758
Unlimited Restoration Inc.	930

BURNERS

American Combustion Industries Inc. (ACI)	1044
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CARPET/CARPET FIBER/ CARPET CARE

A-1 Flood Tech	1131
Bentley Prince Street	1481
Bravo! Building Services Inc.	937
Cleaning Services Group	1330
Contract Finishes LLC	1024
J+J/Invision	1037
MilliCare By EBC Carpet Services	1251
Professional Restorations	931
Servpro	1350
Starnet Commercial Flooring Inc.	1578
Tandus Flooring	1565
Whittaker Co., R.E.	1272

CEILING

CabCraft Interiors Inc.	1166
Parkland Plastics	615

CHEMICALS: MAINTENANCE/CLEANING

Cleaning Services Group	1330
CSI International Inc.	872
DuPont	1065
MicroGuard	1274
Milazzo Industries Inc.	2372
Square Scrub	1464

COMMUNICATIONS TECHNOLOGY

360Facility	864
American Time & Signal Co.	1867
archSCAN, LLC	1226
BACnet International	1383
CentraAlert Inc.	2069
Connectrac	559
FacilitiesNet.com	1959
Facility Wizard Software	969
FacilityZone.com	1959
GameWell-FCI	543
Lencore Sound Masking and Acoustics	1073
MyFacilitiesNet.com	1959
RMS Omega Technologies	811
Vision Technologies Inc.	2064

CONSTRUCTION SUPPORT SERVICES

A&A Transfer Inc.	1042
AccuScan	935
Applied Comfort Products Inc.	843
Bartlett Tree Experts	1224
BOCA Group International	1144
Bravo! Building Services Inc.	937
Chamberlain Contractors Inc.	1334
Commissioning Agents Inc.	1242
Conley Group	681
Door Guard Inc.	626
EMG	1780
Facility Pro Recruitment	725
Fastenal	2368
GSM Industrial	678
KAI - Total Pavement Management	736
Pioneer Roofing Systems Inc.	1438
Ruston Paving Co. Inc.	1031
Schindler Elevator Corp.	965
Wilnot Modular Structures Inc.	1081

CONSULTING

Alarm Tech Solutions LLC	964
American Restoration Inc.	1349
American Trainco Inc.	667
Applied Management Engineering Inc.	845
ARMM Associates Inc.	1047
BOCA Group International	1144
CE Maintenance Solutions LLC	968
Commissioning Agents Inc.	1242
Conley Group	681
Door Guard Inc.	626
Dragnet	838
FacilityONE	1179
Facility Pro Recruitment	725
Green Seal Inc.	1278
ISES Corp.	884
Johnston McLamb, a CRGT Company	730

KAI - Total Pavement Management.....	736
Lasertech Floorplans Ltd.....	925
Lewellyn Technology Inc.....	1185
LiquiTech Inc.....	1478
Optimum Lighting.....	1559
PBI Restoration Resources.....	1043
Predictive Service.....	1247
R&K Solutions Inc.....	819
RCx Building Diagnostics.....	1284
RoviSys.....	1544
Sierra Infosys Inc.....	926
Special Pathogens Laboratory.....	842
StructureTec.....	979
Stuart Dean Co. Inc.....	748
Total Asphalt & Concrete Maintenance.....	1130
VDA (Van Deussen & Associates) - Elevator Consultants.....	880
VFA Inc.....	1172

CONTROL SYSTEMS

Advanced Power Control Inc.....	836
American Time & Signal Co.....	1867
Automated Logic Corp.....	859
BACnet International.....	1383
Cleaver-Brooks Inc.....	825
Complete Building Services Inc.....	1347
Daintree Networks.....	1566
Hirsch Electronics.....	769
Hubbell Lighting Inc.....	1574
Kanepi Innovations.....	629
Lutron Electronics Co. Inc.....	537
McQuay International.....	1459
Multistack LLC.....	1080
National Electrical Manufacturers Association (NEMA).....	643
RoviSys.....	1544
Russelectric Inc.....	1567
Sensor Switch.....	958
Silent Knight.....	644
Spirax Sarco Inc.....	1019

DETECTION/DIAGNOSTIC EQUIPMENT

Crowcon Detection Instruments Ltd.....	714
Fike Corp.....	938
FLIR Systems.....	849
Fluke Corp.....	833
Palmer Wahl Instrumentation Group.....	622
RIDGID.....	1484
Testo Inc.....	1268
TSI Inc.....	627
ZTS Inc.....	727

DOCUMENT SCANNING

Millennium Group, The.....	1446
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DOORS/DOOR HARDWARE

Acoustical Solutions Inc.....	772
AMBTRA Inc.....	828
ASSA ABLLOY Door Security Solutions.....	1059
Caplan Bros. Glass.....	1183
Construction Specialties Inc.....	1181
Detex Corp.....	1859
DORMA-Carolina Door Controls.....	978
Hager Companies.....	2079
LTI Smart Glass Inc.....	2174
Marks USA.....	985
Marvin Window & Door Planning Centre.....	1558
Overly Door Co.....	785
Pella Corp.....	743
Precision Doors & Hardware.....	639

Rytec High Performance Doors.....	513
SDC (Security Door Controls).....	2073
Sealeze-A Unit of Jason Inc.....	2179
SELECT Hinges/SELECT Products Ltd.....	1366
SimonsVoss Technologies Inc.....	1969
Total Door.....	1973
TownSteel Inc.....	974

DRAIN CLEANING

Canplas LLC.....	1344
Electric Eel Mfg.....	2178
Flow-Liner Systems Ltd.....	812
Nelbud Services Group Inc.....	1339
ProVent Systems Inc.....	2165
RIDGID.....	1484

ELECTRICAL DISTRIBUTION

API Inc.....	724
CNR Lighting Supply Co.....	1285
Comac Corporation Inc.....	1175
DENT Instruments Inc.....	1267
FreeAveez LLC.....	865
Reuter & Hanney Inc.....	2158
Rexel.....	1874
Russelectric Inc.....	1567
Truland Systems Corp.....	2272
World Dryer.....	742

ELEVATORS/ESCALATORS

AMBTRA Inc.....	828
BOCA Group International.....	1144
CabCraft Interiors Inc.....	1166
Delaware Elevator Inc.....	1168
Door Guard Inc.....	626
Garaventa Lift.....	1974
General Services Administration (GSA).....	625
Schindler Elevator Corp.....	965
ThyssenKrupp Elevator.....	573
VDA (Van Deussen & Associates) - Elevator Consultants.....	880

ENERGY MANAGEMENT SYSTEMS

Advanced Power Control Inc.....	836
Airius LLC.....	774
Atlantic Energy Concepts.....	1475
Autani Corp.....	1873
Automated Logic Corp.....	859
BACnet International.....	1383
Benjamin Electric Co.....	728
Daintree Networks.....	1566
DENT Instruments Inc.....	1267
E-Mon.....	1775
EnerNOC.....	1672
Garratt-Callahan Co.....	1542
Harris Lighting.....	618
Johnson Controls Inc.....	950
Johnston McLamb, a CRGT Company.....	730
Kanepi Innovations.....	629
Leviton Manufacturing Co. Inc.....	672
Lutron Electronics Co. Inc.....	537
National Electrical Manufacturers Association (NEMA).....	643
Pepco Energy Services Inc.....	943
PTM Manufacturing.....	1264
REC Solar Inc.....	1772
Reliable Controls Corp.....	649
RoviSys.....	1544
Russelectric Inc.....	1567
SATEC Inc.....	781
Sierra Infosys Inc.....	926

Signtex Lighting Inc.....	1978
Spirax Sarco Inc.....	1019
Tioga Energy Inc.....	1480
U.S. Department of Energy - Industrial Technologies Program.....	1675
UGL Services.....	1051
Universal Lighting Technologies Inc.....	973
USGBC-Maryland Chapter.....	1384
Viconics Electronics Inc.....	1079
WattStopper.....	1549
Weil-McLain.....	766

ENERGY MONITORING

Autani Corp.....	1873
Benjamin Electric Co.....	728
CNR Lighting Supply Co.....	1285
Data Industrial/Badger Meter Inc.....	1169
DENT Instruments Inc.....	1267
Dranetz.....	838
E-Mon.....	1775
E3 Designs LLC.....	831
EnerNOC.....	1672
Fluke Corp.....	833
Griswold Controls.....	1473
Johnston McLamb, a CRGT Company.....	730
Leviton Manufacturing Co. Inc.....	672
ONICON Inc.....	1580
Onset Computer Corp.....	712
Practical Energy Solutions LLC.....	878
REC Solar Inc.....	1772
SATEC Inc.....	781
Spirax Sarco Inc.....	1019
Tioga Energy Inc.....	1480
U.S. Department of Energy - Industrial Technologies Program.....	1675

ENERGY PRODUCTS AND SERVICES

ABM Industries Inc.....	1448
Alban Engine Power Systems/Caterpillar.....	585
American Energy Services.....	1568
API Inc.....	724
ATD Solar & Security.....	1869
Atlantic Energy Concepts.....	1475
BASF Corporation.....	1173
Cardinal Group Services Inc.....	1762
Cold Point Corp.....	1078
Cooper Lighting.....	628
Data Industrial/Badger Meter Inc.....	1169
DENT Instruments Inc.....	1267
DERBIGUM.....	1664
Dranetz.....	838
Duct & Vent Cleaning of America Inc.....	1663
E-Mon.....	1775
Ecoglo Inc.....	737
EMG.....	1780
EnerNOC.....	1672
FacilityONE.....	1179
FM BENCHMARKING.....	942
General Services Administration (GSA).....	625
Graybar Electric Company Inc.....	1678
Griswold Controls.....	1473
GSH Group Inc.....	1784
Harris Lighting.....	618
LED*Waves LLC.....	1479
Lencore Sound Masking and Acoustics.....	1073
Leviton Manufacturing Co. Inc.....	672
LTI Smart Glass Inc.....	2174
Luvata Grenada LLC (Heatcraft).....	879
MacroAir Technologies.....	1579
Optimum Lighting.....	1559
OSRAM SYLVANIA.....	1151
Panasonic Electric Works Corp. of America.....	1469
Pepco Energy Services Inc.....	943

Philips Lighting North America.....	759
Practical Energy Solutions LLC.....	878
Precision-Paragon (P2).....	1068
RCx Building Diagnostics.....	1284
REC Solar Inc.....	1772
Rexel.....	1874
Sanuvox Technologies Inc.....	948
SATEC Inc.....	781
Sealeze-A Unit of Jason Inc.....	2179
SEMCO LLC.....	1572
SolarDock.....	826
Steril-Aire Inc.....	1273
Tioga Energy Inc.....	1480
Tremco Roofing and Building Maintenance.....	1758
Waldmann Lighting.....	1759
Washington Gas Energy Services.....	1372
WaterFurnace International Inc.....	1767
Weil-McLain.....	766
WM LampTracker (WMLT).....	1258
ZOO Fans.....	2059

ENVIRONMENTAL SERVICES/PRODUCTS/IAQ

1-800-GOT-JUNK?.....	949
A-1 Flood Tech.....	1131
AirPac Inc.....	959
Applied Building Technologies Inc.....	1263
Busch Systems International Inc.....	1072
C&C Complete Services.....	1447
Cadapult Ltd.....	1779
Cascade Water Services Inc.....	1436
CleanRiver, a division of Midpoint International Inc.....	1359
Crowcon Detection Instruments Ltd.....	714
Duct & Vent Cleaning of America Inc.....	1663
DuctSox Corp.....	779
Dusty Ducts Inc.....	1030
E3 Designs LLC.....	831
EMG.....	1780
Fluke Corp.....	833
Garland Co. Inc.....	1279
Georgia-Pacific Professional.....	1659
Green Seal Inc.....	1278
Haws Corp.....	1773
Highland Tank.....	1180
Innolytics LLC.....	713
Interior Maintenance Company Inc.....	1231
Kleenco Maintenance/Construction.....	1236
LED*Waves LLC.....	1479
LiquiTech Inc.....	1478
MilliCare By EBC Carpet Services.....	1251
Onset Computer Corp.....	712
Owens Corning.....	1378
Professional Restorations.....	931
RCI Technologies East.....	1136
Reliable Controls Corp.....	649
Rosedale Products Inc.....	1468
Sanuvox Technologies Inc.....	948
SEMCO LLC.....	1572
Special Pathogens Laboratory.....	842
Steril-Aire Inc.....	1273
Stormwater Maintenance LLC.....	1434
Testo Inc.....	1268
TSI Inc.....	627
Unlimited Restoration Inc.....	930
USGBC-Maryland Chapter.....	1384
Waldmann Lighting.....	1759
WaterFurnace International Inc.....	1767
WM LampTracker (WMLT).....	1258
World Dryer.....	742
ZOO Fans.....	2059

Exhibitors by Product Category

EXIT SIGNS

Defense Holdings Inc.	1968
Ecoglo Inc.	737
Emergi-Lite	1964
National Electrical Manufacturers Association (NEMA)	643
Precision-Paragon (P2)	1068
Signtex Lighting Inc.	1978
SMI Sign Systems	1375

EXTERIOR BUILDING SYSTEMS

BASF Corporation	1173
Cardinal Group Services Inc.	1762
CertainTeed Corp.	631
Lightning Protection Institute	2074
Pella Corp.	743
Predictive Service	1247
Riverbend Nursery Inc.	1878
SRP Glass Restoration	2274
Sto Corp.	1778

FILTRATION

Applied Building Technologies Inc.	1263
Chardon Laboratories Inc.	1118
Chem-Aqua Inc.	1137
GDP Enterprises Inc.	1865
Highland Tank	1180
Nelbud Services Group Inc.	1339
RCI Technologies East	1136
Rosedale Products Inc.	1468
Sanuvox Technologies Inc.	948

FIRE SAFETY

Advanced Specialty Contractors	1474
Alarm Tech Solutions LLC	964
Belimo Americas	1184
BFPE International	1451
Defense Holdings Inc.	1968
DuPont	1065
Ecoglo Inc.	737
Emergi-Lite	1964
Evac+Chair North America LLC	1972
Fike Corp.	938
Fireline Corp.	1343
Gamewell-FCI	543
Garaventa Lift	1974
GSM Industrial	678
Hirsch Electronics	769
Kidde Fire Systems	1979
Lightning Protection Institute	2074
Nelbud Services Group Inc.	1339
NOTIFIER	545
Orr Protection Systems Inc.	1143
Palmer Wahl Instrumentation Group	622
Potter Electric Signal Company LLC	1974
Precision Doors & Hardware	639
Predictive Service	1247
Servpro	1350
Silent Knight	644
SimplexGrinnell	2065
Stryker EMS	2075
Suppression Systems Inc.	2068
Total Door	1973
Vector Security Inc.	1967
VSC Fire & Security	733
ZTS Inc.	727

FLEET MANAGEMENT

Millennium Group, The	1446
Sierra Infosys Inc.	926

FLOORING

Abatron Inc.	630
Contract Finishes LLC	1024
FreeAxez LLC	865
Garland Co. Inc.	1279
HeatTrak	1958
High Performance Flooring	1126
Houck Specialty Contractors	1146
ISS Facility Services Inc.	729
J+J/Invision	1037
MicroGuard	1274
MilliCare By EBC Carpet Services	1251
No Trax Floor Matting	2364
SaniGLAZE International LLC	1246
StarNet Commercial Flooring Inc.	1578
Stonhard	868
Structural Preservation Systems	1046
Tandus Flooring	1565

FURNITURE/FURNISHING MATERIALS

1-800-GOT-JUNK?	949
A&A Transfer Inc.	1042
Capitol Supply Inc.	1335
Davies Office Refurbishing Inc.	749
EverWhite	1064
Miller's of Columbia	1245
Nightingale Corp.	658

Petersen Mfg. Co. Inc.	1485
Waldmann Lighting	1759

GENERATORS

Alban Engine Power Systems/Caterpillar	585
Carrier Rental Systems	1237
CTS Services	1222
Curtis Engine & Equipment Inc.	1550
Kohler Rental Power	2184
RCI Technologies East	1136

HOUSEKEEPING PRODUCTS EQUIP.

Busch Systems International Inc.	1072
Cleaning Services Group	1330
CSI International Inc.	872
Mobile-Shop Co. LLC	1174
No Trax Floor Matting	2364
Orwak USA	2264
Penguin Toilets LLC	1679
SRP Glass Restoration	2274
STOKO Skin Care	614
Vantage Vehicle International Inc.	2358

HVAC

Advantix Systems	1281
AERCO International Inc.	972
Air Enterprises LLC	1033
Airus LLC	774
AirPac Inc.	959
American Combustion Industries Inc. (ACI)	1044
American Energy Services	1568

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Applied Building Technologies Inc.....	1263	MacroAir Technologies.....	1579
Applied Comfort Products Inc.....	843	Mark's.....	2173
AQUIS.....	1373	McQuay International.....	1459
Atlas Sales & Rentals Inc.....	1139	MicroGuard.....	1274
Autani Corp.....	1873	Morin Distribution, The Cooling Tower Store.....	2169
Automated Logic Corp.....	859	Multistack LLC.....	1080
Belimo Americas.....	1184	ONICON Inc.....	1580
Capitol Supply Inc.....	1335	Onset Computer Corp.....	712
Carrier Rental Systems.....	1237	Portable Air Group LLC.....	1243
Chardon Laboratories Inc.....	1118	Professional Restorations.....	931
Cleaver-Brooks Inc.....	825	PTM Manufacturing.....	1264
Cold Point Corp.....	1078	Reliable Controls Corp.....	649
Complete Building Services Inc.....	1347	Sanuvox Technologies Inc.....	948
Crockett Facilities Services Inc.....	1127	SEMCO LLC.....	1572
CTS Services.....	1222	Steril-Aire Inc.....	1273
Danfoss Turbocor Compressors Inc.....	1164	System Sensor.....	645
Data Industrial/Badger Meter Inc.....	1169	TEMP-AIR.....	1346
Duct & Vent Cleaning of America Inc.....	1663	Testo Inc.....	1268
DuctSox Corp.....	779	Tremco Roofing and Building Maintenance.....	1758
Dusty Ducts Inc.....	1030	TSI Inc.....	627
Eastern Technical Inc.....	1238	UGL Services.....	1051
EMCOR Services.....	918	Viconics Electronics Inc.....	1079
Eternabond.....	2371	VRTX Technologies.....	1763
Facility Pro Recruitment.....	725	WaterFurnace International Inc.....	1767
GDP Enterprises Inc.....	1865	Weil-McLain.....	766
Green Boiler Technologies Inc.....	1365	ZOO Fans.....	2059
Griswold Controls.....	1473		
GSH Group Inc.....	1784		
Hays Fluid Controls.....	1766		
ISS Facility Services Inc.....	729		
Johnson Controls Inc.....	950		
Kohler Rental Power.....	2184		
LAARS Heating Systems Co.....	1862		
Luvata Grenada LLC (Heatcraft).....	879		

HVAC COMMISSIONING SERVICES

Commissioning Agents Inc.....	1242
E3 Designs LLC.....	831
Johnson Controls Inc.....	950

INSULATION

Advanced Specialty Contractors.....	1474
BASF Corporation.....	1173
Brazos Urethane Inc.....	1444
Cardinal Group Services Inc.....	1762
CertainTeed Corp.....	631
Lowe's Companies.....	2269
Owens Corning.....	1378
Pacor Inc.....	2175
PTM Manufacturing.....	1264
Shannon Enterprises of WNY Inc.....	2367

INTERNET SERVICES/ E-COMMERCE

360Facility.....	864
The Blue Book.....	830
Cadapult Ltd.....	1779
FacilitiesNet.com.....	1959
Facility Wizard Software.....	969
FacilityZone.com.....	1959
FM BENCHMARKING.....	942
R&K Solutions Inc.....	819

LANDSCAPE/GROUNDS CARE PRODUCTS

ABM Industries Inc.....	1448
Bartlett Tree Experts.....	1224
Cargill Deicing Technology.....	1880
General Services Administration (GSA).....	625
ISS Facility Services Inc.....	729
KAI - Total Pavement Management.....	736
Kleenco Maintenance/Construction.....	1236

Petersen Mfg. Co. Inc.....	1485
Stormwater Maintenance LLC.....	1434
Sunbelt Rentals.....	1147
TAMKO Building Products Inc.....	873
Unger Enterprises Inc.....	1569

LIFTS/LADDERS

JLG Industries Inc.....	2159
Teupen USA Inc.....	2359

LIGHTING

Advanced Power Control Inc.....	836
American Energy Services.....	1568
Atlantic Energy Concepts.....	1475
Autani Corp.....	1873
Capital Tristate.....	1259
CNR Lighting Supply Co.....	1285
Cooper Lighting.....	628
Daintree Networks.....	1566
DERBI/GUM.....	1664
Global Energy Services.....	1075
Graybar Electric Company Inc.....	1678
Halco Lighting Technologies.....	1472
Harris Lighting.....	618
Hubbell Lighting Inc.....	1574
Kanepi Innovations.....	629
LED*Waves LLC.....	1479
LEDynamics Inc.....	1681
Lutron Electronics Co. Inc.....	537
Mark's.....	2173
National Electrical Manufacturers Association (NEMA).....	643
Optimum Lighting.....	1559



MXO 5900



SMURK 801

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CXO 6200D

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Exhibitors by Product Category

OSRAM SYLVANIA.....	1151
Panasonic Electric Works Corp. of America.....	1469
Philips Lighting North America.....	759
Practical Energy Solutions LLC.....	878
Precision-Paragon (P2).....	1068
Rexel.....	1874
Sensor Switch.....	958
Signtex Lighting Inc.....	1978
SiteStuff Inc.....	839
Universal Lighting Technologies Inc.....	973
Waldmann Lighting.....	1759
WattStopper.....	1549
WM LampTracker (WMLT).....	1258

MAINTENANCE PRODUCTS/SERVICES

1-800-GOT-JUNK?.....	949
360Facility.....	864
Abatron Inc.....	630
Able Services.....	1123
ABM Industries Inc.....	1448
AFE - Association for Facilities Engineering.....	2375
Alban Engine Power Systems/Caterpillar.....	585
American Trainco Inc.....	667
API Inc.....	724
Applied Building Technologies Inc.....	1263
archSCAN, LLC.....	1226
Bartlett Tree Experts.....	1224
Bell Bird Control.....	1142
Bravo! Building Services Inc.....	937
Capital Contractors Inc.....	1232
Capitol Supply Inc.....	1335
Caplan Bros. Glass.....	1183

Cargill Deicing Technology.....	1880
CE Maintenance Solutions LLC.....	968
Centimark Roof Systems.....	1667
Chardon Laboratories Inc.....	1118
Chem Link Products.....	1868
Cleaning Services Group.....	1330
Club Car Inc.....	2164
Crockett Facilities Services Inc.....	1127
CSI International Inc.....	872
CTS Services.....	1222
Curtis Engine & Equipment Inc.....	1550
Door Guard Inc.....	626
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Gold Level members will be able to enter the room at 8:45 a.m.

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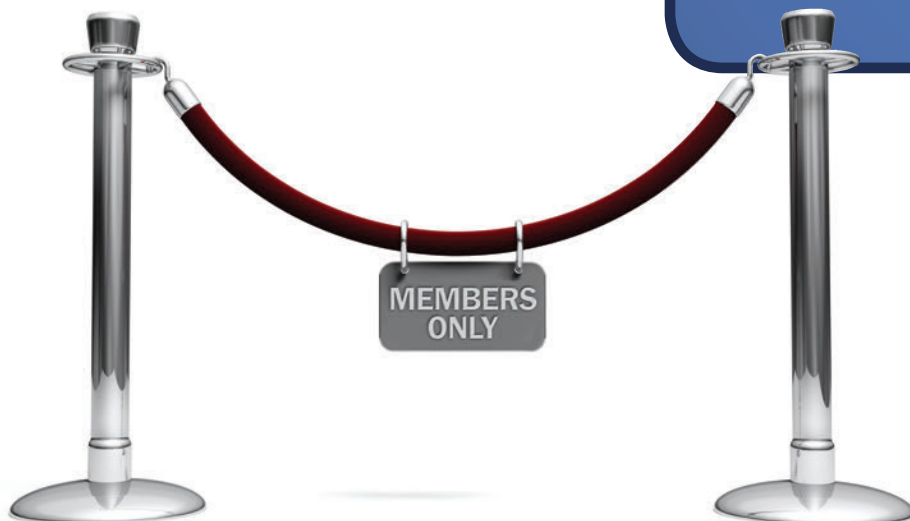
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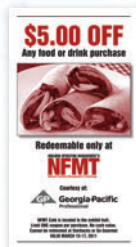


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Members of the media can find press kits and product information from participating NFMT exhibitors in room 333.

Press room hours:

Tuesday, March 158:00 a.m.-11:50 a.m.
Wednesday, March 16.....8:00 a.m.-10:50 a.m.; 3:00-5:00 p.m.
Thursday, March 179:00 a.m.-10:50 a.m.; 2:00-4:00 p.m.

Re-signing to Exhibit in 2012

Every 2011 exhibiting company is assigned a time to select space for the 2012 show. If you have a question about the re-sign process, please contact your booth sales representative. The re-sign room is located at booth #500.

Show Hotels:

Hilton Baltimore
401 West Pratt Street
443-573-8700

Hyatt Regency Baltimore on the Inner Harbor
300 Light Street
410-528-1234

Marriott Inner Harbor
110 South Eutaw Street
410-962-0202

Renaissance Harborplace Hotel
202 East Pratt Street
410-547-1200

Sheraton Inner Harbor
300 South Charles Street
410-962-8300

Transportation

Light Rail

The light rail runs every 20 minutes between Camden Yards (right next to the Convention Center) and BWI Airport. The half-hour trip costs \$1.60 one way.

Taxi Information

A taxi stand is located at the Pratt Street entrance of the convention center. Yellow/Checker Cab is the largest cab company in Baltimore and can be reached at 410-685-1212.

Airport Shuttle

The Airport Shuttle operates between Baltimore Inner Harbor and BWI Airport. For more information or a reservation please call 410-381-2772.

Exhibit Hall Map

BUILDING OPERATING MANAGEMENT'S NFMT National Facilities Management & Technology

Maintenance Solutions
Expo Entrance

KEY



Restrooms



NFMT Café



NFMT Expo



MS Expo



Building Services Pavilion



Safe Buildings Expo



GreenTech Expo

Expo Floor Highlights



Grand Prize Drawing



Cyber Center



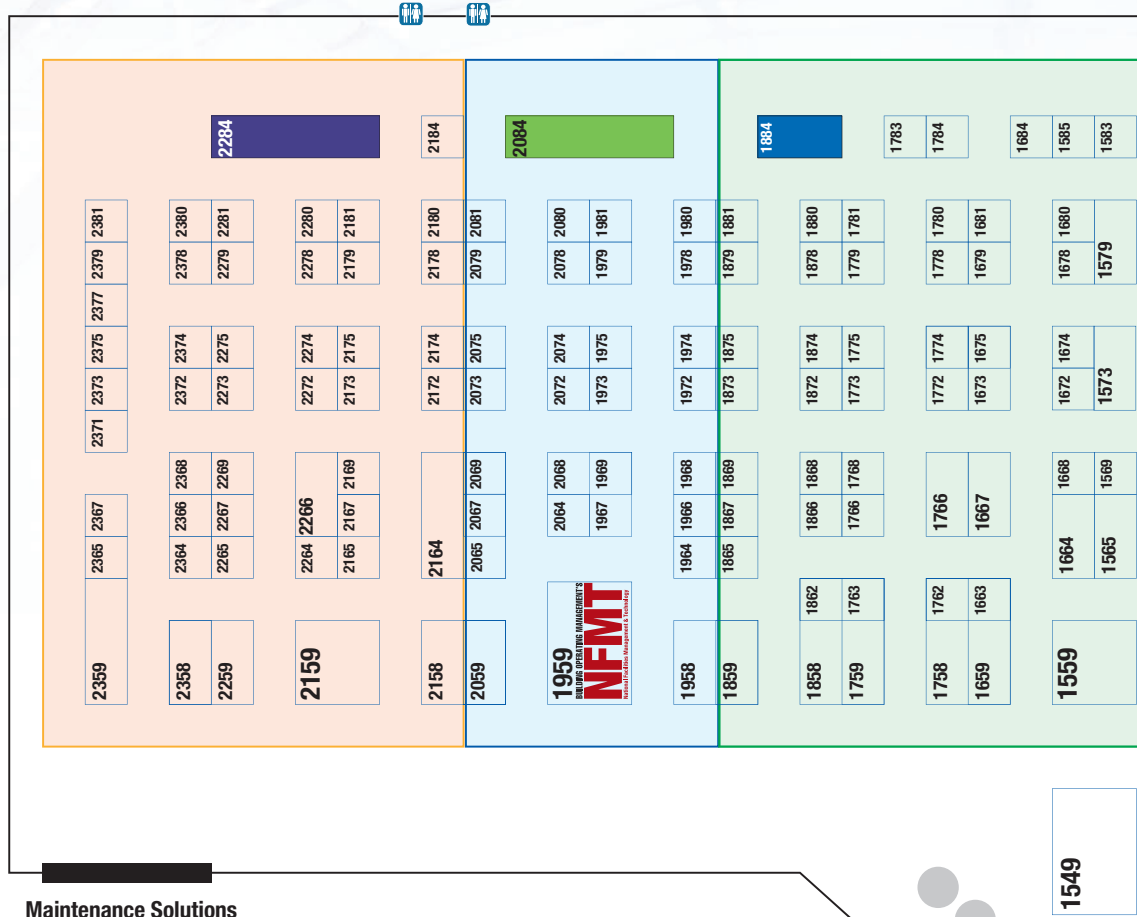
Certificate of Attendance



NFMT Platinum Member Lounge

Major Sponsor Booths

Automated Logic.....	859
Sloan	659
UGL Services.....	1051
<i>Building Operating Management Magazine</i>	1959
<i>Maintenance Solutions Magazine</i>	1959



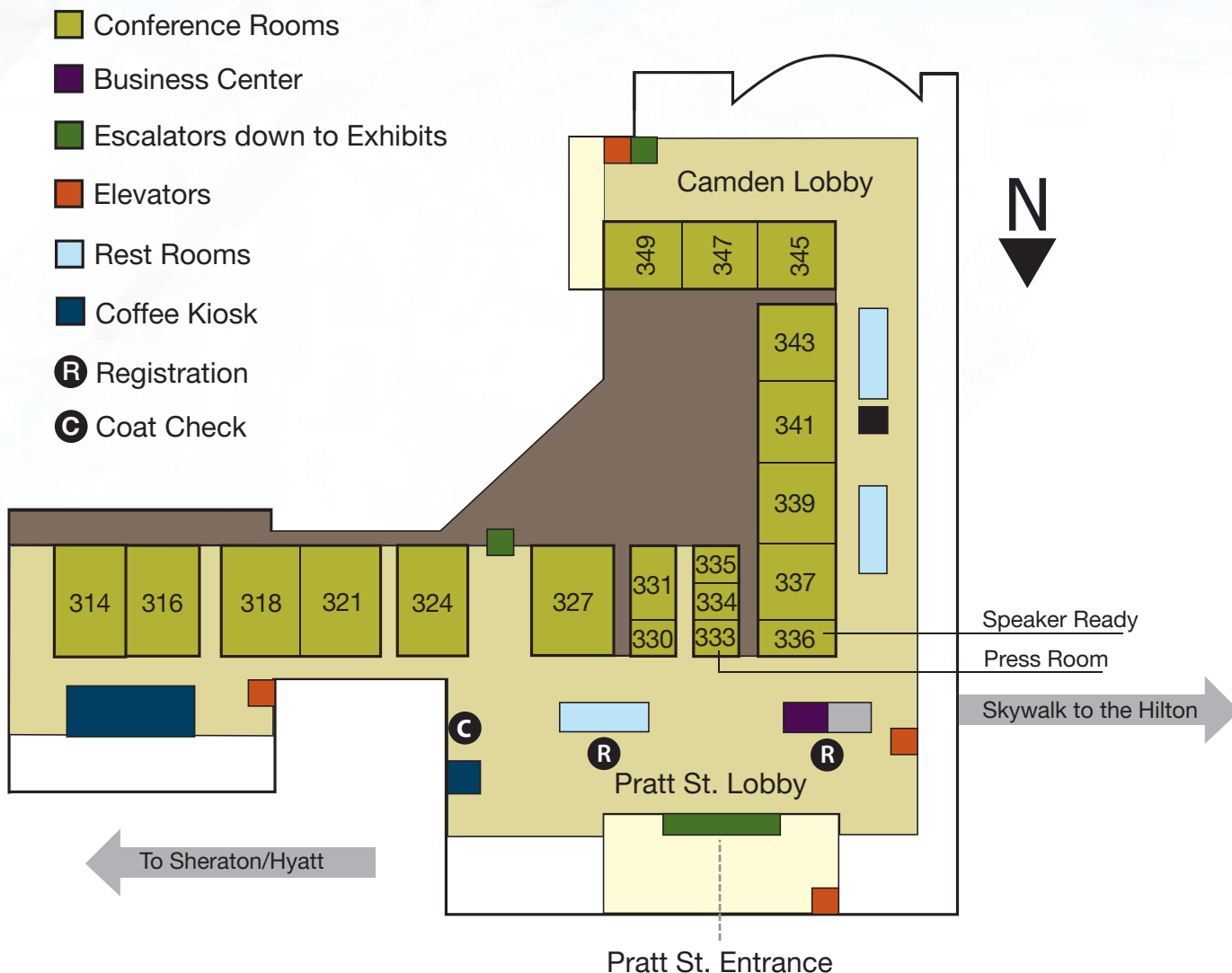
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1058		1064	1068		1072		1078	1080	1084
959		965	969		973	975	979		985
958		964	968		972		978		984
859		865	869		873		879		885
759		864	868		872	874	878	880	884
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659					772	774	778	780	783
					673	675	679	681	784
658					672		678		685
559					573		579		585

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								519	523	

CONGRESS-ON STAIRS

AUTOMATED LOGIC CORPORATION

300 Level Floor Plan



Special Events

ROOM 314

- NFMT Gold and Platinum member conference sessions, Wednesday at 9am

ROOM 334

- COBIE Case Studies/COBIE Help Desk, Wednesday at 9am

ROOM 316

- FMXcellence: Learn from the Top Facility Departments — Tuesday at 8am
- Bringing High Performance Buildings into Focus: The GSA Vision takes Shape — Wednesday at 9am
- ASBE's Virtual Building Tour – Your Blueprint for ROI — Wednesday at 3pm
- Influence = Power: Keys to Becoming More Visible Within Your Organization — Thursday at 8am

PRATT STREET LOBBY

- Opening Night Networking Party, Tuesday at 4pm
- Solutions Exchange Networking Event, Wednesday at 7:45am

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